HARDWARE AND METAL

Vol. XXVIII PUBLISHED EVERY SATURDAY SINCE 1888 Sept. 30
No. 40 1916

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA



BRITISH GOODS

We are in a position to supply the following for prompt delivery

Galvanized Sheets—"Queen's Head" "Fleur-de-Lis"

Canada Plates—"Dominion" Polished "Canada" Half Bright "Dominion" Galvanized

Blue Polished Sheets—Lysaght's Make

Ingot Tin—Williams Harveys

Pig Lead, Red Lead, Ferro-Manganese, Antimony, Alum, Borax, Bluestone, Sal Ammoniac, Fire Bricks, Ganister, etc.

Also all kinds of Iron, Steel and Metals of American make

A. C. LESLIE & CO., LIMITED

MONTREAL

HARDWARE AND METAL

Toncan Metal News

Vol. 1—No. 3 PUBLISHED IN THE INTEREST OF BETTER SHEET METAL September, 1916

Bottle Made of Toncan Metal in Fine Condition

It is a matter of five years since the gigantic Bromo-Seltzer bottle was placed at the top of the Emerson Building tower, Baltimore, and the Toncan Metal Sheets from which it is constructed are still in prime condition.

No repairs or replacements because of corrosion of the sheet metal have been needed since its installation. Yet all parts of the bottle are exposed to the elements day after day, year in and year out. Heat, cold and moisture have not affected the Toncan Metal.

The bottle is 51 ft. 2½ inches high and 20 ft. 7 inches in diameter. The body of the bottle revolves constantly at the rate of 1½ times per minute.

16 gauge Toncan Metal Galvanized Sheets were used for the bottle, except the parts which carry the letters, which is made of 13 gauge Toncan Metal.

Here is a monument, not only to Toncan Metal, but to the sheet metal industry as a whole. It is service such as this that inspires confidence in sheet metal and is helping the sheet metal man bring back some of the trade which has drifted away because of the unsatisfactory service derived from short-lived sheet metal.





Answers to Questions

F.C.R.: (a) Yes. Toncan Metal is made with Blue Annealed finish, besides the regular Black and Galvanized Toncan Metal Sheets. (b) Seven gauge Toncan Metal can be procured.

J.D.H.: Rust and corrosion are different. Rust is a natural process, while corrosion can be compared to a disease —something to be retarded. See page 19 in the Sheet Metal Primer, which we are sending you.

G.H.M.: Allow your galvanized Toncan Metal Roofing to remain exposed to the weather for at least a month. Then paint it and you will have no trouble in making the paint adhere.

F.M.E.: Are you sure that **each length** of Conductor Pipe is Toncan Metal? Look for the trade-mark and maker's name die-stamped on each length.

N.L.R.: Toncan Metal is not known by another name. Insist on seeing the trade-mark on each sheet, whether flat or formed into roofing, siding, etc., and on all Trough, Pipe, etc.

A Lost Art Found and Modernized

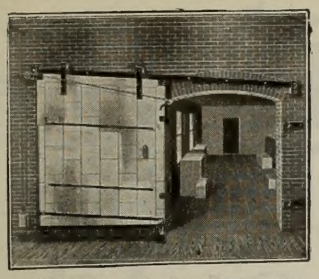
When scientists uncovered pieces of iron which bore evidence of being about four thousand years old, they found the clue to the lost art of durable iron making.

The analyses of these ancient pieces of iron showed that they contained only a very slight percentage of impurities; in fact they were almost 100 per cent. pure. Moreover, the very small amount of impurities which was found in the material was uniformly distributed—or, in the words of the scientists, the metal was **homogeneous.**

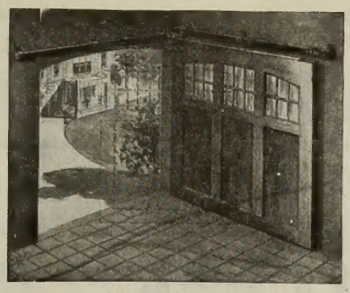
This proved that many things were known about iron and steel making in those days that we knew nothing about. The art was lost.

However, after years of research and investigation, the lost art was found and modernized to the extent that the durable sheet metal of four thousand years ago is now made by modern, scientific methods in larger quantities within less time and at a much lower cost. It is called Toncan Metal.

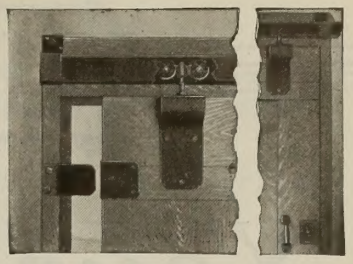
A metal sheet capable of resisting the ravages of corrosion; a sheet that can be bought by the ultimate consumer at a low price; a sheet in which there is durability and economy in every ounce—that is Toncan Metal.



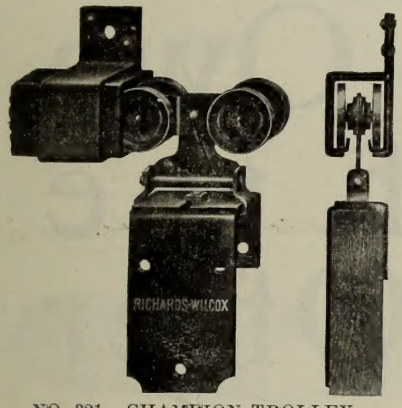
FIRE DOOR HARDWARE.
Single — Double—Sliding—Swing —Vertical—and Special Underwriters' Label Fixtures.



NO. 235 ANGLE DOOR.
Fine for Garages—no curves required—no sag—no warp. Avoids accidents common to swing doors.
Per set, 9 ft. opening 1¾ Doors—List, $15.00.



"R-W" FLUSH TROLLEY HANGERS.
Make Sliding Doors fit tightly as swing doors, and weatherproof. Simple—Strong—Durable.
F11 Hangers, doz. pair $48.00
No. 31 Track, 100 ft. $24.00
1 x 31 Brackets .....$ 2.40



NO. 321. CHAMPION TROLLEY.
For Barn Doors. Bird-proof, storm-proof, flexible and adjustable. The leading barn door hanger throughout Canada.
Per doz. pair, list $28.80
No. 31 Track, per ft., list .....$ .24
1 x 31 Brackets, list .....$ 2.40

When you think of

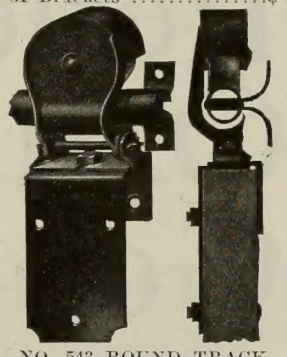
Hangers

think of

"The Hanger People"

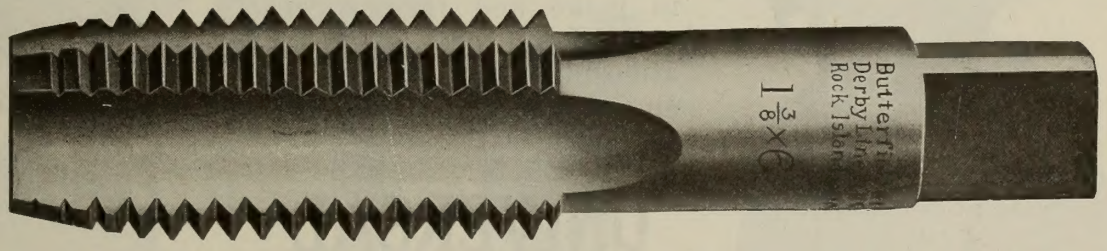
Richards-Wilcox

CANADIAN COMPANY, LTD.
LONDON, ONTARIO.



NO. 543 ROUND TRACK HANGER.
Only completely Flexible Round Track Hanger. Adjustable. Riveted steel track brackets.
Hangers, per doz. pair, list $23.50
Track, per 100 ft., list..$16.00





Serve Him As He Would Be Served

When employer or workmen look to you to supply them with the best tools, do you always know what ARE the best? With respect to one line, we are endeavoring to acquaint you with the best, namely

BUTTERFIELD
TAPS, DIES and REAMERS

They are best in the **judgment of users.** Our claims would not be worth much to you if they were not supported by the verdict of the jury—the men who use them to save time and cost, and to get perfect results.

We put it to you that you ought to investigate the Butterfield line, if not well acquainted with it. It is a guaranteed money-line.

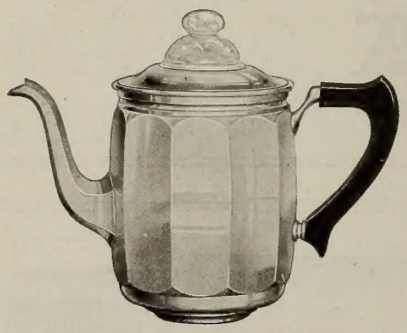
Some evidence of worth, is it not?

BUTTERFIELD & CO., ROCK ISLAND, QUE.

If interested, tear out this page and keep with letters to be answered.

UNIVERSAL

Your Stock Should Reflect Your Own Opinion of the Goods You Offer



No.	Capacity	Weight packed	Height over all
435	5 cups	3 lbs.	8 in.
437	7 cups	4 lbs.	9 in.
439	9 cups	5 lbs.	10 in.

Made of Copper, Nickel-Plated.



No.	Capacity	Weight packed	Height over all
25	5 cups	3½ lbs.	8¼ in.
27	7 cups	4½ lbs.	9¼ in.
29	9 cups	5½ lbs.	10¼ in.

Made of Copper, Nickel-Plated.

If you have no confidence in the goods you display others won't have.

Unless you can say to every customer, "This is the best in make and in performance," you are losing an atmosphere of worth and sincerity that can be made to be your greatest asset.

UNIVERSAL PERCOLATORS

Stand for all that is most to be desired in pleasing appearance and in performance of duty. They are finished with equal care within and without.

The Universal pumping valve is universally recognized as the most thorough device in existence for the proper circulation of the water through the coffee.

Dealers' window Displays will be nationally advertised this Fall. Send in your window for our prize contest in November.



No.	Capacity	Weight packed	Height over all
474	4 cups	2⅞ lbs.	8 in.
476	6 cups	3⅛ lbs.	9¼ in.
479	9 cups	4 lbs.	10 in.

Made of Pure Aluminum.



No.	Capacity	Weight packed	Height over all
74	4 cups	3 lbs.	8⅛ in.
76	6 cups	3¼ lbs.	9¼ in.
79	9 cups	3½ lbs.	10 in.
714	14 cups	4⅛ lbs.	10⅝ in.

Made of Pure Aluminum.

A. MacFarlane & Co., Montreal, Canadian Representative

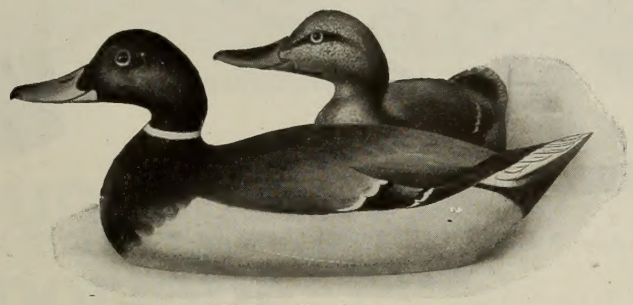
LANDERS, FRARY & CLARK, New Britain, Conn.

If interested, tear out this page and keep with letters to be answered.

Hunters' Requisites

It is not every Merchant that carries a full line of these goods, nor is it necessary when our complete stock is at their disposal.

WE SHIP PROMPTLY

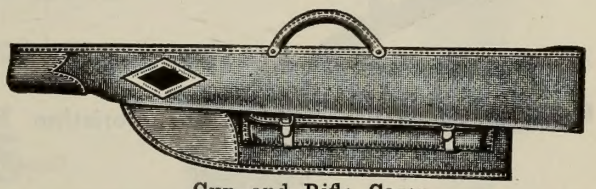


Decoy Ducks

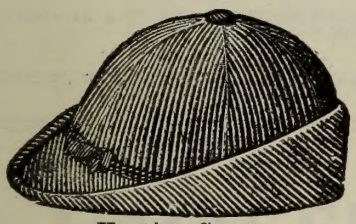
MAIL ORDERS RECEIVE SPECIAL ATTENTION



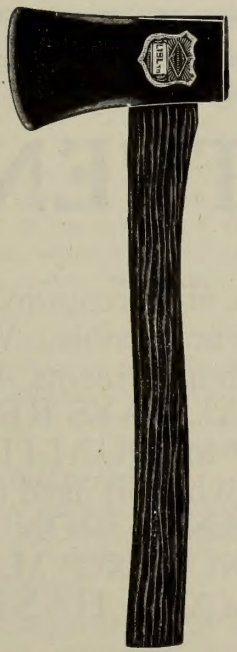
Cartridge Belts



Gun and Rifle Cases



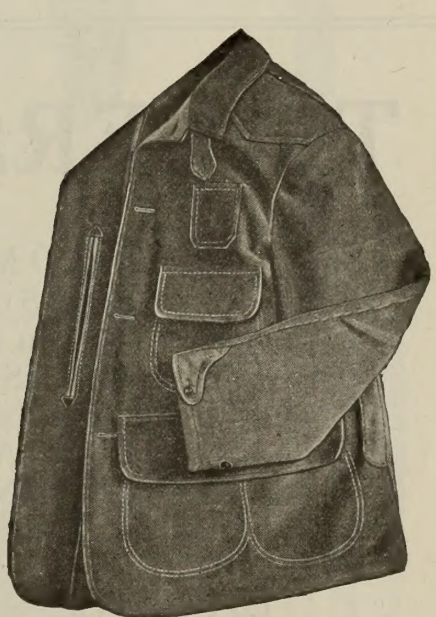
Hunting Caps



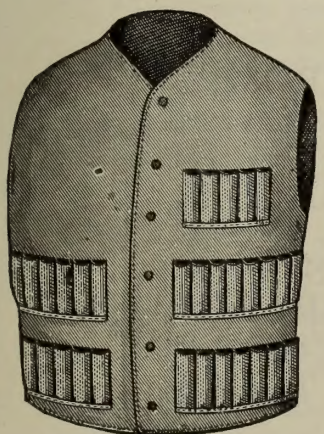
Axes



Leggings



Hunting Coats



Shell Vests

LEWIS BROS., LIMITED, MONTREAL

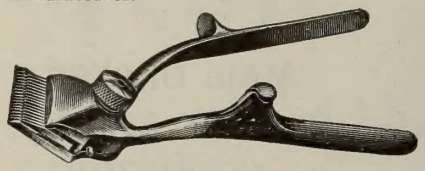
EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

If interested, tear out this page and keep with letters to be answered.

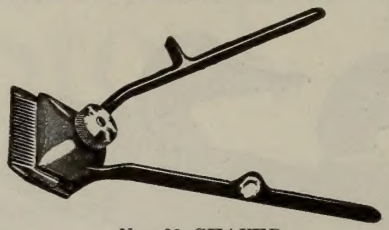
PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

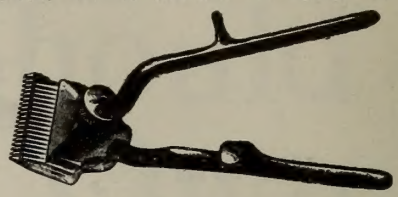
present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.
Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



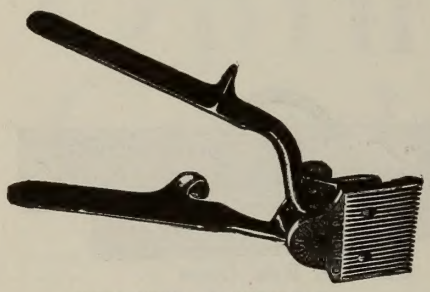
STANDARD No. 0, No. 1 and No. 2.
Retailing at about $2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about $2.25



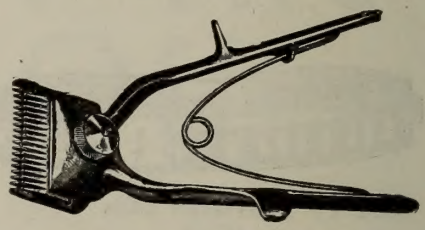
SPEED
Best low-priced Clipper made. Retailing at about $1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.

A. MacFarlane & Co.
Coristine Building, Montreal
Canadian Agents for
Wiebusch & Hilger, Ltd.
New York City



CADET
with visible spring, retailing at about $1.00.

TINNERS, ATTENTION!

LABOR AND MATERIAL are at a premium. PROMPT DELIVERIES on some lines are impossible. We therefore suggest that you anticipate your requirements AS FAR IN ADVANCE AS POSSIBLE. ALWAYS REMEMBER B. B. tools are the STANDARD for QUALITY, SPEED AND ACCURACY. Write us when in need of SHEARING MACHINES, STEEL AND IRON BRAKES, FOLDERS, BEADERS, PUNCHING MACHINES, SOLDERING COPPERS, SMALL HAND TOOLS, ETC., ETC.

THE BROWN, BOGGS CO., LIMITED
HAMILTON, CANADA

Montreal Agent:
W. L. HALDIMAND, Jr.

Western Agents:
BISSETT & WEBB, Winnipeg.

British Columbia Agents:
E. A. EARL & CO., Vancouver

If interested, tear out this page and keep with letters to be answered.

1847 ROGERS BROS.

SILVERWARE

Announcement Important

To simplify and more effectually unite the "Triple Interests" of the retailer, wholesaler and manufacturer of

1847 ROGERS BROS.
Flatware and Cutlery

we have adopted new list prices, as shown in our new Catalogue No. 28, now ready for distribution. The change has been made for three very good reasons:

1st—RETAILERS. We desire and shall hope to establish a ***minimum retail price*** the establishment of which will work directly to the benefit of the retailer, while conserving the best interests of the consumer. The price will afford a reasonable margin of profit, which it is our purpose to protect.

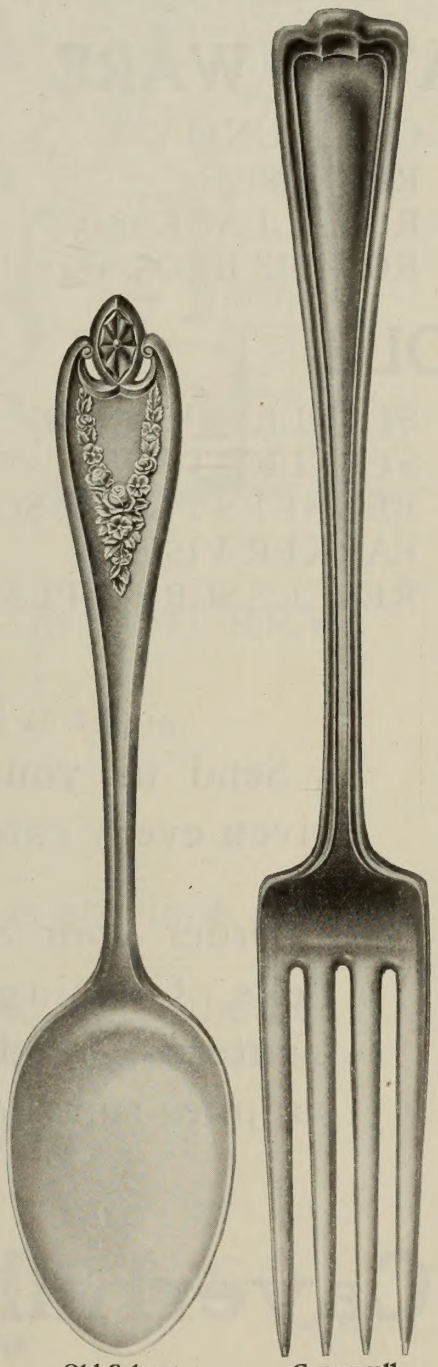
2nd—DISTRIBUTORS. To assist by furnishing a simplified illustrated price list with one trade discount covering the entire line, viz., Flatware, Fancy Serving Pieces and Cutlery—something we never had before.

3rd—CO-OPERATION. In order to encourage and harmonize ***minimum retail prices,*** we have re-issued Catalogue No. 27, with suggested prices to consumer plainly printed. This will aid in the standardization of prices and we are asking the retail trade to adopt them as their ***minimum resale price.***

By effecting this arrangement, our list prices and trade discounts will be consistent and in keeping with trade conditions, and will prove of advantage to the Retailer, Distributor and Manufacturer.

We shall be pleased to mail on request copies of our Catalogue No. 28 and Catalogue No. 27 accompanied by Discount Sheet.

MERIDEN BRITANNIA CO., Ltd., Hamilton, Canada

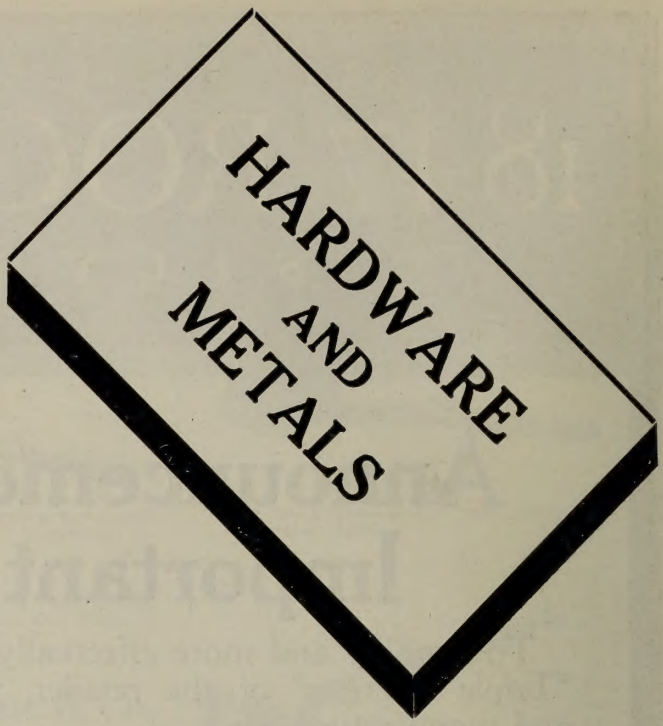


Old Colony Cromwell

If interested, tear out this page and keep with letters to be answered.

We are wholesale distributors for the leading makes of general Hardware. These include

IN



CUTLERY

JOS. RODGERS & SONS
WOSTENHOLM'S IXL GRADE

PLATED WARE

COMMUNITY
RELIANCE
R. WALLACE 1835
ROGERS BROS. 1847

TOOLS

STANLEY PLANES
STANLEY TOOLS
BENNET'S FLOOR SCRAPERS
PARKER VISES
REECE'S SCREW PLATES

Send us your mail orders. They will be given every care and will be shipped promptly.

Order your Skates, Hockey Sticks, Sleigh Bells, Carriage Heaters, Weather Strip, Lanterns, Food Choppers, etc., early before supplies run short.

Caverhill, Learmont & Co.

MONTREAL

If interested, tear out this page and keep with letters to be answered.



When you require your goods in a HURRY

Write out your order and mail it to us.

Our service is prompt.

Our Letter Order Department is efficient.

We have a well-assorted stock, and whether your orders are large or small we assure them

PROMPT SHIPMENT.

H. S. HOWLAND, SONS & CO.
LIMITED

WHOLESALE HARDWARE

TORONTO

If interested, tear out this page and keep with letters to be answered.



No. SC 935

Buy Your Hinges
Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges	Pair in a Box	SC 900
Light Tee Hinges	" " "	SC 904
Heavy Strap Hinges	" " "	SC 209
Heavy Tee Hinges	" " "	SC 609
Corrugated Strap Hinges	" " "	SC 935
Corrugated Tee Hinges	" " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.
Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Canada

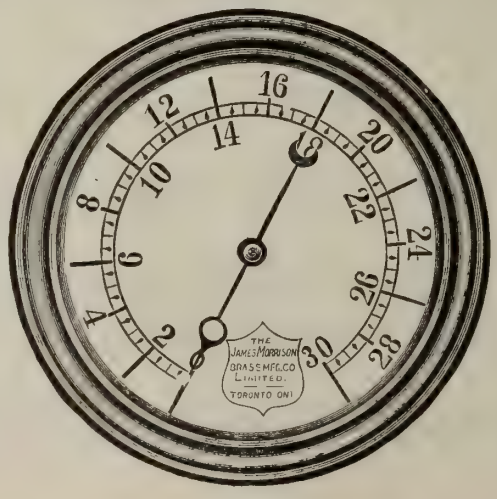
MORRISON IMPROVED PRESSURE GAUGES

Our Ammonia Gauges

To withstand the action of Ammonia Gas, are constructed of Steel Tube-Springs connected to Malleable Iron Sockets and have **all-Iron** Movements.

The Iron Case is fitted with heavily nickeled Brass Ring.

Pressure graduations are from 100 lbs. to 500 lbs. Also with 30 inches Vacuum Scale when so ordered.



Manufacturers of Steam, Vacuum and Combination Gauges: Locomotive and Duplex Gauges; Morrison's Standard Test Gauges; Hydraulic, Altitude, and Sprinkler Alarm Gauges; Combination Water Works Gauges; Pyrometer Gauges; Engineers' Clocks and Revolution Counters; Pressure Gauge Testers; Pyrometers for Bakers Ovens; Recording Pressure, and Temperature Gauges; Blast Pressure Gauges.

Dealers in Thermometers for Heating Installations; Feed Water; Flue Gas, etc.

All our instruments are of the very highest quality and utmost reliability, and are sold under a full guarantee of satisfaction. Approved by Provincial boiler and steamboat inspectors.

We are prepared to give necessary attention to all kinds of gauges requiring repairs.

THE JAMES MORRISON BRASS MFG. CO., LIMITED

93-97 Adelaide Street West, TORONTO, ONTARIO

If interested, tear out this page and keep with letters to be answered.

Quality Service

Courtesy in Business

* * *

Fittingly framed and hanging in the Offices of one of the most important Public Service Corporations on this North American Continent is the following

'Did you say Please and Thank you?'

Broad minded men direct the destiny of that Corporation, men who know that public or private enterprises to be lastingly successful must operate for the public good.

Quality and Service are the two important factors in our business life today, but Courtesy is the door through which they must enter.

We are large producers of Hamilton Pig Iron and our output of Open Hearth Steel Blooms and Billets, Iron and Steel Bars of all shapes and size runs into enormous tonnage.

The products of our mills include practically everything that can be manufactured from Iron and Steel and these we distribute to thousands of satisfied customers.

Our business is an extensive one and a successful one. The World is our market: but our prosperity and success in the future, as in the past, depend upon the continued confidence, co-operation and good-will of the people we serve.

The Steel Company of Canada, Limited

HAMILTON TORONTO MONTREAL WINNIPEG

If interested, tear out this page and keep with letters to be answered.

NOTICE TO BUYERS

We consider it advisable to place orders now for your fall and winter supply of

SIMONDS CRESCENT GROUND CROSS-CUT SAWS

AND HAND SAWS

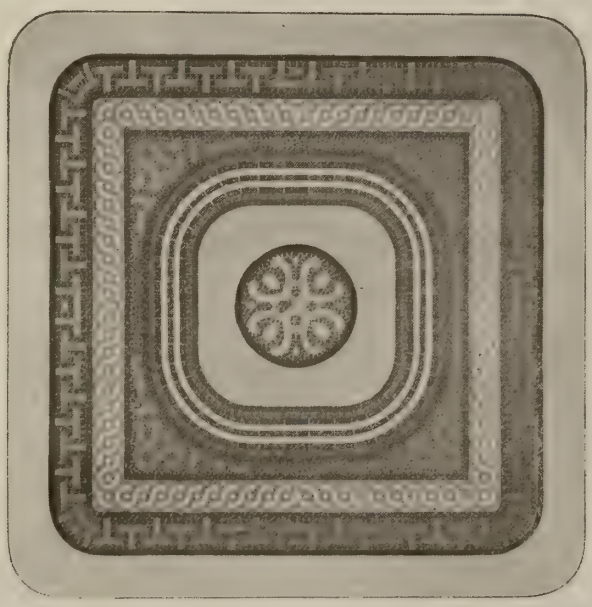
both as a protection against changes in price and to insure a supply being held for you.

SIMONDS CANADA SAW CO., LIMITED

St. Remi St. and Acorn Ave., MONTREAL, QUE.

Vancouver, B.C. **St. John, N.B.**

DAVIDSON'S STOVE BOARDS



Square or Oblong

Wood Lined and Paper Lined
All sizes

Our extensive lithographing plant enables us to produce the most artistic in design and the quality is the best, as only specially selected material is used.

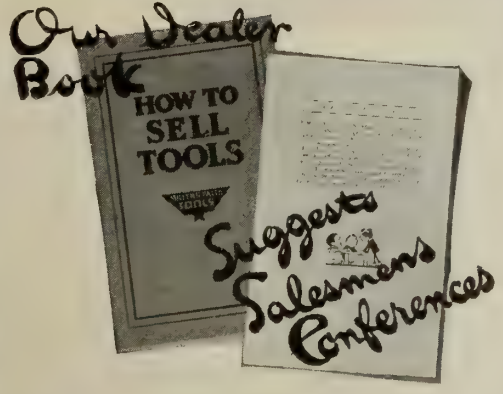
Our Stove Boards are seamless, no cracked or shabby corners.

Write us for prices.

THE THOS. DAVIDSON MFG. CO., LIMITED

TORONTO **MONTREAL** **WINNIPEG**

If interested, tear out this page and keep with letters to be answered.



Our Dealer Book, "How to Sell Tools," Suggests Salesmen's Conferences

Have you put this book—"How to Sell Tools" in the hands of every one of your men?

Are you carrying out its suggestions—and checking up the results?

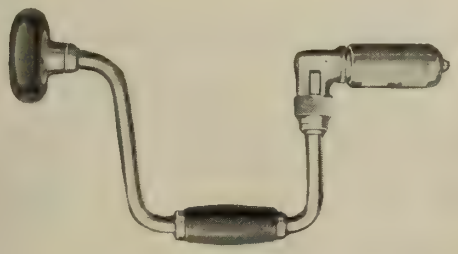
Millers Falls Dealer's Service will mean something definite—something tangible—and something profitable to you, if you try it out at just one point to test its value.

Begin by getting "How to Sell Tools" and keying your tool department up to the standard of efficiency there laid down. Start weekly salesmen's conferences to keep up the interest, and discuss at these meetings the selling suggestions in "How to Sell Tools" and in the monthly issues of the "Millers Falls Star." Put our displays and advertising features to work in your store. Then watch your tool sales for results. They will show and show big.

Absolutely no price to pay but a little effort.

Write us to-day for our plan of Dealer Co-operation and we will help you start something that's worth while.

Bit Brace 732 is a big seller among our better braces because it has universal chuck as well as boxed ratchet and ball-bearing head. Handsomely finished.



Millers Falls Company
"Toolmaker to the Master Mechanic"
MILLERS FALLS, MASS.
N. Y. Office: 28 Warren Street

They Sell **KIR-BEN** and Pay
TRADE MARK

Cast Ranges

WHAT your customers will answer back to *quickly* is the range to show and demonstrate to them. We say this: the experience of Kir-Ben Agents is that sales are *easy* when the many attractive and distinctive features of a Kir-Ben range are understood by the prospective buyer. Nothing is lacking—in design, appearance, finish, convenience and construction.

The Kir-Ben Agency

is a money-maker for every live dealer—partly because **we make** it so. We work **heartily** with you to make sales. In fact, we are more ready to help than many dealers are to solicit our help.

We provide you with first-class, beautifully printed, beautifully illustrated sales helps. We give you diagrams and full particulars concerning the features of excellence and difference. And if you give us names of prospects, we'll write them direct, *in your name*, strong letters, and will send you carbon copies of every letter so sent.

We Must "Sell" You First

Now our first business is to "Sell" you, the man who sells ranges to others. We must persuade you before you can persuade others. And **you** are both a harder and an easier man to sell to than is your customer; harder because it means thousands of dollars to you in the long run—profit or loss—to become any firm's agent; and easier because you can "size up" a range promptly.

This season promises to be a very fine one for range business. Get the Kir-Ben Agency straightway. Write us this very day for our proposal.

Kir-Ben Limited

ALMONTE ONTARIO

Kir-Ben Agency is the Best

If interested, tear out this page and keep with letters to be answered.



Our corrugated conductor pipe with the extra tight seam has been the standard of the trade for over twenty years, and is still the leader. Eavetrough, elbows, ridge roll, valleys, skylights, ventilators and **Corrugated Iron.** Get our prices for galvanized sheets.

We ship while others are thinking about it.

WHEELER & BAIN 179 KING STREET EAST 108 GEORGE STREET **TORONTO**

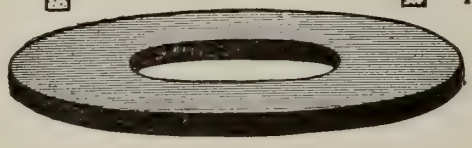
Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

AT LAST
WE HAVE THEM

Fibre
Vinegar
Measures

PINT QUART FUNNEL

$2.50 per Set

Used and highly commended by the Grocery Trade in the United States.

WALTER WOODS & CO.
HAMILTON and WINNIPEG



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

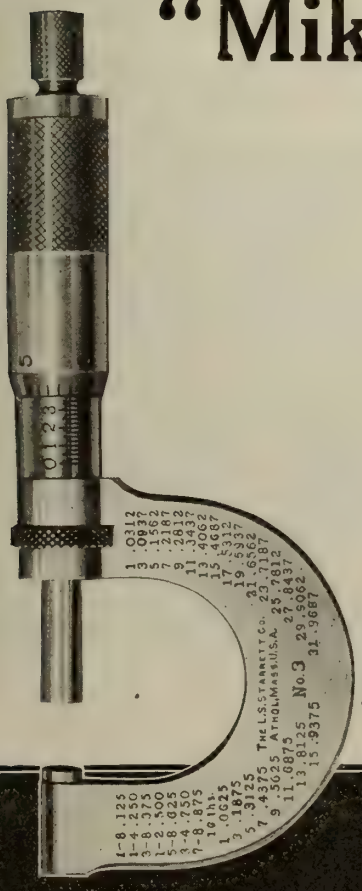
The Barton-Netting Co., Ltd.
9 and 11 Pitt St. East, Windsor, Ont.



If interested, tear out this page and keep with letters to be answered.



How Can A "Mike" Be Best?



If a customer should ask "How can one micrometer be better than another—don't they all measure accurately?" What would you say?

Here's the answer—the best micrometer is the one that best suits the mechanic's requirements and which is permanently accurate. That is the

Starrett Micrometer

Permanent accuracy in a micrometer can't be had without some adjustment for wear of the contacts, due to long service. Only in Starrett micrometers can you find a simple and reliable adjustment. In our micrometer the movable sleeve which bears the graduations, may be turned with a little spanner wrench to take up any wear, however slight. Thus a Starrett may always be kept as good as new. Of course, the usual features such as decimal equivalents, ratchet stop, lock nut, and special shapes and sizes may be found in the Starrett line but the adjustment is the big point of superiority.

Write for catalog No. 21MA describing 2100 styles and sizes of fine tools.

42-506

The L. S. Starrett Co.

The World's Greatest Toolmakers

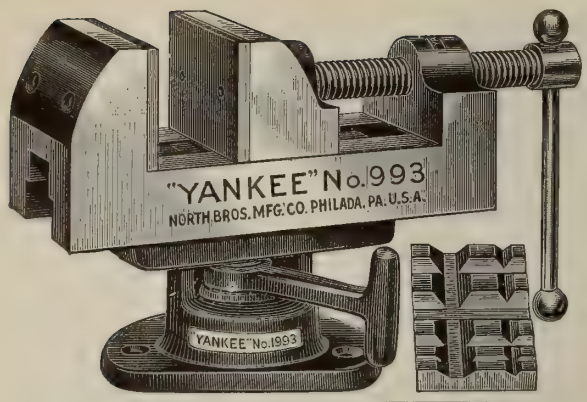
Athol, Mass.

New York London Chicago

STARRETT TOOLS

TRADE MARK REG. U.S. PAT. OFF.

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"YANKEE" VISE

No. 1993

WITH SWIVEL BASE

A GREAT LITTLE VISE FOR A BIG LOT OF WORK

An entirely new feature in vises, quickly appreciated by Tool Makers, Machinists, Electricians, Amateurs and all users of high-grade labor-saving tools.

Quickly detached from swivel base by the turn of a set screw; and being accurately machined all over can be used in any position as a jig for special work on drill press, shaper, etc.

Holds work rigid at any angle with use of the special grooved block.

The swivel base is easily and firmly locked and released in any position by a short movement of lever at the side.

Jaws 2¾" wide, 1⅞" deep, opening 3⅛", Base 7½" long.

Your Jobber will supply you.

NORTH BROS. MFG. CO.

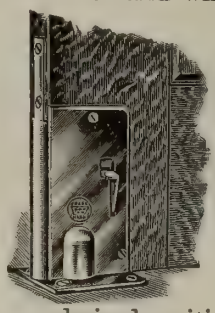
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TRADE CHICAGO MARK

SPRING HINGES

TRADE BUILDING

distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other.



CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed open at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalog M 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO TRADE C S B CO MARK NEW YORK

There are a thousand uses for

FRANCO FLASH LIGHTS



—and Everybody needs one

The demand for flashlights is becoming greater every day—supply that demand with "FRANCO," the complete line of flashlights.

Get ready now for the Fall and holiday trade. By ordering your anticipated supply early you are sure of delivery in plenty of time to catch the early shoppers.

Have you a copy of our catalogue? If not, you should send for one to-day.

Interstate Electric Novelty Co. of Canada LIMITED

TORONTO 220 King St. West ONTARIO

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The "Handy" ICE PICK



is without doubt, the most practical and convenient Household Pick on the market.

Spring is of Phosphor Bronze, the blade of finest quality crucible steel, and the barrel is of brass.

The hexagon head prevents the pick from rolling off smooth surfaces, and is extremely heavy for a pick of this size, and most convenient for breaking ice in the palm of the hand.

SAVES ICE

The "Handy" has an **exclusive feature** in the TRIANGULAR POINT which causes the ice to break clean, thus doing away with the annoyance of having the ice crumble into small pieces—which means **waste.**

We offer you this wonderful little pick with attractive display box.

It's a **dandy seller** and a **good profit maker.**

Write for full details.

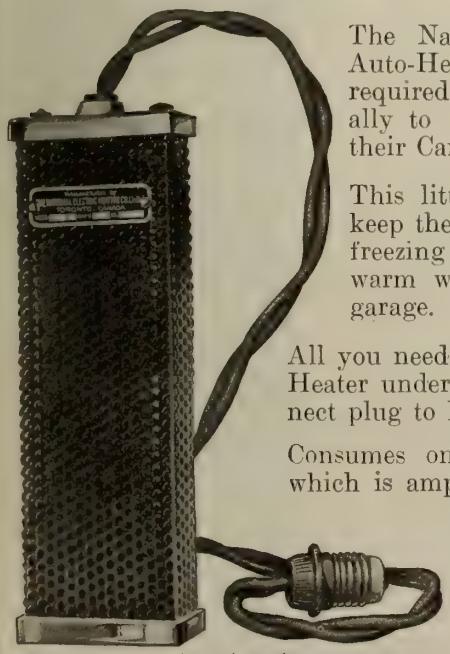
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New York City

Exterior View

Interior View

An Automobile Necessity



The National Electric Auto-Heater fills a long-required want, especially to those who use their Car in winter.

This little Heater will keep the Radiator from freezing and engine warm while Car is in garage.

All you need to do is to put Heater under hood and connect plug to lamp socket.

Consumes only 200 Watts, which is ample for any size Car.

Finished in black, supplied with 8 feet heater cord complete. Price, $3.50.

Ask us for discounts.

Size 9½ x 3¼ x 1¼ inches

Dept. A *Manufactured by*

The National Electric Heating Co., Limited

TORONTO, CANADA

For Sale by .....

FOR SALE

We are offering, subject to prior sale

Immediate Shipment

One slightly used

"TYCOS" RECORDING THERMOMETER

registering to 500° F.

Manufactured by Taylor Instrument Co., Rochester, N.Y., with supply of indicator sheets, H. and M. divisions.

Guaranteed in First Class Condition

$50.00 F.O.B. St. John, N.B.

All castings for one

OIL FIRED 4.5 SHELL BAKING OVEN

Manufactured by Mech. Eng. Co., Montreal, P.Q.

All in First Class Condition

Capacity 200 Shells

$395.00 F.O.B. St. John, N.B.

Write for full particulars.

T. McAvity & Sons

LIMITED

St. John, N.B., Canada



Selling Them For Fifty Years

Many of our dealers have been selling the "Famous Five" Files for half a century.

We take it that this is sound proof of their value as tools and of their steady, trade-bringing qualities.

Let your customers know that you sell the "Famous Five."

Keep them on display around the store.

Also, it is just as well to specify them when ordering from your jobber. They are

KEARNEY & FOOT GREAT WESTERN
AMERICAN ARCADE GLOBE

(Made in Canada)

THE NICHOLSON FILE COMPANY, Port Hope, Ontario

(Jobbers Everywhere)

Do you know why a board

cannot be cut or divided by a blade with a knife-edge when used in the same manner as a saw?

The answer to this and other curious "points" about a saw will be found in the Disston twelve-page booklet,

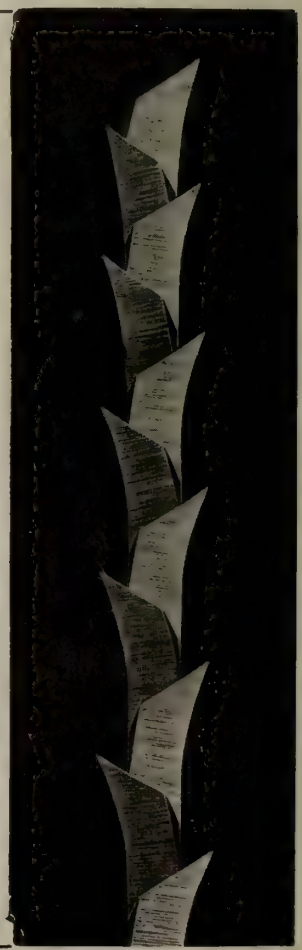
"Why a Saw Cuts"

Send for it

HENRY DISSTON & SONS, LIMITED

KEYSTONE SAW, TOOL, STEEL & FILE WORKS

2-20 FRASER AVENUE - - TORONTO, CANADA



If interested, tear out this page and keep with letters to be answered.

It stops the Big Fellows.



—and that's what the big game hunter wants. Your customers get it when they "pull" on a moose —deer—or bear with a Dominion Soft Point Cartridge in the chamber of the rifle. A man only needs a couple of boxes of cartridges for his trip, but he wants to be sure of them. Sell him those that are standing the test every day.

Dominion Ammunition

Made in Canada

Dominion Cartridge Co., Limited
Montreal

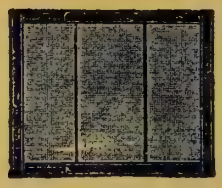


Addition to Electro Assortment

ON this page is shown an addition to Hardware and Metal's electro assortment for retail hardware dealers. With the cuts shown below the assortment now totals 219. These electros are supplied to hardwaremen at the small cost of twenty cents each. Cash with order. Sheets showing the whole assortment will be mailed on request. Since the introduction of this service by Hardware and Metal, orders have been received from all parts of Canada and many of the largest retail concerns in Canada are now using Hardware and Metal electros regularly in their newspaper and circular advertising. Many merchants in the small towns have also taken advantage of this service. Be sure and order by number.


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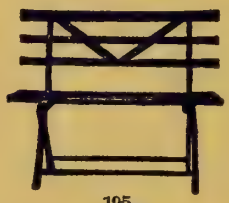

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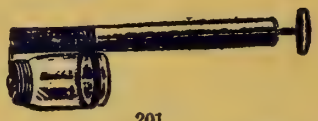

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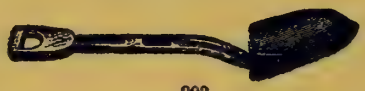

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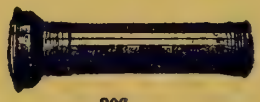

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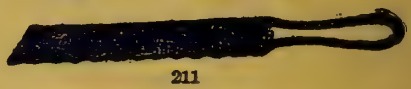

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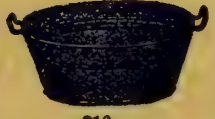

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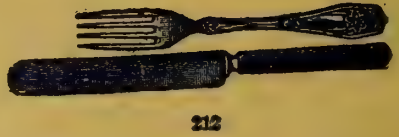

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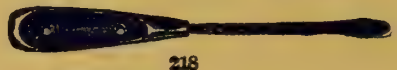

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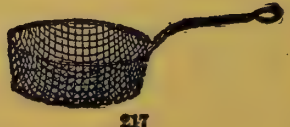

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"Metallic" Building Materials

"NEW EMPIRE" SILO ROOFS

Low priced, easy to erect, self-supporting, no rafters needed. This is a GOOD roof. Your customers want it.

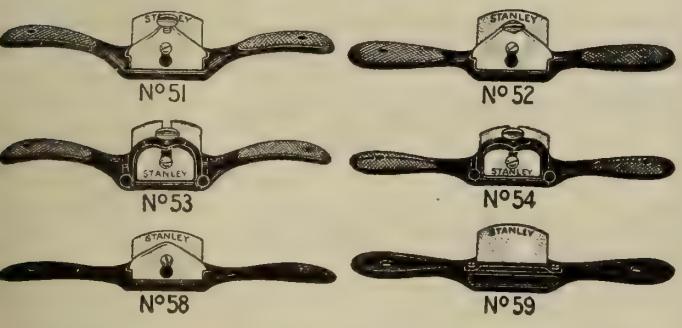


Easy to sell because it's made right and is priced right. Let us send you illustrated leaflets and prices.

QUALITY FIRST
MADE IN CANADA

The METALLIC ROOFING CO. LIMITED
MANUFACTURERS
TORONTO WINNIPEG

Stanley Tools



"BAILEY" IRON SPOKE SHAVES

MADE IN CANADA

Only a few of the numbers manufactured are shown in the illustration. The cutters of all numbers are made from a high grade of steel, well tempered and sharpened ready for use.

Made with two styles of Handles, raised and straight, and through each a hole is made so that when not in use the tool may be hung up out of the way.

You cannot do better than stock this line.

Address all communications to

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Big Profits Selling Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless and Champion.

Made of the best of Hickory, nicely finished.

All leading Jobbers stock them.

Write for prices.

J. H. Still Mfg. Co.
ST. THOMAS, ONT.

If interested, tear out this page and keep with letters to be answered.

DOMINION RUBBER SYSTEM
CANADIAN CONSOLIDATED RUBBER CO. LIMITED
AND ASSOCIATED COMPANIES

A SQUARE DEAL

The policy of the Dominion Rubber System is to provide every need in Rubber Goods, and to give a square deal to every buyer, no matter how small the purchase may be. That means—

A Square Deal in Values as Well as Qualities

Whether the purchase be a Rubber Nipple for the baby's bottle, a Rubber Shoe, a "Nobby" Tread Tire, or Inlaid Tiling for a Parlor Car, we insist that the goods must be absolutely satisfactory.

No matter what the need in rubber may be, write to our nearest Branch or direct to the Head Office.

Canadian Consolidated Rubber Co.
LIMITED

Executive Office—Montreal, P.Q.

28 "Service" Branches Throughout Canada

If interested, tear out this page and keep with letters to be answered.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, SEPTEMBER 30, 1916 No. 30

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ESTABLISHED 1887.

HARDWARE AND METAL

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SUBSCRIPTION PRICE—Canada, 3$ a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year; Single Copies, 10 cents. Invariably in advance.

This Electric Sign Will Draw Business to Your Store

Here is the most attractive sign possible. Inside the frosted globe is a revolving fan which gives constantly changing colors and will remind every one to step in and order their

O-Cedar Polish

(MADE IN CANADA)

Put one in your window and watch your sales increase.



THEY ARE GIVEN FREE

with either of the two following assortments:

Display Deal 63—contains—

3½ doz.	4 oz. O-Cedar Polish, retailing at	$10.50
7 "	12 oz. " " " "	42.00
½ "	quart " " " "	7.50

1 only Spiralite—Free.

Display Deal 64—contains—

10¾ doz.	4 oz. O-Cedar Polish, retailing at	$32.25
4 "	12 oz. " " " "	24.00
¼ "	quart " " " "	3.75

1 only Spiralite—Free.

ORDER FROM YOUR JOBBER

CHANNELL CHEMICAL COMPANY, LIMITED, TORONTO, CANADA



Have you the Stanley Garage Door Holder in stock? If not, write us to-day for our catalog "R" and information. Our national advertising is creating a big demand.

Say this to your customer:

WHEN the wind and rain beat against your car as you "head for the garage," it is a satisfaction to know that the

Stanley Garage Door Holder

will hold the door firmly open for you. Yet a slight pull on the chain leaves it free to close.
We will put on a pair for you.

To people who build garages the cost of a Stanley Holder No. 1774 is unimportant. It sells readily, attracts and pleases a very desirable class of customers and provides a good source of profit for the dealer. It is but one item in our splendid line of Garage Hardware.

Stanley Works

NEW BRITAIN, CONN., U.S.A.

Canadian Representatives

A. MACFARLANE & CO., Coristine Bldg., Montreal

If interested, tear out this page and keep with letters to be answered.

Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 28 TORONTO, SEPTEMBER 30, 1916 No. 40

Another Period of Market Activity

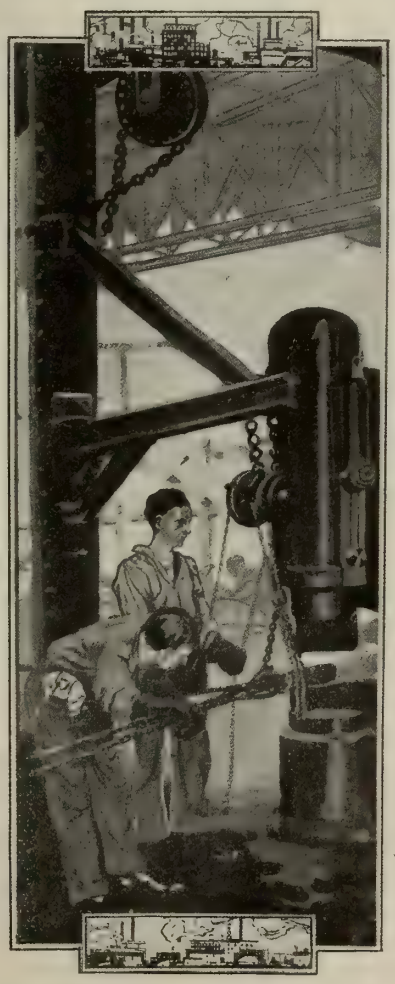
New Movement in Steel Increasing in Volume—The Outlook is For Higher Prices—Effects of War on Steel and Metals—English and Canadian Governments Heavy Buyers.

WITH prices advancing at an alarming rate, is it any wonder that the question on the tongue of almost every retailer is, where and when is it going to end? This week — as in many weeks for months past— there have been many price changes, all in an upward direction. Reference to the market reports elsewhere in this issue will show the extent of the price changes of an average week. Is it any wonder that the retailers are in a quandary?

Iron and steel and other metals have kept the trade, manufacturing, wholesale and retail guessing for many months. Precedents count for little under present conditions. Take, for instance, ingot metals. One authority this week stated: "The business of buying and selling metals nowadays is almost a guessing game, with the best of the bargain going to the best guesser." So many unexpected things have happened during the past year that very few of the best authorities feel competent to even predict what may happen in the future.

Steel Shortage Becoming More Acute

It is now obvious that the iron and steel market has entered upon another period of activity and its effect on business will be widespread. Conditions are, of course, abnormal, and the unexpected may happen, but even admitting this there is little or no relief in sight to what is fast approaching a difficult situation. A point was reached some time ago; previous to last June, where consumers would not place contracts for steel unless they were obliged to do so and consequently held off, hoping for a return to more normal conditions, and lower prices. The trend of events since then has upset their calculations and many have been forced into the market, while others will no doubt hold off indefinitely. It is with regard to the latter that the most serious aspect of the situation presents itself, for principally on this account buildings are being held up, public works restricted and many



developments postponed until steel can be obtained within a reasonable time and at a lower price.

It will thus be observed that the present unprecedented prosperity in the steel trade has its disadvantages as well as its benefits, the latter affecting the mills only. It is impossible to enumerate the finished products that have advanced even during the past twelve months, as so many lines have been affected. All kinds of machine tools and heavier equipment are much higher than before the war, while supplies have also been seriously affected. Boiler plates were never so scarce, while steel rails are practically unobtainable inside twelve months. The mills, notwithstanding their increased facilities, are unabe to cope with the demand for steel, and their unfilled tonnages are steadily getting heavier with the result that higher prices are inevitable. Many hardware lines have advanced anywhere from 50 to 400% in value.

For some time past it has been felt in some quarters that higher prices on some lines of steel goods were almost impossible. But the effects of the great war have upset all calculations, and those in the steel trade realize and are ready to admit that something is occurring that never happened before. Three or four months ago it was expected and predicted that different conditions would prevail to-day. Some persons even went so far as to predict that by this time mills would be running out of tonnage. Not a few delayed buying in the hope that lower prices would be in effect by this time. Since that time an entire change has occurred.

Those who thought last spring that the war would be over this year have changed their views. They hold to the opinion that it will continue for at least another year—perhaps much longer. The steel trade appears to be convinced that the war will last throughout next year. There is no evidence that the demand upon the steel mills will become smaller before the end of the war. Should there be a large resumption of construction work the demand would become even greater than it is at present. Domestic requirements for steel are beyond previous records.

No Relief in Sight.

With such conditions prevailing, and unless the unexpected happens, there is very little likelihood of relief in the form of lower prices for another year. It looks as though the present high, or even higher prices will be asked for hardware

(Continued on page 31.)

Writing a Good Advertisement

What Advertising Writers Earn—Helpful Directions to the Untrained Writer—Tests to Apply—Making Advertisements Strong and Resultful

By John C. Kirkwood

Mr. Kirkwood says in this contribution that any man who can express himself plainly and forcefully can become a writer of good advertisements, and he provides the would-be advertising writer with real help in his effort to produce advertisements of selling power. So-called clever and brilliant writing is roundly condemned as being below the truest level of achievement.

IF you have any notion of developing yourself as a writer of advertising, rid yourself of the idea, if you have it, that cleverness or brilliance in your advertisements is required. You may want to write so-called clever advertisements, but let me assure you earnestly

GOOD TIME TO PAINT YOUR HOUSE.

There are many reasons why the Fall is the best time to paint. The fresh paint will not have the scorching heat of summer to contend with, until it is well hardened. There are no spring rains and no flies, or dust to settle in the fresh paint.

We have an immense stock of paints, leads and oils, and can give you the best goods made in this country. Come and see us and get shade cards.

Persuasive "copy," and therefore good.

that those whom you wish to read your advertisements don't want smart, or clever, or brilliant writing.

You may possibly have read or heard of advertising writers making $25,000 or more a year; and if you see their advertisements, and read them through and through, and know that they have been prepared by these high-priced men, you may come to one of two conclusions—either that these men aren't worth the money they are reputed to earn, or that you can do almost as well yourself. You need to be careful, however, in your estimates. The certainty is that these high-priced men have acquired the art that conceals art.

Just a word on this matter of what professional advertisement writers earn. In Canada, many very good writers earn no more than $25 a week; fewer

BE PHOTOGRAPHED

this year on your birthday at Fell's Studio. Phone 19, Seaforth.

Commendable. Says enough. Note the imperative style, and the definitiveness—"on your birthday"—of this advertisement—all in a dozen words.

earn $40; some earn $50; and those who earn $3,000 a year or more are very, very few. In the United States, the advertising writer who can command a salary of $100 a week, $5,000 a year, is a star man. I may add this: The demand for good advertising writers in Canada is growing all the time.

I hope that no reader will conclude that I am endeavoring to undervalue the ability required to be a good writer of advertising; and I hope also that many readers will conclude that it is in them to become producers of good advertisements; for writing a good advertisement is not at all a hard matter for any man who can express himself plainly and forcefully—and most of us are able to do this.

Instructions to the Beginner

Two questions suggest the nature of the text or wording of an advertisement:

What do you want to say?

What does the reader want you to say?

We'll suppose that you are to write an advertisement on a mattress. The reader may not be interested in mattresses, but the article is selected merely to establish the principle. Ask these questions:—

What do you want the prospective purchaser to know about the mattress?

What does the prospective buyer want to know about the mattress?

Your friends can buy anything you can give them—except your photograph.

It took a mighty good writer of advertising to say so much in so few words. Dynamic "copy," because it sets the mind a-going, and the will resolving.

The beginner, and the so-called clever writer, taught perhaps by some correspondence school, will probably begin his advertisement with a high-flown essayette on "Sleep—Nature's Sweet Restorer," and will use up a large quantity of adjectives. But the prospective buyer doesn't want any such beginning. Why, then, should the writer insist on giving his prospect something not only not wanted, but positively objected to?

It is quite permissible, and is generally quite right, to make some preliminary appeal to the reader's interest, by such headlines as these, for example:—

Are you a good sleeper?

Waking up unrested.

Sleeplessness and the mattress.

Testing an Advertisement

When you have written the text of your advertisement—"Copy" is the word used in the profession—test it by ascertaining if it answers this question:

Does it give the information the prospective buyer is likely to require?

NORTHERN WOOL MEANS COMFORT AND WARMTH.

We emphasize Northern because Northern wool is different from other kinds.

Nature protects Northern sheep from cold and snow with an unusually long, tough, warm wool, just as she protects Northern fur-bearing animals with a long, thick fur.

Made by a special process, Patrick North Country Cloth retains all the weather-proof qualities of the original wool fibres. That is why you can count on Patrick Coats to keep out wind, cold and moisture, to wear long, to make you Bigger Than Weather.

Patrick Coats for grown-ups and children are fine for all out-dooring, from motoring to skating, from walking to sleighing. Other products — outing jackets, auto-steamer rugs, great coats and sweaters.

The Patrick Book, illustrated in colors, you can have for the asking.

The headline sums up the argument. Note the reasonableness of the argument. Also note how suggestive the "copy" is. This advertisement is manifestly the work of a highly-trained writer.

Applying this test you may find that you have omitted particulars about the nature and color of the fabric of the mattress; about the filling; about the weight and measurements.

There you have it: Give the reader your argument and information, and also provide answers to his or her probable or inevitable questions, should a purchase be contemplated.

Visualizing the Buyer

You cannot write a good or strong advertisement without visualizing the buyer, and placing your finger, so to speak, on his or her pulse; and without conjuring up his or her probable or possible attitude towards your proposal.

It may be that you are to prepare an advertisement on footwear; or furniture, or a food product, or tools. What the particular article is doesn't matter much. What does matter is—how is your proposal likely to be received? Are you addressing prospects likely or unlikely to be attentive and responsive to your proposal? These questions you

must answer, and in the light of the answers, you will know what and how to write.

Say something in your headline or opening sentence that will in your judgment arrest attention and hook it. You can do this if you imagine yourself to be addressing some real person—some person whom you know by name and whose custom you want. What will persuade him or her to buy what is advertised? The answer to this question will give you your "copy" material.

KEEPS CHILDREN HEALTHY AND HAPPY.

No ordinary child can thrive on the cold, draught-swept floors of homes ventilated (?) by open doors and windows. Nor can any child thrive in hot, stuffy rooms filled to the danger point with breathed-over, worn-out, vitiated air. And there are thousands of adults who can't either—proved by their everlasting headaches, insomnia, dull feelings and kindred ills. Foul air is just undermining their health too. Only they seldom realize it till too late.

Furnace heat is healthful, economical and satisfactory.

A good warm air heating and ventilating system, besides perfectly heating the house completely renovates and humidifies the air—on an average of three times per hour! It draws in fresh air, superheats it and sends it all over the house, keeping every room full of pure, revitalized, refreshing warm air. And such results as these, remember, you can get from no other direct heating system.

Then consider the economy side. The right warm air system properly installed saves first cost, saves fuel cost, saves operative costs, saves repair costs, saves time, trouble, puttering around. And, you don't sacrifice one particle of comfort or service

Heating Plan Free—Amazing Book Free

If you are interested, we will send without obligation, a complete working plan for installing a warm air heating and ventilating plant in your home, drawn up by expert engineers to meet your individual requirements. And with the plan, we will send the name of a local dealer capable of installing it, skilfully and quickly. But right now —

Send for Free Book.

This book has made thousands realize the tremendous significane of the warm air heating and ventilating idea. It is packed with heating facts, backed up by signed opinions of the medical profession—things you should know for your own good.

It's free! Write for it To-day.

Very interesting "copy;" informative, persuasive, urgent. Note in particular the appeal of the headline and opening sentences.

Making Advertisements Strong

Writing a good advertisement where the space at one's command is limited, may come to be like writing a telegram in ten words: The first attempt may include too many words, and something must be struck out or altered or abbreviated without sacrificing clearness or definiteness. The work of condensation may require the transposition of words or phrases, or other alterations, but the final result will tell everything that at the beginning seemed impossible to express so briefly, yet so lucidly.

Writers of mail-order advertising and of the descriptive matter which goes below illustrations in a mail-order catalogue, know how to write with brevity, yet satisfyingly. Usually they are under the necessity of cutting out sentences, phrases and words from their first attempt. Probably the original draft of their text matter or "copy" was very much longer and looser than what survives the pruning process. It surprises even an experienced writer how much can be deleted without loss, but, on the contrary, with real gain in clearness, terseness and force.

Not what you dash off is likely to be your best effort, and should not be your final effort. Write down what comes to you. Write down **all** that comes to you. Then examine what you have written. Often you will find that you can cross out the first two paragraphs without sacrificing anything of value. Often you will find the best beginning in your third paragraph. Sometimes you may find that transposing paragraphs adds greatly to strength and orderliness of thought and statement.

The Writer's Style

The character or temperament of the writer of advertising is frequently revealed in his style. One man will use short words and short sentences. Another will manifest a tendency to be wordy. Another will embroider his writing with colorful adjectives and phrases, and elaborate it by redoundant sentences. But the great aim should always be simplicity, directness, clearness and sufficiency of information. Brevity is secondary to these things.

It is to be remembered that the object of the written and published advertisement is to make sales. This being so, anything in the writer's style or "copy" that subtracts from the main purpose of the advertisement—this by over-statement or under-statement, or by diffuseness, or by lack of climax—is bad.

YOUR BATH.

Your bath should be a distinct pleasure instead of a part of the day's routine. The soap makes all the difference.

Ivory soap lathers so freely and feels so mild you can take great handfuls of the bubbling lively suds and rub them into the pores.

This is far different from rubbing soap on a wash-cloth and passing it over the skin. You enjoy not merely the cleansing effect of the pure white soap and the clear sparkling water combined in the millions of minute bubbles but also the refreshing action of a thorough massage.

Afterwards, the smooth Ivory lather can be rinsed out as easily as it is rubbed in. Every particle of the soap is loosened and dissolved immediately, leaving the pores clean in the strictest sense.

The rubdown can be as brisk as you wish because no part of the skin is made sore or sensitive by the soap. And last, but not least, from the time you step into the tub, the floating cake is right at hand and in sight.

Well-written "copy" by a high-priced writer. Gives one fresh knowledge about soap and bathing, and is therefore interesting. And creates a desire for Ivory Soap that will almost certainly lead to its purchase and use.

"Tell it and sell it." Let this be a watch-phrose.

Put Urgency Into Advertisements

Sometimes the public actually wants advertisements to stimulate to decision and action an apathetic or resisting will. Suppose, for example, that you are conscious of a poor use of your spare time, and that there is in you a feeble desire to use your spare time for self-improvement. Suddenly you see an advertisement that challenges your interest—the advertisement of a course of physical training. You read that one of the reflex results of the course will be a strengthened will power. The very thing that you feel you need most. In the light of your condition and irresolution, you want that advertisement to be tremendously strong and urgent—to inform you, rouse you, persuade you, and make you decide to take the training advertised.

Combination Davenport and Divanette Sofa Beds in Special Selling Monday at $26.00.

A stately sofa by day, and a comfortable bed by night, offered at a price that brings this great convenience within reach of every home.

The Davenport sofa bed or divanette is one of the most convenient pieces of furniture one can have in the house, for it can be used in living-room, den, bed-sitting-room, sunroom or sleeping porch with advantage, and is particularly useful in small flats or apartments. These offered Monday at this remarkably low price are in quarter-cut oak, in fumed or golden finish, and some in mahogany finish. All have upholstered backs and spring seats, covered with pantasote or green denim. They have panelled ends and wide arms. Spring of bed has all-steel frame, with heavy link weave and helical spring ends and sides. All are in Pullman revolving style, easily transformed to double size bed. Extra special Monday each $26.00

"Copy" with a very definite appeal in it. Supplies desired information with satisfactory fullness.

This brings me to a point. Advertisements, like flesh-and-blood salesmen, ought to be keen and urgent. Just as we do not want to be served by limp, uninterested and uninteresting, easily-refused salesmen, so we do not want the advertisements addressed to us to be cold, dull, and devoid of conviction and urgency.

* * *

I am addressing myself to men who are in earnest in their desire to write good—not clever or brilliant— advertisements; and who are ready to take time and trouble to achieve their desire.

The Carola Co. of Canada has been incorporated, with a capital of $40,000, divided into 400 shares of $100 each. The head office of the company is to be situated at Toronto.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, SEPTEMBER 30, 1916 No. 40

EDITORIAL IN BRIEF

DO NOT waste paper.

* * *

ANOTHER week of good weather, good business and sweeping victories.

* * *

AS A factor in the high cost of living the high cost of labor should not be overlooked.

* * *

THE crops won't be as big as we wanted, but we are going to get good prices for them.

* * *

THE Bulgarians have occupied Drama and are now rehearsing for an uninterrupted season of tragedy.

* * *

"ADVANCES were made in Nevolen, Karajovo, Dobrudja." This is the sort of thing you read, but not aloud.

* * *

NEWSPAPER report says a man was shot in the telephone booth. This is not so bad. Elsewhere might have been fatal.

* * *

TO THOSE capable of reading the market it has been apparent for some time that paint had to advance. HARDWARE AND METAL was giving the information right along.

* * *

WE UNDERSTAND that many of the agitators against the advance in the price of bread dug into their pockets and their war-time profits and put up for the increased cost of gasoline without a murmur.

* * *

THE hardwareman who has listened to the tirades of motor owners on the question of gasoline prices can smile at the grocer upon whose head has now descended the wrath of a public incensed at bread advances.

IN THE RING

CONVERSATION with a merchant in a thriving town brought out much groaning against the activities of the mail order houses. This man was metaphorically "throwing up the sponge." The mail order houses beat him to it, he said, and while he was losing trade that formerly he had had, the delivery wagon carrying goods ordered by mail order passed his door. But that merchant, it turned out, was doing nothing at all to fight the mail order houses. All he did was grumble. He lashed himself into a perfect ecstacy of rage against this menace to his well-being and progress, but he lacked anything by way of fighting quality. He wasn't in the ring. It developed that he was conducting his business upon non-progressive lines. It never occurred to him to impress upon his customers, all the time, that local buying means local prosperity; that his store was a place where a customer could get one hundred per cent. satisfaction; that he could deliver the goods.

Another merchant in the same town is giving the mail order houses a run for their money. As he put it himself, he is in the ring and his sleeves are up. He has a bright store. He is continually making special displays and catering to trade which is seasonable. He advertises. His staff, down to the junior, are a bunch of live wires, and he himself is the battery. Business is good with him. The only time he mentions the mail order houses is to say that he thinks he is "trimming" them!

There's the difference between the two men. What's the answer? If you are menaced with fire, you fight the fire. If infantile paralysis is attacking, the doctor and the parents of the child concerned do not throw up their hands and grumble. They fight.

Are you in the ring?

SPECIAL PAPER PRICES FOR CANADIAN BUYERS

THE most important factor, says THE FINANCIAL POST, in the increased cost of paper in Canada is the increase in the cost of labor. Canadian mills are exporting about 2,000 tons of paper daily as against less than 1,000 during the same time in 1914. All publishers will rejoice that Canadian mills are so prosperous. They deserve it, for many of them have been through most troublous periods. But is it quite fair to Canadian publishers, who are the mouthpiece of the people of Canada, that this country should suffer in any way in order to supply

our neighbors—and many of them our competitors—across the border?

In some big lines of steel, U.S. manufacturers have two prices, one for their home buyers, the other for export. The price to the home buyer is sometimes a third to half less than the price to Canadian and other foreigners. A Pittsburg metal market report recently quoted bars for home consumption $2.60, for export $3.50. This has handicapped some Canadian manufacturers in their competition with U.S. manufacturers in the same line. We think shareholders in Canadian paper mill securities would not object—but rather encourage—the adoption of the same policy on paper in this country.

THE FIXED SELLING PRICE

IN last week's issue reference was made to the steps taken by a silverware manufacturing firm to enforce their selling price in the case of a departmental store's policy of price-cutting. There is, perhaps no problem before the trade to-day which presents more complex phases or is more hotly debated. Retailers are not agreed on the question of fixed selling prices. Some favor the plan while others oppose it most emphatically.

Not a whisper of protest would be heard from the retail ranks if the manufacturer fixed a minimum selling price which gave the retailer a fair profit. Under such circumstances the retailer would be put on an absolute parity with the departmental stores and would be protected from the business-wrecking methods of the price cutters. It was this feature of the plan which was commended by HARDWARE AND METAL last week. If all firms followed the policy of the company mentioned, the retailer would profit because he could sell on an equality with all opposition.

There is, however, this feature of the fixed selling price policy that the figure set does not always assure the retailer a reasonable profit. And so the question is fought out wherever men in the trade get together, at conventions, even in the courts. Many manufacturers have taken the sound position of fixing a rigid minimum which gives the retailer a fair margin, however, and they are undoubtedly entitled to the support of the retailers in maintaining that price.

PRICES PRACTICALLY NOMINAL

IN the course of an address delivered at a recent meeting of the Canadian Hardware Manufacturers' Exhibitors, reported in last week's issue of HARDWARE AND METAL, President Taylor referred to the many difficulties which Canadian manufacturers have to face at the present time.

He referred to the scarcity of supplies and the labor problem, both of which are causing concern to manufacturers. Continuing President Taylor said in part:

> "The difficulties to which I have referred would in themselves be sufficient to make our position precarious, even in the home market. But to-day we are facing another danger, more serious, perhaps, than all the others put together, and that is the determination of United States manufacturers to foster the development of subsidiary steel industries in their own country, by methods that will automatically retard the development of similar industries in Canada. Bars, for example, were quoted in the *Daily Iron Trade and Metal Market Report* for August 10th, as being available at Pittsburgh for home users at $2.60, when the price for export ruled at $3.50 or higher. Dependent as we are upon United States mills for such material, how long, let me ask you, would it be before we were driven out of business altogether?"

The foregoing states that bars cannot be purchased by Canadian manufacturers at the prices quoted in American market reports. The same could be said about a great many steel products at the present time. Whether or not United States firms are endeavoring to retard the development of Canadian manufacturers might be a hard question to determine at the present time. Quotations on many steel products to-day are largely nominal.

The large mills have prices which they regard as "the market." American as well as Canadian buyers approach the mills, but are unable to make purchases at the so-called market prices. Prices—stated by the mills to be the market prices are frequently quoted in American papers—but very often purchases cannot be made at the prices quoted.

This condition has been caused by the tremendous demand for steel, and the fact that the mills are sold up far in advance—in many cases as far in advance as they care to sell. The mills are now in a position where they can almost pick and choose orders. Their reason for not wanting to sell ahead is not necessarily because they expect higher prices. It is rather because they feel that to sell farther ahead than they are sold at present would be largely a gamble. Many buyers not accustomed to buying so far ahead would not be able to foresee their needs for such a great distance in the future. Complications—unpleasant ones—might be the result.

In the case of wire products the published prices in leading U. S. papers are the official prices of leading interests. Yet it is hard and in many cases impossible to buy material at the published prices. Quite recently one of the best market papers in the United States reported a quotation of $3.70 having been made on painted barb wire, when the official price was $2.75.

The same condition rules in regards to tubular goods, plates and sheets.

The whole situation is unprecedented and one that some months ago would have been considered as impossible.



New Brunswick Merchants Convene

Provincial Branch of the R.M.A. Meets at St. John — Discussion With Wholesalers re Selling Direct to the Public—An Address on Credit Problems

A COMMERCIAL rally of the retail merchants of New Brunswick was held in St. John on Tuesday and Wednesday, September 19 and 20, under the auspices of the New Brunswick Provincial Branch of the Retail Merchants' Association of Canada. The gathering was not so much a convention as a get-together affair for the purpose of getting better acquainted with each other and enabling the members to get a better idea of the strength of the organization and its greater possibilities. Some time was devoted to the discussion of the problem of retailers and one of the most interesting sessions was that at which they met representatives of the wholesalers for a discussion of matters of mutual interest.

A large hall, suitably decorated, had been prepared for the occasion and this presented the appearance of a miniature exhibition, as a large number of manufacturers had taken advantage of the opportunity to present their wares to the eye of the merchants.

On Tuesday afternoon the opening session was held and at this hearty welcome the members were extended, by A. Murray, of Fredericton, president of the provincial branch; His Worship, Mayor Hayes, and J. A. Likely, president of the Board of Trade.

A. O. Skinner, president of the local association, gave a powerful address on the work of the association. He referred to the fact that by its very nature the Retail Merchants' Association was in a position to secure legislation which no other organization can secure. The organization has already secured legislation which has enabled it to conduct its work along more extended plans. He referred to the great improvement in collections since the organization had been founded. Thousands of dollars had been collected which had previously been on the doubtful list, and the association was making for the better conduct of business and the less danger of losses on the part of its members. Mr. Skinner made reference to the spirit of co-operation existing among the retailer, the wholesaler and the manufacturer.

On Tuesday evening the delegates attended a theatre party at the Imperial Theatre, where a special programme had been prepared in their honor.

Wednesday Deliberations

On Wednesday morning there was a conference with representatives of the wholesalers. Addresses were given by F. W. Hoach, president of the Canadian Credit Men's Trust Association (Maritime Division), and by Allan H. Wetmore, president of the New Brunswick Wholesale Grocers' Guild. Both gentlemen dealt with problems of mutual interest and were given a careful hearing. Then followed a discussion of the matters mentioned by the retailers; grievances were aired and subjects which had been the cause of trouble between the two branches of business were talked over frankly and with evidence of good results. Both representatives of the wholesalers assured the retailers of the sympathy of their organization with the objects of the Retailers' Association and assured them of their active support in dealing with any troubles which should arise or in any efforts they made to improve trade conditions.

One of the matters which cropped up most frequently was the selling by wholesalers and jobbers to private individuals, boarding-house keepers, hotels, lumbermen and others not in the retail trade, to the detriment of the retail merchant.

Assurance was given by Mr. Wetmore that the members of the grocers' association were opposed to this practice, and a representative of a hardware house said that he believed that the hardware men were in earnest in their efforts to get away from this business and that most of the infractions of the rule now are due to the desire of clerks and other subordinates to help their friends.

The address given by Mr. Roach is as follows:—

When your secretary first asked me to address the Retailers' Association, I certainly felt, and still feel, most diffident in doing so, as I realize there is so little I can say to the intelligent and up-to-date membership of this association that is new or that is of interest, but this is more than over-balanced by the pleasure and honor it is to me to have the opportunity of speaking for an association whose interest is so interlocked with the one I am addressing.

Co-operation, I might say, is the corner-stone of the Credit Men's Association; it is the reason the association exists. The chief object is co-operation among credit men, to avoid bad debts in the first instance, and if bad debts do come about, to lighten them as much as possible by co-operative action. But it has developed much in advance of this and now one of its chief activities is to assist the honest and deserving debtor who, through some reason or other, has become embarrassed financially and place his business on a solid footing again. This has been done on many occasions, and is being done to-day with several accounts in this district.

When I first learned of the Retailers' Association being formed, I took occasion to speak a good word for it where I could, as I realized that once the retailers got together and worked together to solve their problems, they would be better business men, more kindly disposed towards each other and, as the spirit of co-operation grew in the association, they would desire to co-operate, not only with each other, but with the manufacturer and wholesaler, and this convention conclusively shows that this has come about.

Co-operation cuts out misunderstanding, leads to understanding the other fellow's point of view, makes a broader, better and brighter business man, or any kind of a man for that matter.

I have talked with many retailers of business problems and recommended this and that procedure, and I purpose to speak along these lines to-day.

CAPITAL—The first thought a credit man has in granting credit is, what capital has the prospective customer, either hard cash, ability, experience, acquaintance with the trade, or whatever asset he may have to successfully conduct a business.

The most important of these assets, I think you will agree with me, is honest ability, for, if he has this requisite, he is apt to have well considered his chances to succeed and will not rush into business with insufficient capital, or into a business for which there is no opening.

I think you will agree with me that credit is, in some cases, too easily secured. By this, I mean legitimate trade often suffers by the wholesaler or manufacturer, in his desire to do

business, granting credit to irresponsible parties who are not entitled to credit, but who do a certain amount of business while they receive credit, and assign or compromise when this fails them, and thus do an injury to the legitimate trade that pays 100 cents on the dollar.

The Canadian Credit Men's Association is an association formed among credit men to avoid, by co-operative action, giving credit where it is not deserved, and in this connection, possibly, they are no small benefit in discouraging unfair competition to other retailers.

The interests of the wholesaler and retailer are so interlocked that it calls for no discussion. The wholesaler is deeply concerned as to the success of the retailers, for it is from such that he finds his customers and secures his sales.

At one time there did exist distinctions as to standing and importance in many departments of commerce. For instance, the ship owner did not like to be regarded in the same class as the ship builder, feeling he had outgrown the limitations of the latter, and every general trader advertised himself as "Wholesale and Retail," "Direct Importer," etc., etc., and resented any remark that might imply he purchased in the local market. To-day it is different, the retailer wants his market defined and the purchases of the consumer confined to him because he is a retailer and he asserts that the consumer should give him his trade because he is catering to the community and the community should support him. The retailer is right in this and, generally speaking, the community likes to support the local merchants. The great purchasing class is the woman and as such is most enthusiastic commending the stores of her own town. Should she not do so, it is up to the retailer to supply the reason why.

At one time the wholesaler looked to certain retailers as his customers and could count on their trade and support; the old timer likes to think of those days as ideal, but such conditions to-day are not desired, and if a wholesaler controls a retailer's account, it is because he cannot help himself and will pass it on to another whenever the retailer desires a change, or another wholesaler will take the burden.

INSURANCE—It is the duty of every merchant to carry insurance. Some will say, in fact I had one merchant tell me not long ago, when I commented that his building was a bad fire risk, that he paid cash and that when he locked the store at night, if it was burned down by morning, he was the only loser. Possibly so, but I have recollections of an instance that occurred some few years ago in a Nova Scotia town where the merchant reasoned in the same way. A merchant doing a good business had accumulated, in about twenty years, assets represented in stock, book debts and buildings, consisting of dwelling, store, warehouses, etc., a total worth which he estimated at $40,000. He paid cash, that is, he took his discounts, but did not carry insurance, as there were no fire-fighting facilities in his village and the rates were considered high. Well, one night fire started, no one knows just how, all his buildings, stock and furniture were burned, even his books, as his safe had been sent to Halifax for repairs.

The only asset this man had left was the good-will of his customers and the honesty of those who owed him and knew the amount and would pay him. His liability did not reach quite $4,000, representing his fall purchases which had just been received, but he could not even pay this comparatively small amount and he was at a time of life when it did not seem feasible or possible for him to begin business again.

The wholesale merchants whom he owed, realizing they had also lost a valuable account, worth more to them possibly than the amount this man owed, got together and started him in business again, but he still owes the amount he owed at the time of the fire and probably will for all time.

Insurance is an argument for keeping proper books of account, for if stock is consumed, the insurance adjuster requires documentary evidence to prove the goods were there.

Speaking of accounts, it would be interesting to know just how many merchants are aware of their full liabilities, also their total personal expense, for you will all agree that he should know exactly what his personal expense is and not live out of the shop.

A complete inventory of stock and other assets should be prepared at least once a year and a balance sheet struck. This information should be kept in a safe place, preferably apart from the place of business. It will pay the retailer many times over to strictly adhere to this practice and spend at least a day and study his position as compared with the previous year, the practical effect will be:—

First.—Less "Accounts Receivable" to collect, thus avoiding the temptation to discount accounts at the bank—a very doubtful practice for the ordinary retailer, and one that reflects adversely on his credit and standing generally.

Second.—Less unsaleable merchandise to handle, as he will take intelligent knowledge of what this asset means to him—the source of his profit—the only avenue to get gain.

Third.—He will appreciate what his expense account means to his business; every retailer should know what the monthly charges, including personal expenses, are, every month, even if he has to advance certain charges, he should have regard to the monthly proportion.

Fourth.—Your business will be under control and time will not be wasted finding your bearings; you will know and act promptly in attention to necessary duty.

The retailer should keep his stock and real property insured to 75 per cent of value. The co-insurance clause is dangerous because often misunderstood. Insurance is protection only and the loss you sustain is what is paid irrespective of the amount of your policy. It is the duty of every merchant to guard against carelessness or accumulation of waste material on his premises. He should be as much interested in the protection of his property as the public official or insurance inspector; every dollar paid in insurance losses is a tax on trade and commerce.

The Retail Merchants' Association can do more than any agency to bring about better methods among its members. Proper accounting, not necessarily elaborate, but systematic and constant, insurance protection provided and a conservation of buying opportunities, thus limiting obligations in number and amount—the great danger and temptation of the retailer.

In speaking of co-operation between wholesaler and retailer, is it not incumbent on the retailer, all things being equal, to buy of the local wholesaler as much as it is the duty of the consumer to buy of the local retailer and not from the mail order house?

Some time ago I read of a farmer who wrote his name on a dollar bill and spent it at the general store of his district. In the course of time he received it back and again paid it out locally and for the second time it was returned. The third time he sent it to a mail order house and, of course, he never saw that dollar again.

Speaking of legislation, I would only say that we desire to place on the statute books such legislation that is to be helpful to the honest merchant, be he wholesaler or retailer, and our committee will be glad indeed to confer with a like committee of your organization.

Business is a succession of problems great or small and one must look ahead, plan to avoid difficulties, if it be possible, and if not possible, be prepared to meet them. Since the world began, two heads have been considered better than one, co-operative action by many heads must be infinitely better.

Before I close, I would like to speak of jealousies of one merchant for another, and in this I do not mean retailers any more than I do wholesalers or manufacturers. The only way to cure trade jealousy is to get together and get acquainted; that is, acquainted through friendship. Last fall, I was in a town in Nova Scotia where there are three fairly prosperous stores and it is the custom of the merchants there to place blackboards on their platforms advertising what they have for sale and the price they are paying for produce. Through trade jealousy and watching each other's boards and running up the price on each other's offerings, the day I was there, one merchant was paying 3c a pound for butter more than the market quotations, and I leave it to your imagination what the other merchants said of this fellow, though I understood they were guilty at times of the same practice. This is a town the retailers' organization will be a boon to when organized there.

In conclusion, I will quote, if you will forgive me, a verse of a get-together-poem that should be set to music, as I think it strikes the right spot:—

"If I knew you and you knew me,
'Tis seldom we would disagree;
But never having yet clasped hands,
Both often fail to understand
That each intends to do what's right
And treat each other 'Honor bright.'
How little to complain there'd be,
If I knew you and you knew me."

There is one thing in which I think the wholesaler has been negligent, and that is, the personal acquaintance of his customers at their places of business throughout the country.

It has been my practice for ten years or more, to take occasional trips a few days each month and visit the trade throughout the Maritime Provinces. I find that this is very beneficial to me in doing business aomng those whom otherwise I would not be personally acquainted with.

I believe the wholesaler is not in a position to sit at his desk and judge conditions from reports he may receive from his salesmen, through the press, or by hearsay in any manner. He requires to have a personal knowledge of the district in which he is doing business. He could write a customer much more intelligently if he knew the men, knew his store and knew the conditions under which he does business. At least, I have found it very helpful, and I believe other wholesalers would too, if they had some systematic plan by which they would visit their customers occasionally.

Conference With Wholesalers

One of the most interesting features of the gathering was the conference between the retailers and the representatives of the wholesalers, at which matters of mutual interest were discussed. As a result of this discussion, it is safe to say that the relations between the two branches of business will be more cordial, and that some of the matters which have led to friction and misunderstandings will be corrected to a great extent

A. H. Wetmore's address was as follows:

It was with a good many misgivings that I accepted an invitation of your secretary to meet with you and take part in this conference, not that I doubt the benefits to be obtained from such a meeting, but because of a feeling of my own inability to carry out that part which, because of my position, falls to my lot. But my sense of duty is strong, and if it is in my power, personally, or in my official capacity, to say or do anything which will aid you in creating, or which will aid in leading up to mutual effort to create, a spirit of fellowship that will make for an advance in the economy of distribution of our various lines of goods and thereby benefiting, first, the consumer, secondly the retailer, thirdly, the jobber, and lastly, the manufacturers or producer, I feel it not only my duty to do so, but an opportunity and a responsibility which it gives me pleasure to seize, shoulder, and do my best to aid in bringing about.

In connection with the great National Wholesale Grocers' Convention held in Boston in June, with a registered attendance of over 1,200, which I had the pleasure and profit of attending, I saw a few words written, which I think are very applicable to your association, when it is considered what *organization* and *unity* have already done for you, and also the great possibilities that are before you by strengthening and broadening under the guidance of your very genial, able and diplomatic secretary. They were something like these:—

"What is the ocean but organized units—drops of water? What is the avalanche, but flakes of organized snow? The alphabet—twenty-six units—organized, forms language and the means of communication."

The immensity of these powers, all made up of the most minute, but organized, units, is an inspiration to us in the get-together idea.

It might not be out of place at a meeting of this nature if I should attempt to somewhat justify the jobber's existence and compare what he gives for the toll he takes, and in doing so, I want to give credit to Mr. Forest Crissey for some of these thoughts.

Public opinion has haled "The Middle-man" before its court of criticism to show cause why he should be permitted to live. The consumer and the producer want to know whether the jobber is an unnecessary evil, or a public necessity.

So far as the wholesaler is concerned, he declares he is ready to demonstrate that his is as vital a job as any of the others. Since the agitation of the high cost of living began, the jobber in food stuffs has held the centre of the stage and has been painfully and persistently conspicuous.

The average person has a vague idea that the wholesale grocer simply receives the goods in one door, and ships them out the other, taking a good fat toll for his trouble. What does the jobber give for the toll he takes? You can tell it in one word—Service.

If Mrs. Smith is complaining of the high cost of groceries, the retailer refers to *his high cost of service*, and as an illustration reminds her that yesterday she forgot to order some small item until long after the last regular delivery was made to her section, which necessitated a special trip of the auto-delivery of a mile each way at a cost of, say, 25 cents for a profit of 5 cents. Mrs. Smith sees the point.

But the jobber has no such advantage: he does not come in touch with the consumer or the public, and the masses have no idea of the service he renders. I say that *service* is the most expensive thing a jobber sells. Plain hard work that hardly justifies the name of service constitutes a large part of the kind of service the wholesale grocer gives the consumer through his customer, the retailer.

The stock lists of an average grocery jobber to-day contain from two to five thousand separate and distinct items. A majority of these articles are brought from foreign countries or distant parts of this country.

Crissey says: "We are food explorers, ransacking the entire earth for the things with which to satisfy the cultivated appetite of the consumer."

If the teachers in our schools would send their pupils to a grocery store, and have them secure a list of articles in stock, learn the localities from which those articles started on their journey, and then take a map and draw a line from the home town to the town of the original production of each item, those pupils would receive a most comprehensive lesson in geography and a practical demonstration of exports and imports.

But this would not be complete, for each little community has its own peculiar food tastes, and there are many items of food that are in constant demand in some localities that would not be found on the shelves of the home town retail store. The correct and only point of convergence for the food lines on a map such as suggested, would therefore be the *nearest grocery jobber*, and from that centre those food lines would radiate to every quarter of the globe. Among these would be the tea lines to China, Indian and Japan; coffee to the Red Sea districts, Java and various points in South America; spices from African and South India points; nut lines would run to France, Spain, Italy, Brazil and Virginia, U.S.A.; dried fruits to Turkey (except in war times), Greece, Spain, California, etc. This might be kept up almost indefinitely. There is not a country that does not yield its tribute to the table of the consumer of this Dominion, and the grocery jobber is the channel through which these delicacies or necessities are located in their places of origin, and brought within reach of the ultimate consumer.

The money-banker gathers from the most available sources, the coin and currency with which to capitalize the business activities of his territory. The banker is the *middleman* of the money market, and his functions are so well understood by the public that almost nobody questions their necessity.

How about the merchandise-banker? The only way to get a vivid realization of the *service* in this way that the jobber gives the consumer, is to try to imagine what would be the food situation if every jobbing house in this country were suddenly struck out of existence. It would reveal as nothing else could the unassailable position of the jobber in the economic distribution of food stuffs.

Now turn to another kind of service—the money end of the jobber's relations with the retailer and the consumer.

The financial service is just as varied and as many sided as that expended upon the goods themselves, and it is as unknown to the average layman as is the service relating to the commodities handled. We are not only bankers of merchandise, but we are very often *bankers* in a far more literal and financial sense. Certainly we are at times giving men a line of credit that a "money-banker" would not carry for a month. We realize that a retailer is usually up against the same proposition. His heaviest customers are almost always his slow-paying friends. The family who flits off for the summer pays their grocer when they get back or *get ready*, and the retailer cannot overpress this class. These customers, combined with the "dead-beats" and the unfortunates, go to make the book accounts of a retailer a terror to him. They think they owe the retail grocer, but in many instances they owe the jobber because he has to carry the retailer. Of course, there are some retailers to which this does not apply, but they are rather the fortunate few. If these acocunts are "open," and I am sorry to say some retailers are still old-fashioned enough to seriously object to drafts, we go to the bank and borrow money, paying the interest in advance, to finance them, and if interest is charged our customers for overtime we are looked upon as mean. Banking is supposed to be a business *to be desired*, but every jobber is doing some of it, which he would gladly relinquish.

All jobbers would be glad if they could turn all this kind of service over to special and expert hands, but provided the customer is honest and energetic and has a location that should command a good trade, it is not *bad* but *good* business to help him financially and morally, and educate him in the meantime to stand on his own feet. This service of furnishing the retailer with capital, and teaching him how to handle it, is one of the heaviest and most unprofitable that rests on the jobber's shoulders.

There is another important angle to the jobber's practical service. This concerns the transportation problem. The jobber's business life is a continual fight to reduce the cost of distribution. He studies freight tariffs and conditions to the ultimate benefit of retailer and consumer. To illustrate: Beans at the present time represent a lot of money and still are a staple article and must be carried by each retailer, but unless bought in *carloads*, the extra freight would add very materially to the already high cost, and no ordinary retailer or collection of them would want a carload of these. The jobber, with *his* organization of distribution, brings along the quantity and dispenses them to his customers in quantities as desired, a saving by this service alone of twenty-five to thirty cents per bushel. Onions from Egypt, Spain, Bermuda, or Ontario, are just as good examples, and when it comes to canned salmon from British Columbia, or dried fruits from California, the saving is in even greater proportion. In a word ,the jobber is an expert in saving freight costs. This service is routine and competition sees that the consumer gets his good share of the benefits derived therefrom.

If the margin saved by the jobbers of a locality by this one means were suddenly added to the retail price of groceries, the consumer of that section would put up a cry of distress at the advances. As an economist, then, in distribution, the jobber renders a constant service to the consumer for which he gets blame (because the public have not knowledge of the facts) rather than credit.

I think experience has long since established that the most economical method of distribution of food products, from manufacturer or producer, is through the wholesaler and retailer. Each performs a distinct service. The jobber gathers the products from the four corners of the earth, stores them, and has them ready for distribution to the retailers, from where they are passed on to the consumer on demand. The wholesaler also advances the necessary credit—i.e., finances the transaction. He secures the large-quantity prices, and the advantages of car-load freight rates. Manufacturers cannot supply retailers promptly direct from factory, and their only reasonable method is through these distributing depots—the jobbers; not only because of more prompt delivery but the *service* to manufacturer, retailer and consumer is less expensive when the wholesaler is employed than through any other medium.

I think I have clearly shown that the jobber renders service and no small amount of it, and he is fairly entitled to something in the way of toll. About the only question that remains is whether he takes an unreasonable amount of toll—whether he is able to force the retailer and finally the consumer, to pay unfair wages for service rendered.

In answer: Can you point out any who have made large fortunes in it. Some, of course, are comfortably well off, but the bankers tell us continually that there is not another line of trade, industry, or commerce, involving equal capital, that does not bring a larger pro rata return than does the business of jobbing food products.

The average net profit of the wholesale grocer does not amount to more than a hardware man's *cash* discount. In other words, his profits do not exceed two to two and one-half per cent. on his turnover. Many are making less than that.

If we were to give the retailers a cash discount of one per cent., and if our own cash discounts were cut off, we should eliminate our profits.

The business of which this can be said certainly cannot be rightfully accused of taking an unfair toll for services rendered, and those services have been proved indispensable to the retailer and the consumer.

Our service, then, might be said to consist of being "Merchandise-Bankers," "Money-Bankers," "Financial Educationalists," "Transportation Solvers," and one of the economical Trinity of Distribution—i.e., Producers and Jobber and Retailer. And for this service we take a toll equal only to a reasonable cash discount.

In dealing with this matter I have only attempted to follow along the lines of service to the public as supplied by the jobber of food products, but I have no doubt at all that the "middleman" or jobber of any other lines can prove as conclusively that they are as fully justified, on account of service rendered, to take the toll they do for bringing within reach of the retailers and consumers the various goods in which they are interested.

The discussion which followed the addresses was participated in by many of the merchants present. One of the chief points brought out by some of the speakers was the desirability of greater efforts to do away with selling in retail quantities or direct to the consumers by wholesale houses. Assurance were given that the Wholesale Grocers' Guild of St. John were doing their best to get away from this practice, and the executive promised stronger endeavors to convert the wholesalers in other centres.

The publication of wholesale price lists of groceries and other provisions in the daily papers was protested against, as an injury to the retailer and of no benefit to the wholesaler, and this matter was referred to the executive for action.

In the evening the visiting members were entertained by the local men at a banquet. President A. Murray acted as toast-master, and speeches were given by Lieut.-Col. J. L. McAvity, Lieut.-Col. P. A. Guthrie, Major G. G. Corbet, all of whom told of their experiences at the front; A. E. McSweeney, of Moncton; Mayor Hayes and City Commissioners Wigmore, Russell and Fisher, of St. John; Robert Strain, of Woodstock; W. P. Jonah, of Moncton; W. E. DeWolfe, of St. Stephen; F. W. Daniel, of St. John; J. W. Scovil, of St. Stephen; A.



O. Skinner, of St. John; and A. P. Dewar, of Milltown.

In the course of his address the president, A. Murray, said:

"Never in the history of the retail merchandising has there been more need of the great spirit of co-operation than there is to-day. I want to explain to those who are not of the trade just what the association stands for. It is not for the purpose of fixing and governing prices, but it is rather to work out many things which our association and our complete co-operation could help us to achieve.

"To accomplish the best results it is necessary that we have confidence in our fellow-merchants. We must be honest in the things which we ask him to assist us in bringing into force, and we must be in every sense fair to him. We must realize that he is not an enemy. We must realize that by working together we can achieve results which we cannot possibly attain if we work from an individual point of view.

"The retail merchants of New Brunswick pay a very large portion of the taxation, and they certainly are the ones who are responsible for the benefactions and gratuities which the public demand. Why should they not fill a larger place in so far as consideration is concerned in the life of our cities and our province, and if they will join together in an association such as ours, it will assist in making it strong and powerful. That certainly will be the foundation of untold good, not only to themselves, but to the community at large, and the solid opinions of men engaged in occupations scattered all over the province will certainly do much to elevate the tone of our public life and help in improving all its conditions."

ANOTHER PERIOD OF MARKET ACTIVITY

(Continued from page 23.)

lines made of steel, for a long time to come. The problem confronting a great many wholesalers to-day is not so much the high prices as the scarcity of supplies.

Stocks of many hardware lines are cleaned out, and there is little chance of replenishing them for some months to come. Some Canadian wholesalers have complained regarding the action of a few foreign firms in regard to orders placed some months ago. It is claimed that the foreign firms are holding up orders booked months ago at prices much lower than those prevailing to-day. All kinds of excuses are made to hold up the orders. On the other hand, the same firms offer to ship the goods from stock at present prevailing prices, which are extremely high.

A Steel War

It has been hinted in some quarters that there is a likelihood of a steel war after the war in Europe is over.

After the war there will be a huge productive capacity in practically every country, much greater than before the war.

It is reasonable to expect that at the close of the war, when the demand for steel for munitions has ceased, most of the large steel producing plants will be intact. They will be well equipped in every respect. They will have plenty of skilled help. How will they dispose of their output? Will they allow some of their productive capacity to remain idle? It is true that enormous profits have been made in steel, and it may be asserted that some makers can afford to scrap part of their plants. Even though such may be the case it is hardly probable that there will be much scrapping unless it is unavoidable.

The American Metal Market, New York, in referring to the possibility of a steel war, states in part:—

"In some quarters there seems to be a positive conviction that after the war there will be an international commercial war in steel products. The opinion is not universal, but it is expressed in some quarters that must be respected. There is certainly confusion of thought on the subject for there are those whose fears appear to be chiefly whether we shall be able to maintain a large export trade in steel, and others whose expressed fears are that we may not have a high enough tariff to protect our own market.

We are perfectly ready to grant that there will be a large iron and steel productive capacity after the war. There is the direct evidence, in millions of tons of steel a year going out of this country, and hundreds of millions of dollars coming in, that steel is very essential to the prosecution of the war, and it goes without saying that the warring nations are preserving their iron and steel industries, not only the plants but the organizations. At the end of the war the works will be there, many of them, particularly in England, substantially enlarged in fact, and with the men now engaged and those who will return unimpaired they can be operated in full. As to the works in territory captured by the Germans little is definitely known. The usual assumption is that they are practically intact, but one does not know how much more fighting there will be in the territory involved. However, the total capacity possibly in jeopardy would hardly be more than 10 or 15% of the world's total, and thus it is readily granted that with the plant extensions made here and abroad the world's iron and steel making capacity will be greater after the war than just before the war."

Ingot Metal Situation

But iron and steel products have not been the only ones that have caused the hardwareman considerable concern. There are many articles sold in hardware stores which are made partly or wholly from copper, lead, spelter, tin and other metals. Prices of these products have been exceedingly high and have been subjected to many advances since the outbreak of the war.

At the present time lead is showing considerable firmness and prices of all lead products are firm. Some have advanced in price during the week. Lead, however, is so subject to manipulation that little can be said about the future. Some of the largest producers are completely sold-up for October.

Regarding copper, it is felt that a steady market is assured for some months to come. England has just placed the largest order on record. It is for 200,000 tons. This order, it is estimated, will take one-third of the American output for the next six months.

The deliveries are extended over six months and it is understood that the price paid was 26c cash, New York seaboard delivery.

The tin market has remained steady at present levels for some considerable time, and it is felt that present prices are low, when the price of other metals is considered.

It is figured in some quarters that the completion of the 200,000-ton copper deal is regarded in the spelter trade as an indication of an increase in the consumption of copper and that spelter will share in the increase. The market at present is rather dull for futures, but orders for prompt shipment are showing improvement.

Canadian Government in Market

The Canadian Government has recently placed heavy orders for copper, spelter and lead, supposedly for use at the new arsenal at Lindsay. Particulars regarding the quantities and price have not been made public.

Still Higher Prices

Unless, as previously stated, there are some unexpected developments, there is no likelihood of a decline in prices, except in isolated cases. Everything points to another upward movement, and on many hardware lines there will be even higher prices in the future than the extremely high and unprecedented prices prevailing at the present time.

Forgery in Commercial Transactions

Sixth Article in Legal Series—What Constitutes Forgery—The Question of the Use of a Partner's Name—Legal Points Bearing on the Question of Forgery

Written for Hardware and Metal by Walter E. Lear.

(Registered in accordance with the Copyright Act)

THE retail merchant should understand fully the ramifications of the law with reference to forgery. Partnership transactions and the issuing of powers of attorney open the way for sharp practices which often mean heavy losses to the unwary, with no recourse to law open. Merchants should understand what constitutes forgery and what does not; for there are certain considerations which enter into this question that the lay mind has not always grasped.



WALTER E. LEAR

Sect. 1. What is Forgery?

The word forgery is a metaphorical expression borrowed from the occupation of the smith, who beateth upon the anvil and forgeth what fashion or shape he will; for to forge means, properly speaking, no more than to make, or form; but in our law it is always taken in an evil sense (3 Inst. 169; 2 East. P. C. 852).

Section 446 of our Criminal Code, defines forgery as "the making of a false document, knowing it to be false, with the intention that it shall in any way be used or acted upon as genuine, to the prejudice of any one whether within Canada or not, or that some person should be induced by the belief that it is genuine, to do or refrain from doing anything, whether within Canada or not."

Sect. 2. What Is a False Document?

"A false document means (i) a document, the whole or some material part of which purports to be made by or on behalf of any person who did not make or authorize the making thereof, or which, though made by, or by the authority of, the person who purports to make it, is falsely dated as to time or place of making, where either is material, or

(ii) A document, the whole or some material part of which purports to be made by or on behalf of some person who did not in fact exist, or

(iii) A document which is made in the name of an existing person, either by that person or by his authority, with the fraudulent intention that the document should pass as being made by some person, real or fictitious, other than the person who makes or authorizes it." (Code S. 335 j.)

"Making a false document includes altering a genuine document in any material part, or making any material addition to it or adding to it any false date, attestation, seal, or other thing which is material, or making any material alteration in it, either by erasure, obliteration, removal, or otherwise." (Code, s. 466, s-s. 2.)

Sect. 3. Intent to Defraud

The motion of forgery, as given by Hawkins, does not so much consist in the counterfeiting of a man's hand and seal—for this may often be done innocently—but in the endeavoring to give an appearance of truth to a mere deceit and falsity, and either to impose that upon the world as the solemn act of another, which he is in no way privy to; or, at least, to make a man's own act appear to have been done at a time when it was not done, and by force of such falsity to give it an operation, which in truth and justice it ought not to have. (1 Hawk. c. 70, s. 2.)

In order to convict a person of a crime for having made a false document, the intent to defraud must be made to appear. R. v. Dunlop, 15 U.C.R. 118. But there is an old axiom which here applies with great force: "Every man is presumed to intend the natural consequence of his acts."

If a person without any authority affix the name of another to a negotiable instrument, such as a bill of exchange, put that into circulation, and obtain money thereby, he is presumed to intend the natural consequence of that act—the prejudice of another's right—for, in the event of his not being able to pay it at maturity, on the forgery being discovered, the person from whom he received the money must suffer; not the person whose name is forged, as I need scarcely stop to tell you. So, in the case of a successful presentation of a forged cheque, the bank and not the customer suffers the loss.

A fraudulent intent on the part of the forger has often been gravely questioned by counsel when defending persons who had forged the names of friends, fully relying upon their own ability to take up the bills or notes before maturity, but whose anticipations had failed; or who, "relying on the kindness of another (a near relation, for instance), had used his name on a bill without authority, trusting that such individual would pay it rather than there should be a criminal prosecution."

In the case of R. v. Beard, 8 C. & P. 143, B. was indicted for forging an acceptance on a bill of exchange in the name of Woodman. W. admitted that he had had money transactions with B. and had been connected with him as a partner in a hat manufactory, and that they had had many bill transactions, and had trusted each other largely, and that a mutual accommodation existed between them. In summing up the case before the jury, Coleridge, J., said: "We now come to W.'s statement that he has been for the last eight years in habits of great intimacy with the prisoner and in partnership with him. Now, I put the question whether, though he had not authorized the signing of his name on that particular bill, he had ever given the prisoner a general authority. If he had said to the prisoner, 'You may use my name whenever you like,' it would be idle to say that the acceptance was a forgery. It is not merely writing another's name, but writing it without authority and with intent to defraud. But I go further: I think that if a person had reasonable ground for believing, from the acts of the party that he had authority to accept and did in point of fact act on that, it would not be forgery."

But let me remind you that nothing short of bona fide belief that the defendant had authority and a fair ground for that belief, from the acts of the party whose name is used, is sufficient justification for defendant using another's name. Were it otherwise, all confidence between business men would be destroyed.

While on this subject of using ar-

other's name without his authority, I would suggest the propriety of an exercise of greater caution on the part of commercial men in allowing others to sign their names, even "per procuration." The defence of men charged with forgery has often succeded when it should not, by reason of the fact that the prosecutor had been in the habit of permitting this practice, upon which has been based the suggestion that the prisoner either had, or supposed he had, an authority in the particular instance in question. Vulgar adages frequently contain a vast amount of wisdom in few words:—"An ounce of prevention is better than a pound of cure." And this is specially so in regard to forgery.

Retailers Take Up Collection Problems

President Dominion Board R. M. A. Addressed Ottawa Retailers—To Try and Have Act Passed by Ontario Legislature—Talk of Increasing Rates.

THE executive officers of the Ottawa Branch of the Retail Merchants' Association of Canada, having learned that the president of the Dominion Board of the Association, Horace Chevrier, of Winnipeg, Man., was visiting the newly established head office at Ottawa, on his way to attend a meeting of the executive officers in Montreal, tendered Mr. Chevrier, the president, and the secretary, E. M. Trowern, a reception and supper at the Chateau Laurier, with the view of expressing their appreciation of the work that is being done by the association, as well as to give them a hearty welcome to the capital.

Their appreciation was further expressed by inviting the president and the secretary to address an open meeting of the Retail Merchants of the City of Ottawa, in the Russell House, on Monday evening, Sept. 18. The meeting was presided over by Henry Watters, president of the Ottawa branch, and was largely attended by the most prominent retail merchants of the cit.

Passed Resolution Re Small Debts

A resolution, which will be presented to the executive of the Ontario board of the association, was passed, calling upon them to take such action as may be necessary to have introduced into, and passed by, the Ontario Legislature, an Act simplifying the collection of small debts for the following reasons:—

"1st. Because this Act will enable us to collect accounts which are to-day considered too small to place in the hands of a solicitor.

"2nd. Because it will relieve us from the exploitation of so-called 'commercial adjusters' or 'collection agency companies,' and it will enable us to do our own collecting inexpensively and expeditiously.

"3rd. Because it will act as a deterrent to professional solicitors for credit, who so often solicit without any intention of paying, as they count on the fact that the account being small they cannot be made to pay it."

Suggested More Advertising

In the course of his address, Mr. Chevrier referred to the part advertising plays in the upbuilding of the retail business.

"The more advertising that appears in the journals of a city the better it is for the advertiser," he said, adding that the more competition there was in advertisement writing, the more "pep" and the more spirit and originality in the copy, would redound to the credit of the merchant who sought development by keen advertising.

Manitoba Act

Mr. Chevrier described the simpleness yet effectiveness of the act in vogue in Manitoba for the collection of small debts, whereby the cost of collecting a $5 debt would be but 50 cents, compared with the cost of collecting a like amount in Ontario, of from $6 to $7. A magistrate was appointed in each necessary district to receive complaints of merchants and to issue summonses. The merchant could use his own employes as process servers, thus saving a cost necessary in this province. He said that in 95 per cent. of the cases before the summons became returnable the debts were usually settled satisfactorily out of court.

Retailers Need Strong Organizations

He said the retailers must build an organization strong enough to make the provincial government take heed and put into force the amendment they demanded. He spoke of the important part played by the retail merchant in the citizenship of the country and claimed that a great part of Canada's advance had been due to the adventurous spirit of the retail merchant. He described the retail merchants as a class misunderstood, because they had never corrected the people's impression that they were exploiters of the public, leeches and feeders on the people's blood. To overcome this they would have to get together and organize and use the press as well as other means for telling the people what they really stand for. The only way to meet the manufacturer and wholesale merchant on common ground was organization.

Bankruptcy Act Important

In the course of his remarks, Mr. Chevrier said Canada would be face to face with a necessary era of credit after the war and that developments might be expected which the financial system of the country would not be ready to meet. He said it would be a case of giving and receiving credit.

He spoke of the importance of a bankruptcy act, and in touching upon the business war tax, declared that its drawing up had not been considered from the retail merchants' point of view.

A discussion followed Mr. Chevrier's remarks, in which E. M. Trowern, secretary of the Dominion Board of the Association, took part. It was urged that the membership fee be increased from six dollars now to ten dollars. It was also intimated that a big rally of the retail merchants would be held in the near future, to take the form of a dinner with speeches by retail merchants of country-wide prominence.

PREPARE FOR XMAS SHOPPING.

It would seem advisable to draw the attention of the retailer again to the fact that Xmas. is only about three months distant and in less than six weeks time people everywhere will be on the lookout for suitable presents for their friends and relations. The tendency in recent years has been to advocate early buying and in this way relieve the eleventh hour rush, which proves so tiring not only to the retailers' staff but also to the one making the purchases. Many a Christmas has been spoiled by trying to crowd too much shopping into the last day or two. Early buying avoids this and tends to greater satisfaction in every way. The selection of goods is larger, the attention of clerks more assured and confusion easily avoided.

Retailers who are planning their holiday campaign now are indeed acting wisely. There are any number of difficulties to overcome this year which are not usual. Supplies are hard to get and more than ever this year will the useful gift be asked for. The father will be wanting a new carving set, a new shaving outfit, a new pocket knife—the mother, a stove, some new enamelware or silver plated ware—the daughter, a sewing set or a manicure set—the boy a pocket knife or hockey supplies—the boy in khaki, a safety razor. In going over your stock, any number of useful gifts can be selected—it is not too early to do this now. You will benefit in more ways than one.

DUPONT KODAK CONTEST.

The Dupont Company, Wilmington, Del., is conducting a Kodak Contest in which 24 cash prizes from $15 for first, down to $2.50. The contest closes Dec 1. The company wants short snappy stories. Not over 600 words descriptive of some novel and practical experience with a Du Pont hand trap. Each story must be accompanied by three snapsshots. Complete details of the contest will be supplied free upon request.

EVENTS IN THE TRADE

Fire Losses

Westboro, Ont.—J. Stewart, hardware, has been burnt out.

Change of Address

J. E. Hayden & Co., Montreal, have changed their place of business from 30 St. Francois Xavier Street to 225 Lemoine Street.

Incorporations

The incorporation is announced of the Hamilton Brass, Ltd., the capital of the company to be $40,000; head office, Hamilton, Ont.

Obituary

W. E. Bradwin, traveller for Storey & Campbell, wholesale harness and findings, Vancouver, died on Sunday, September 17.

Business Notes

Montreal, Que.—Lionel L. Phillips & Co., metal, steel and machinery, have registered.

Deslile, Sask.—Pope & Given, hardware and implements, have incorporated.

Visits From Burglars

Burglars entered the store of the Blairmore Hardware Co., Blairmore, Alta., on Friday, September 15, and returned the following evening. While they did not secure any cash on the second occasion, they took large quantities of firearms, hunting knives and several hundred rounds of ammunition. Several other stores were visited.

Personal

S. W. Smith, manager Ontario division Brandram-Henderson, Toronto, visited the company's exhibit at the Western Fair, London, Ont.

Will Beatty, manager Beatty Bros., Fergus, Ont., attended the convention of American Institute of Metals, American Foundrymen's Association, at Cleveland, Ohio.

J. C. Pendray, of the British American Paint Company, was in Medicine Hat recently looking over the ground for the purpose of locating a branch factory.

H. Pringle, Saskatoon, representative of the G. F. Stephens Co., was in Winnipeg last week prior to leaving for Cobourg, Ont., which is his home.

L. C. Stephens, assistant secretary and purchasing agent for the G. F. Stephens Co., Winnipeg, has been seriously ill for the past two weeks, but his condition is now improving.

Frank Agnew, for many years with the James Robertson Co., Winnipeg, has joined the sales staff of Mackenzie Bros., Ltd., Winnipeg, and will cover Manitoba and North Saskatchewan.

Industrial Notes

At a meeting of the directors of the Standard Tire & Rubber Co., held in Guelph, the sale of the plant and also the lease was ratified, giving the Partridge Rubber Co. of Montreal possession of the plant. The Partridge Company are preparing to install machinery now in use in its Montreal factory.

Major McAvity Wounded

Major Percy D. McAvity, of McLean, Holt & Co., St. John, manufacturers of stoves and castings, was admitted to the stationery hospital at Boulogne on Sept. 17, suffering from gunshot wounds in the chest. Later reports by cable held out promise of his recovery. Major McAvity left St. John with the 26th Battalion as lieutenant and won promotion to the rank of company commander.

Business Changes

Miami, Man.—W. H. Campbell, hardware, has been succeeded by Campbell & Botting.

Mozart, Sask.—W. C. Barker, hardware, has been succeeded by T. Laxdal.

Ribstone, Alta.—R. J. Wilde, hardware, has been succeeded by A. P. Ruf.

Avonlea, Sask.—Monson Hardware Co. has been succeeded by Avonlea Hardware Co.

Lajord, Sask.—H. A. Hanson, hardware and implements, has discontinued.

J. Sommerville, Jr,. Dead.

John Sommerville, Jr., of Edmonton, passed on, after a lingering illness, at the home of his father last week .

After spending considerable time in California for the benefit of his health, where he also engaged in the real estate business and was president of the Hermosa Beach board of trade, he returned to Edmonton last April. The late Mr. Sommerville was 37 years of age, and went to Edmonton some fourteen years ago from Portland, Oregon, with his parents. For many years he was connected with the Sommeville hardware company.

PAINT AND GLASS CONVENTION

The salesmen of the Winnipeg Paint & Glass Co. met at their head office during the week of September 11 for their annual convention. Descriptive talks were given on their leading lines by the different department managers, and all matters affecting sales were thoroughly discussed. One item on their programme which proved of particular interest, was a sales competition, in which each traveller had an opportunity of demonstrating his ability. The judging was done by the travellers themselves, and close scores were recorded, the winner being Jas. M. Scroggie, representative of the Southern Saskatchewan territory. The company gave him as a prize a beautiful gold watch. During the week the men were entertained at the theatres and dinner parties, and a bowling game between the travellers and the inside staff was held, at which the travellers were easy winners.

AN EFFECTIVE DISPLAY

One of the most effective window displays seen in St. John recently is that shown in the King Street window of T. McAvity & Sons, for the purpose of drawing attention to their ability to supply everything in the hardware line required by the lumbermen, in anticipation of the winter logging season, which soon will open.

The window showed a representation of a logging and milling scene in the heart of the woods, with great faithfulness and great attention to detail. The background was provided by miniature spruce and cedar trees, and in the foreground was a logging stream sparkling along over a gravel bottom. On the banks of the stream was a miniature sawmill, operated by an overshot water wheel, and in which could be seen a stick of timber in the act of being converted into deals. In the rafting pond other logs floated, and on the runway the hoisting chain already had drawn up its load ready for the next shift on the saw.

The display was surrounded by samples of the various articles which form part of the equipment of the lumber camp, the loggers, the stream drivers and the lumber mills, and the whole made an attractive and impressive exhibit.

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

1125. ***Wood-pulp board.**—A Bristol concern who are large buyers of wood-pulp board, to weigh in the size 40 inches by 45 inches about 180 sheets to the cwt., desires quotations for a contract of 100 to 150 tons per annum, delivered in lots of 10 tons per month.

1129. **Garden tool handles.**—A Sheffield firm wishes quotations from exporters in a position to supply the above. Specifications may be obtained from the Department of Trade and Commerce, Ottawa.

1131. **Manganese, manganiferous or iron ore.**—A Middlesborough firm makes inquiry as to possible supplies of the above.

1133. **Wire rods.**—A Halifax firm, now buying large quantities of the above from the United States, desires to be placed in communication with Canadian exporters.

1134. **Corundum.** — A Middlesborough firm makes inquiry as to the possibility of obtaining supplies of the above from Canada.

1137. **Wire nails, nuts and bolts, rails.**—A Sheffield firms asks for prices on consignments of not less than 50 tons of wire nails, 5 to 10,000 gross of bolts and nuts, and 100 tons of rails.

1138. **Box shooks.**—A South African firm is prepared to import from 500,000 to 600,000 box shooks annually and asks for quotations. Further particulars and specifications with the Department in Ottawa.

1140. **Rubber goods.**—A firm handling mining supplies only, asks for small sample and quotation on ribbed hose continuous lengths of 500 feet. Must be best quality. Small sample of the kind and quality wanted is on file at the Department of Trade and Commerce, Ottawa.

1141. **Conveyer rubber belts.**—A mining supply house asks for sample and prices on conveyer belts which must be made to carry rock in which there is a great amount of grit and other mechanical rubber goods.

1142. **Wire loops.**—Special wire loops for binding rubber hose are wanted by a mine supply house in Johannesburg. Send samples and prices. Sample of kind wanted on file with the Department of Trade and Commerce, Ottawa.

1143. **Broom handles.**—A broom manufacturing firm asks for samples and prices on 500 dozen lots of broom handles, 50 inches long by 1⅛ full size round. Sample requested.

1144. **Mining supplies.**—A Johannesburg firm are prepared to purchase for cash any line of mine supplies, not machinery. If not represented in South Africa must send sample with quotations.

1145. **Mining material and iron and steel.**—A Johannesburg firm of commission agents are prepared to take up agency of mining supply lines, not machinery. In iron and steel one member of the firm has had long Sheffield experience.

1146. **Cart and carriage, iron and steel, hardware.**—A Johannesburg firm of coach builders requests catalogues and price-lists on all cart and carriage hardware.

1148. **Cart and carriage woodenware.** — A Johannesburg firm of cart and carriage builders will purchase Canadian carriage woodenware, including three-ply woods and other carriage woods.

1149. **Motor accessories for body part only.**—A Johannesburg firm manufacturing motor bodies and hoods would like to hear from suppliers of such goods.

1151. **Horseshoes.**—A Johannesburg firm asks for samples of Canadian-made horseshoes and prices.

1152. **Motor cars.**—A Johannesburg firm are prepared to handle for the Transvaal a Canadian-made motor car. Must be different from cheap makes on the market. Prepared to pay f.o.b. Canadian ports about $900.

1154. **Commodities wanted for South American market.**—A large and influential export firm in Birmingham wishes to hear from Canadian firms in a position to export the following commodities to South America. Catalogues should be forwarded if possible: Agricultural implements, axe and matchets and tools, general hammers, etc., buttons, bolts and nuts, brushes and brooms, enamelware, fish, lanterns, leather, metal roofing, mattresses, metallic ceilings and walls, nails, paper, paint, ropes and twines, screws, steamfittings, tube, wire and wire fencing, woodenware handles ,etc., glue.

1155. **Machinery and tools.**—A Birmingham firm would like to hear from manufacturers of drilling machines, milling cutters and reamers, chucks, twist drills, vices, hack saws, and machines, pulleys and mechanics' tools.

1157. ***Coat hangers,**—A Birmingham firm is open to purchase coat hangers, samples of which are being forwarded to the Department of Trade and Commerce, Ottawa.

*Included in the list of articles the importation of which into the United Kingdom is prohibited except under license from the Board of Trade, London. For further information apply to the Department of Trade and Commerce, Ottawa.

LIFE INSURANCE A BIG ASSET

(From *American Artisan*).

A certain hardware traveling salesman died recently. He had been earning a large salary, but had spent his money as fast as he carned it. His family occupied a high-priced apartment nicely furnished. He owned an automobile and his family, consisting of his wife and two children, had almost every comfort that could be imagined. He took cold one day and in two weeks he was dead and buried.

When it came to settle up his estate it was found that after all debts had been cleared away, less than $1,000 was left to the widow, for he carried no life insurance.

This is by no means a unique case, for many men think that they deserve credit if they manage to live just within their income, and many others look upon life insurance as a proposition that may be taken up later on but for which at the present time they have no money to spare.

The carrying of life insurance is a duty which every married man owes to himself and his family whether he be a salary earner or owner of a business. If he is a traveling salesman or occupies a position in an office, shop, or store, the regular family income will cease when he dies and unless he has made proper provision—in the form of life insurance—for a steady source of income after his death his family will in practically every case suffer want.

The owner of a retail hardware store derives his income partly from the salary which he receives as manager of the business and partly from the net profits of the business. If he is a partner the first portion of this income will cease when he dies, and in many instances the surviving partner will insist upon having someone buy the interest of the deceased, in which case the widow will, of course, receive a sum of money representing the interest of her late husband in the business, but this money in most instances will not yield the same returns when invested simply in loans as it did when it was used in the business.

No matter from what angle you look at it, it is first class business policy for any man—whether he be an employee or sole or part owner of a business—to carry a liberal amount of life insurance.

THE RECRUITING PROBLEM

(From *The Financial Post*).

At various times during the past two years we have dealt with the rotten lack of system in recruiting, for which our Ministers of Militia, Trade and Labor were to blame. We urged the appointment of a Director-General of Recruiting. On May 27th last we said:—

Director of Recruiting Needed

The recruiting question continues to be a serious one in many industrial establishments. Many men whose services are of the greatest value to Canada and the Empire are volunteering from a sense of duty for service overseas, while thousands of untrained young men, who could be spared, are not responding to the calls of recruiting agents.

There are several classes of employment which are luxuries from which hundreds of men could be released. There are others which are not absolutely essential to the conduct of business. These classes should be tabulated and recruits sought among them.

In England the Government permitted the withdrawal from the army of such men as were necessary for the industries, and is now replacing them by those who can be spared.

Condemnation of the Ministers of Labor and Militia is not confined to Eastern Canada for not getting together on the question, but we are hearing it from the West. *The Regina Leader*, in quoting from an article in *The Financial Post*, expresses its own opinion thus:—

"The whole country is becoming aroused over the question of recruiting, and with particular reference to the absence of any leadership from Ottawa, and the failure of the militia authorities to provide any system. People are only now beginning to awaken to the danger to the country if the haphazard, happy-go-luck way of enlisting men is to continue. The demand for a national registration of the manhood of the Dominion is increasing, while talk of conscription is heard from many places."

What is needed is a Director-General of Recruiting, a good executive officer, who will adopt a methodical, businesslike procedure.

The Government has now decided to act on our suggestion. They will appoint a "Director-General of National Service," and Sir Thomas Tait will take the place. Sir Thomas ought to be an ideal man. He has had charge of recruiting at Montreal. He began as stenographer to Sir William Van Horne, president, Canadian Pacific, and worked his way up to a general superintendent; when he was asked to take charge of, organize and systematize the Australian Government railways.

If party politics would let Sir Robert Borden select his Cabinet Ministers—as *The Post* has advocated—with the same good judgment as he has shown in this and several other instances since the war began, the country would support him in spite of the various combinations that are now being formed against him, within and without his party. There are a number of great executives in Canada in the Liberal as well as the Conservative party, who would sacrifice their own comfort and affairs to join his Cabinet to help him at this time.

NATIONAL ECONOMY

(Monthly Commercial Letter of the Canadian Bank of Commerce).

Even although their patriotism be undoubted, nevertheless many Canadians are aiding the enemy by thoughtlessly frittering away the profits and earnings due to a prosperity which may be suddenly arrested by the advent of peace. The Trade Returns continue to furnish evidence of the importation of many unnecessary articles and, to the extent that this is the case, our financial ability to resist the enemy is lessened. The words of Sir Charles Addis, in his address on "The Means of War Finance" appy to Canada as much as to the United Kingdom, when he says that people "do not understand that by the manner of their personal expenditure they may be determining whether the horrors of the conflict are to be prolonged or the blessings of peace anticipated. There does not appear to be as yet any general or adequate recognition of the special responsibility for the right use of war earnings attaching to those whose prosperity depends upon the continued sacrifice of life and limb by their fellow-countrymen in the field. It is surely a small thing to ask of those who are restrained from joining the fighting line by the disabilities of age, or infirmity, or sex, to make some sacrifice for those who are fighting their battles for them. Sacrifice! let us call it what it is—a privilege, perhaps the only privilege left to us."

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

The past week has not been without the usual heavy budget of price changes, all in an upward direction. Among the many lines on which prices have advanced are white lead in oil, stoves, heaters, furnaces, clay and rock picks, mattocks, pipe fittings, scythe snaths, hammers, wrenches, sledges, crow bars, screen wire cloth, black sheets, tinned wire, cotton rope, sash cord, alarm clocks, cheap watches. The steel market has entered upon another period of activity. Prices are changing with alarming rapidity and the effect upon the hardware trade will be widespread. Mills are unable to cope with the demand for steel, despite their improved facilities and larger output. The demand for steel is as insistent as ever, and the outlook at present is for an even greater demand rather than otherwise. Boiler plates are very scarce, and steel rails are practically unobtainable inside of twelve months.

Ready-mixed paints are firm at the recent advanced prices. Manufacturers are experiencing great difficulty in securing supplies of raw materials. Some supplies are practically unobtainable, while others are obtainable only at tremendously high prices. The ingot metals are practically unchanged locally, and are in fair demand. The allied Governments have placed orders in the United States for 200,000 tons of copper for delivery during the first six months of next year. It is the largest order ever placed in the history of the industry. The average price at which the contract was placed is said to have been 26c. The Canadian Government has also purchased heavily of copper, lead and spelter for the new arsenal at Lindsay. Business continues good. There is a great scarcity of many lines of shelf hardware, more particularly in steel goods.

MONTREAL MARKETS

MONTREAL, Sept. 27.—Steel products have again shown a pronounced tendency to increase in price. Builders' hardware has gone up from 5 to 7½ or 10 per cent. in some cases, and all lines are concerned. Brass rods and sheets are up a cent. a pound, affecting much builders' supply material, such as door fittings. Tin is very firm, and so are the wire products, so that tinned iron wire shows an increase of 10 per cent. Both clay and rock picks are advanced this week. Crowbars are up ½c per lb. Great scarcity of all wire products, notably hay wire, and fence wires is mentioned on the markets, and such articles as steel drills and files of all kinds are very hard to get. Stocks of these now, as compared with stock of a few years ago, are surprisingly small, and yet hardly less valuable as they stand than were the bigger stocks of earlier dates.

Gate hooks and eyes are scarce and in demand. Staples in many sizes are missing from many stocks, and manufacturers may be a long time replacing them.

Lead is in a firm market, and in the hardware trade generally the increase in the prices of paints is now being freely noted and commented upon, though with the healthy business feeling that the advance is not a vexingly serious one, and demand continues unabated for the season, which is considered good.

Scarcity of Steel

The firmness of the iron and steel market remains amongst the most pronounced features of the metal situation generally, and this characteristic reflects itself sharply in certain particular lines of steel goods this week, and tends to make many articles which have not actually changed in price very difficult to obtain in large quantities. Wire goods are all in this position, and wire is increased in price, having been in a firming market for months. In certain isolated cases wire was obtainable at lower prices than present quotations, but stocks have dwindled, and with the manufacturers in straits to get skilled help as well as to get materials, the prices asked for wire by the wholesalers have gone from firm to firmer, and may increase again the opinion of men in touch with the markets and the manufacturers.

Huge Allied Order

With a very marked firmness apparent, and every indication that increases in price might be asked any day, copper remained steady at the prices of last week's report, 31½c to 32c. The huge allied order for this metal just placed must undoubtedly prove a considerable factor in firming the market up. Copper is one commodity which is indisputably in an absolutely controlled market, the bulk of production being in the United States at present, and the whole of the refining industry. When Canada begins to refine as well as to mine copper the market may come into different conditions as regards control and influence affecting prices. Meantime New York and the American mine magnates have the last word as regards copper, and their last word so far has been for a firmer market.

Lead Very Strong

In an unchanged but very strong market, lead was being quoted in Montreal at $9.50 to $9.75. Even those in closest possible touch with the market trend and tendencies were cautious and noncommittal as to the possibilities of the future in regard to lead. Inquiries for large deliveries in the fairly near future were being made, and mighty close figuring was being done in the meeting of these, though as was admitted by some experts, the whole business of buying and selling metals nowadays is almost a guessing game with the best of the bargain to the best guesser.

Sheet Zinc Easier

As a welcome relief to the general firmness of the metal markets, but also as an indication of the uncertainty of affairs generally in connection with those markets, is the information that sheet zinc is a little easier priced at 26c to 27c as compared with 30c to 30½c of last week. Sheet zinc had been scarce and supplies apparently out of sight, but things loosened up a bit later on, and prices accordingly droppel to the figure quoted at which they steadied.

Solder Also Easier

An easier tendency in spelter was also due to better supply, with quotations at 16c to 16½c lb. There was a shading of a cent downwards on tinsmiths' solder, which was quoted at 29c, and on wiping solder, price of which was put at 26c. Last week's prices were 30c and 27c.

Tin Much Stronger

Unchanged in price from last week, tin is nevertheless in firm demand and in much stronger market. Prices quoted are from 45c to 45½c, and inquiry was considerable.

Antimony Quiet

Still in slackening demand, antimony is quoted at 15c per lb., and in not very strong market.

Aluminum Steady

At 68c per lb., and in steady but not unusual demand, aluminum presented no particular feature on the market this week.

Builders' Hardware Up

Delayed a little, but none the less certainly as expected, and as predicted in HARDWARE AND METAL, came the increase in prices of practically all lines of builders' hardware. Jobbers have been on the jump amending price lists of a hundred-and-one articles in more or less every-day demand in these lines. Hammers, planes, augers, auger bits, chisels, saws, all Peterboro goods, everything in builders' hardware is up from 5 to 10 per cent. The Canadian increase is not quite so high as that across the border; at any rate, as far as Montreal is concerned for the present. Rim locks are 7½ per cent. up. Door knobs, porcelain and metal, are 10 per cent. up, and there is an average increase of from 7½ to 10 per cent. on all lines, both brass and steel.

A matter which affects many articles of builders' hardware in the line of interior and door fittings, is the fact that on Wednesday morning rod and sheet brass went up by 1c a pound. This will affect the price of push-plates and all rod constructed brassware.

Clay and Rock Picks Up

In line with all steel products, clay and rock picks have been quoted higher in price this week. The new prices quoted are about 5 per cent. higher on all weights from 5 to 8 lbs., and though the 9-lb. pick is not mentioned specifically in the alteration of the list, a 5 per cent. increase may be allowed for in that line also. Following are prices on clay and rock picks as at present:—

Clay picks (per doz.)—5 lbs., $5.50; 5½ lbs., $5.60; 6 lbs., $5.80; 6½ lbs., $5.95 7 lbs., $6.05; 7½ lbs., $6.25; 8 lbs., $6.45. Rock Picks (per doz.)—5 lbs., $6.55; 6 lbs., $6.75; 7 lbs., $6.85; 8 lbs., $7.05.

Crowbars Higher Priced

Steel crowbars have been increased in price in line with rock and clay picks and other steelware. The new prices quoted are half a cent per pound higher than previously. They are now $4.75 per 100 lbs., or 4½c to 4¾c per lb.

Black Sheets Shaded Up

A slight shading of prices in black sheets of 14 and 16-gauge was made this week. For the 14-gauge $5.10 was being asked instead of $5.05, and for the 16-gauge $5.15 instead of $5.10. This was due to readjustments as regards supplies, which are scarce. Other prices for black sheets remain as in current quotations.

Tinned Wire Up in Price

Tin is in a very firm market indeed, and wire goods of all kinds are away up as compared to previous experience in the hardware trade. It need hardly be wondered, therefore, that tinned wire should be increased in price this week by 10 per cent., adding in all probability that percentage of increase to many lines manufactured from tinned iron wire, such as toasters and bird cages, soap and sponge racks, domestic wire baskets for culinary and other purposes, etc. The increase is a straight through 10 per cent. raise, applying to all sizes of tinned iron wire.

Cotton Rope and Twine Firm

Prices on cotton rope are up by about 2c, ranging from 29c for the ¼-inch size and upwards in proportion; 30c per lb. for the 3-16th size, and so on. Sash cords are increased by about 3c, No. 6 being quoted at 38c, No. 7 at 37c, Nos. 8-12 at 36½c (formerly 33½c). All lines of ropes are firm at present prices quoted in Montreal being on an average at the figures quoted in current quotations, or a shade lower in some cases for some lines. Jute fibre products are firmer priced owing to difficulty of obtaining the raw material from India.

Asbestos in Demand

Asbestos products are firmer and higher priced than in previous experience of the trade, and the demand at present for asbestos manufactured goods is unprecedented in the whole history of the trade in this most especially Canadian product. Although the labor trouble at the mines in the Eastern Townships is now satisfactorily settled, production does not entirely keep pace with demand for asbestos, which is being used more than ever for naval and military purposes. While many staple lines in asbestos products are not increased in price, sheet packings are higher; wick, rope, asbestos paper, and millboard are all considerably more costly now than they were some months ago.

Alarm Clocks Scarce

In general lines of hardware scarcity is noticed in regard to certain well known alarm clocks, which are hard to obtain in big or small sizes. Washing machines (water-power) are also difficult to obtain in any considerable supply.

TORONTO MARKETS

TORONTO, Sept. 27.—The upward flight of prices continues, and a number of important price changes have again taken place. Among the many products which have been advanced in price are stoves, ranges, heaters, furnaces, wire cloth, clap picks, mattocks, sledge hammers, sweat pads, cow bells, crowbars, wrenches. An advance of 50c in the price of white lead in oil has also taken place. Details regarding this advance are given in the weekly paint market report.

Business continues brisk, despite the high cost of goods. The fall trade has opened up well. Country trade is splendid. Collections are quite satisfactory.

The advent of cooler weather has greatly stimulated the demand for fall hardware lines, stoves and stove accessories.

Third Advance on Stoves.

An advance of 5 per cent. has been announced by a number of stove manufacturers on stoves, ranges, heaters, and furnaces.

This make the third advance of 5% each, since January 1, 1916, and Furnaces take a second advance of 5% during the same period.

Manufacturers claim that the prices in the stove line have not yet advanced in proportion to the increased cost of both labor and material over 1915 prices; this, they state, can be accounted for by the fact that nearly all our foundries have been working on 1915 contracts for materials and reserve supplies.

The munitions work has drawn labor from the stove foundries very largely, so that the manufacturers are behind in their promised deliveries for Fall. Labor for the moulding shops particularly is not available. The demand for stove mounters is also in excess of the supply.

Most dealers have had the opportunity to order ahead of the recent advances, and orders are placed very largely at prices quoted before August 1, for the manufacturers announced the first two advances well before they were made.

Unless some changes comes about in the cost of raw materials, which now show advances from 100 to 300 per cent. in some articles, it is difficult to tell what to expect in 1917. That the price of labor cannot change under present conditions, needs no explanation.

Wire Cloth Higher.

An advance of 10c per 100 sq. feet has been made in black wire cloth. The new price for 100 foot rolls is $2.35c, and 50 foot rolls $2.40c per 100 sq. ft .

Clay Picks Advance.

New and higher prices have been issued on rock and clay picks representing an advance ranging from 50c to 75c per doz. The new prices on clay picks are as follows: 5 to 6lbs., $5.75c; 6 to 7lbs., $6.25c; 7 to 8lbs., $6.50c, and 8lbs., $6.50c per doz. Rock picks 7lbs. are quoted at $6.75c, and 8lbs. at $7 per doz. Mattocks have advanced 50c per doz., to $6.25c per doz.

Sledge Hammers Up.

Makers of sledge hammers have raised their prices, ranging from 25c to 75c per 100lbs. The following are the new prices: Canada, 5lbs. and over, $10.75c; masons, 5lbs. and over, $12.25c, and napping hammers up to 2lbs., $13.75c per 100lbs.

Miscellaneous Items.

A number of smaller hardware lines have advanced, and include the following: Sweat pads up 5 per cent.; Cow bells, 10 per cent. advance; crowbars have advanced to 5¼c per lb.

Advances in Wrenches.

An advance of 5 per cent. has been made on "Stillson" wrenches, the new discount being 57½ per cent.; parts 55 per cent.

Good Demand for Tin.

The price of tin remains unchanged, and there is a good demand at present levels. The price at present looks cheap in comparison with other metals. The local quotation is 44c per lb.

Lead Strong.

The lead market is still strong, and gained further strength during the week. Prices in New York have firmed up considerably for early deliveries. Canada has been a big buyer of pig lead during for the past few weeks. The demand is good. Price locally is 9¼c.

Copper Quiet.

Copper locally is quiet, and the demand for ingot copper is surprisingly light. Sales of large quantities of brass turnings, etc., have affected the demand for copper. Price locally remains at 30c, and is considered low when compared with prices in American centres.

Spelter Buyers Active.

There is a tendency on the part of buyers of spelter to cover for future requirements. The price locally is unchanged, and remains at 12c.

Antimony Unchanged.

Antimony is unchanged and featureless. A report from New York states that there is an over-supply of the metal in America. The price locally remains at 18c. Aluminum remains unchanged at 68c. The price on this metal for a year prior to the war averaged about 22c.

Iron and Steel.

The demand for steel is as insistent as ever. Conditions to-day are altogether different from those expected, and predicted by some a few months ago. Some dealers expected that the great movement in steel would have receded by this time. Such has not been the case, however, and the great movement has started a fresh lap. Many authorities now feel that the war will last throughout next year, and that as long as the war lasts the unprecedented demand for steel will continue. Not only is there a heavy demand for war purposes, but domestic trade in the United States has shown a wonderful improvement of late. Many authorities express the view that the high prices of steel will continue long after the close of the war.

There is a good demand for bar iron. The price locally is $3.25c. base.

Wire Products Firm.

All wire products remain firm. A further advance of 10c per keg will probably take place in the price of wire nails. Wire nails are quoted at $3.80c base; cut nails at $3.40c base.

Some lines of wire fence are being sold by jobbers at lower prices than those quoted by manufacturers.

Pig Iron Strong.

The pig iron market is very strong, and there is some talk locally of an advance in prices. The demand for basic iron continues very heavy, while there has been better enquiry for foundry grades. The pig iron market in the States is stronger, and prices have advanced on some grades. Bessemer is now quoted at $22.20c, gray forge $18.95c, Pittsburg and Basic Valley Furnace, $18.25c per ton. Hamilton No. 1 is unchanged at $24.00c, and Victoria No. 1 at $25.00c.

Old Materials.

The market for old materials is holding fairly steady, and business is brisk. Scrap copper has advanced, but otherwise quotations are unchanged. The advance in copper is equal to 1½c per lb., which brings crucible copper up to 22½c, heavy copper 22c, and copper wire 22½c per lb. Lead is a shade higher, heavy lead being quoted at $6.25c and tea lead $5.25c per lb.

Black Sheets Firmer.

Black sheets have advanced 3c in the United States, and there is a possibility of still higher prices, as an advance of $3.00 a ton is looked for in sheet bars. Blue annealed sheets continue in good demand at unchanged prices. The galvanized sheet market is stronger on account of the increased strength of spelter and high cost of sheets, quotations, however, are unchanged. Prices on sheets are given in the current market quotations.

Machine Tools.

The machine tool market continues active, business being confined almost entirely to large-swing lathes for munition plants. Owing to the demand for this class of equipment both in Canada and the States, deliveries are getting more backward. The market for smaller tools, such as milling machines and tool maker's lathes is quiet, as they are very hard to get.

LONDON MARKETS

LONDON, Ont., Sept. 26.—A number of further important price changes have gone into effect this week. Prices on practically all hardware lines are firm, and further advances are expected. Jobbers are soliciting orders for spring delivery. Cutlery for the Christmas trade is very scarce. Collections are good. Business here and in the surrounding districts is excellent for this season, despite the high prices asked for goods.

Hammers and Wrenches Up

Whitman & Barnes hammers, wrenches and sledges have advanced from 10 to 20 per cent.

Pipe Fittings Higher

An advance of 10 per cent. has taken place in pipe fittings. New discounts are as follows:—Bushings, 55 per cent.; unions, 55 per cent.; plugs, 50 per cent.; nipples, 65 per cent. Class B and C remain unchanged at 20 per cent.

Post Hole Augers Up

A new price has been issued on Irvan post hole augers as follows:—8 in., $18.50 doz.; 9 in., $19.70 doz.; 10 in., $23.05 doz.

Snaths Advanced

The price of snaths has advanced, and quotations for spring booking are as follows:—Patent 00, $12.50 doz. list; 1, $12; 2, $11.50; 3, $10.50. Ring and wedge—$10.50 doz. list. Brush—$13 doz. list.

The discount off above prices is 20 per cent.

It will be noted that list prices on some types of snaths are higher than last year. The discount last year was 30 per cent.

Picks and Mattocks Up

An advance has taken place on clay picks and mattocks. Prices are as follows:—Clay picks, 5-6 lbs., $5.75 doz.; 6 to 7 lb., $6.25 doz.; mattocks, $6.25 doz.; grub hoes, $5.25 doz.

Crowbars Up

Crowbars have fallen in line, and the new and advanced price is 5¼c lb.

White Lead Up 50c

Paint manufacturers have announced an advance of 50c per 100 lbs. in the price of white lead in oil. Quotations are now $13.95 per 100 lbs. in ton lots; $13.75 per 100 lbs. in less than ton lots. The demand at present is not heavy. A special article elsewhere in this issue deals with the white lead situation.

Nails Very Firm

All wire products are firm and unchanged. Nails remain at $3.80 base for wire, and $3.40 base for cut. An advance of at least 10c is expected shortly on wire nails. Fence wire is quoted per 100 lbs. as follows:—Barb, $4.25; No. 9 plain galv., $3.90; No. 12, $4.05; No. 13, $4.15; No. 9 coil spring, $3.95; No. 10 O. and A., $4.41; No. 11, $4.46; No. 12, $4.55.

Linseed Oil Unchanged

There is only a fair demand for linseed oil. Quotations are unchanged as follows:—1 to 2 bbls., raw, 83c per gal.; boiled, 86c per gal.; 3 to 5 bbls., raw 82c per gal., boiled 85c per gal.; 6 to 9 bbls., raw 81c per gal., boiled 84c per gal.

Turpentine remains at 71c per Imperial gallon in single barrel lots; 70c in 2 to 4-barrel lots; 78c in 5-gal. lots.

Improved Glass Demand

There is a fairly good movement in glass. The discounts are as follows:—Single diamond, 20 per cent.; double diamond, 20 per cent.; cut lights, 50-5 per cent. Putty remains unchanged at the following prices:—

Standard 100-lb. drums, $3 per 100 lbs.; standard, 25-lb. drums, $3.10 per 100 lbs.; pure, 100-lb. drums, $3.70 per 100 lbs.; pure, 25-lb. drums, $3.80 per 100 lbs.

Wire Cloth Higher

Black wire cloth has advanced 10c per 100 s. ft. The new price for 100-ft. rolls is $2.35; 50-ft. rolls, $2.40 per 100 sq. ft.

WINNIPEG MARKETS

WINNIPEG, Sept. 28.—Generally speaking, the markets for the past week have remained steady, and no great changes have taken place in wire and steel products, such as barb and galvanized wire or galvanized sheets. However, revisions in various lines of builders' hardware have gone into effect, due to the recent advances in steel, and this week new quotations are being made on light and heavy tee and strap hinges and plated butts. Sash cords has also advanced, and quotations on harvest tools for spring delivery have been made.

Harvest Tools 40 Per Cent.

Business being solicited for spring on harvest tools is on the basis of the present selling price, viz., 40 per cent. discount from list. Now would seem to be a good time for merchants to cover for their next year's requirements, as no guarantee is held out that this discount will hold throughout the season.

Dollar Watches Up.

An advance of approximately 20 per cent. in the price of watches has practically eliminated the dollar watch from the market at the present time. New quotations on Ingersoll lines follow—Ingersoll Watches—Maple Leaf, each .90c; Climax, $1.10c; Winner, each $1.80c; Reliance, each $2.55c.

Scythes and Grass Hooks Up.

Another advance is recorded in the price of scythes and grass hooks, new quotations on scythes being about 50c per doz higher than prevailed last season. Orders for spring are being on the following basis:—Grass hooks, $1.95c per doz; grass scythes, $8,75c to $10.75c per doz.; bush scythes, $9.50c per doz.

The latest quotation on hinges are given below:Heavy tee, 4-in., $1.75c per doz. prs.; 6-in., $2.50c; 8-in., $2.85s; 10-in., $5.80c. Heavy strap, 4-in., $2.10c per doz. prs.; 6-in., $2.80c; 8-in., $3.75c; 10-in., $6.70c. Light tee, 3-in., 70c. per doz. prs.; 4-in., 75c; 6-in., $1.05c; 8-in., $1.25c. Light strap, 3-in., 70c per doz, prs; 4in., 85c.; 6-in., $1.20c; 8-in., $1.75c.

The light tee and strap hinges are based on a discount of 30 per cent.

Plated Butts Higher.

Plated butts No. 241 in "A," "F," and "D 2" finishes are being quoted on the following basis: 2½ x 2½in., 24c per pr.; 3 x 3in., 25c; 3½ x 3½in., 25c; 4 x 4in., 31c.

Sash Cord Advanced.

The advance in sash cord as noted below is rather a sharp one, to-day's prices being 3 cents per pound higher than previously quoted. The recent advances in cotton rope have undoubtedly influenced sash cord, and other lines on which changes may take place are chalk and mason's lines and clothes lines. To-day's prices for these lines would seem good buying. The new prices on sash cord are as follows: No. 7, 41c per lb.; No. 8, 40c; No. 9, 40c; No. 10, 40c.

Builders' Hardware Up.

Various lines of builders' hardware are advancing in price, and everything



McCutcheon in Chicago Tribune.

"DOCTOR" WILSON.

The Drastic "Operation" of President W ilson to Prevent the Threatened Strike of Railroad Employees.

points to a general advance all along the line for the spring trade. Two more lines which are affected this week are: Common rim and mortise door knobs, which now sell to the retailer at $1.45c per doz., and Caldwell sash balances, which are being quoted at a discount of 25 per cent.

Safety hasps, hasps and staples, screen door hinges in pairs and sets and cellar window bolts have all come under revision, and new prices being made are at an advanced figure.

Business Good.

Business continues excellent, and records now point ttto a splendid month's business. All seasonable lines are in demand, and this applies particularly to stoves on which the trade is exceptionally brisk. Jobbers are at present experiencing some fear that stocks they have provided will not be ample, and further supplies are almost unavailable. New stocks, which must be brought in, will show decided advances in price also, ranging from 10 per cent. to 25 per cent., so it would seem that now is the time to have stocks sufficient for the year forwarded.



—Racey in Montreal Star.

Composite picture of the wonderful new British walking-machine-gun-fort, made from the various cable news despatches describing the monster.

HARDWARE LETTER BOX

Lightning Rods

In answering an inquiry for names of manufacturers of lightning rods from J. E. Scriven & Sons, Tilbury, we inadvertently omitted the name of the B. Greening Wire Co., Hamilton, Ont., who have been manufacturers of lightning rods for many years.—Ed.

Galvanum Paint

Metallic Roofing Co., Toronto.—Please advise where we can procure galvanum paint.

Galvanum paint is made by Goheen Mfg. Co., Canton, Ohio, and is sold in Toronto by Sanderson, Pearcy & Co.—Ed.

NEW AUTO ACCESSORIES

In the way of automobile fittings, the Unique Findings & Supply Co., Providence, R. I., have placed on the market a contrivance for ventilating cars. It may be fastened to doors opening either from front to rear or vice versa. The "Fore-Door Ventilating Rods" come in pairs. They simply hold the fore-doors slightly open but the difference made in ventilation is said to be decidedly advantageous. They come in bronze nickel plated, malleable iron nickel plated or malleable iron black and nickel.

Another accessory offered by this firm is a combination crank holder and number bracket for Ford cars. It claims to hold the crank handle in an upright position protecting it from road obstructions and mud and may be attached by the same nuts that hold the front spring clip. T[illegible]



The above window display will furnish some splendid ideas for the window trimmer when arranging a Fall window.

PRACTICAL SHEET-METAL WORK

THREE PIECE ELBOW WITH GUSSET OR GORE PIECE.

BY THOMAS STANFIELD

SOME time ago we showed how to develop pattern for a register box, or a round to square. In this issue we are about to show a pattern which is in many ways a similar kind of a pattern except that the base is not straight, but rather at an angle as shown in perspective drawing, Fig. 1. Such are known as tapering roof flanges for inclined roof.

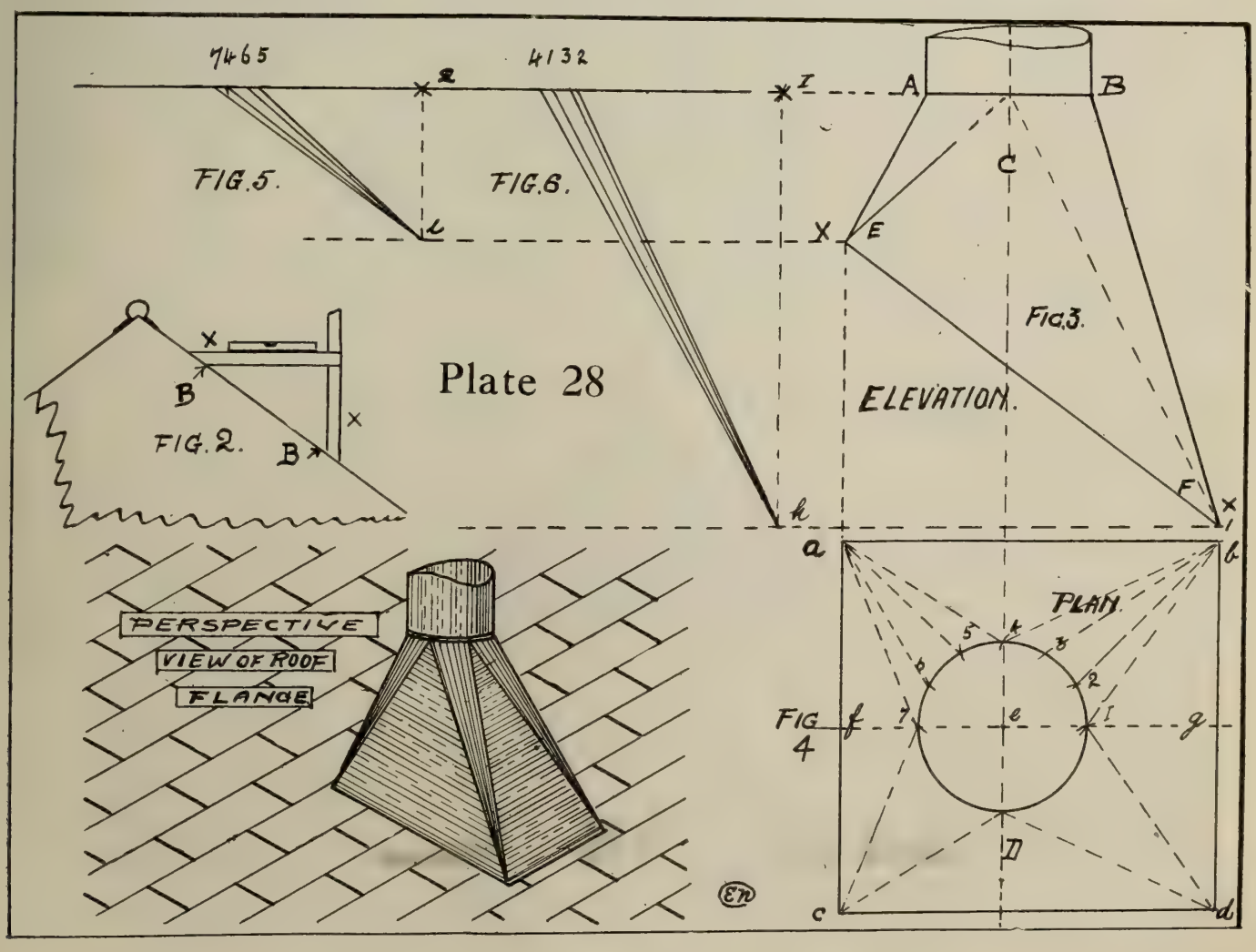
The first thing to do is to determine the pitch of the roof. If the roof is an old one, or already built, and there is no plan showing the pitch, a very easy way is shown how to get the proper pitch as seen in Fig. 2.

Place two pieces of lumber 1 in. x 2 and long enough to manipulate as shown X.X. Then by using the square and level in the way described, the pitch is determined at B.B., placing the level on horizontal piece, then B.B. will give the correct bevel required.

Now to proceed with the development of pattern, assuming line X. & XI. in Fig. 3 to be the slant which the flange is to have so as to fit the roof, and A. B. the diameter and position of pipe, erect a vertical line C.D., which must be centre of pipe. Next draw the two lines down from A. B. to X. & XI. Having done so, erect vertical slanted dotted lines from XI. and X. to centre of solid line A. B. We have now got a true elevation plan of the whole flange. We will now proceed to develop Fig. 4, by forming a square a.b.c.d. being formed by extending downward from E.F. in Fig. 3, and squaring the results as shown in Fig. 4, then intersect this square in centre horizontally as shown at f.g. resulting in getting the centre shown at e., from this centre draw a circle which will be the exact diameter of the pipe, and at the same time establishing the position of pipe in the flange.

Next space off as shown in 1, 2, 3, 4, 5, 6, 7, all of which must be perfectly equal, having done so, draw the dotted lines as shown a4. a5. a6. a7., also b4. b3. b2. b1., thus ending development of Fig. 4.

(Continued on Page 43).



WHAT OTHER PAPERS SAY

A BUNCH OF ABSURDITIES

(From *The Ironmonger*—England).

The Board of Trade has published another Schedule of Rulings and Decisions arrived at by the Department of Import Restrictions. The following articles, among others, are prohibited:—

Bathroom accessories of metal; belt-hooks (steel) for binding machinery belting; brass hose couplings; brass nails; brass oil pumps; broom handles; clothes-line reels in metal cases; collapsible metals cups; cyclometers; ear-markers, tin; electric switches; hatchets; iron nails with all-brass heads; ignition wheels for automatic lighters; machines for packing powders; burners and tools for stoves of Primus type; punched steel rivets; screw hooks for coat-hangers; steam traps; trouser-presses.

The importation of the following is not prohibited:—

Battery cells (complete), or electric batteries; cement for leather belting; enamelled teaspoons; envelope-sealing machines; gut for stringing tennis rackets; iron nails with a covering of brass on the head; machine for spraying limewash; mathematical instruments.

An examination of the foregoing confirms our our opinion that since Sir Guy Granet left the Department its decisions are made purely arbitrarily and without any logic or considered policy. The eccentricities in this list are so pronounced that they can only be accounted for by ignorance. It would be reasonable to suppose that the Department was conducted on one of three principles:—

To prohibit the importation of things we can make at home.

To prohibit those things we can do without for the time being.

To prohibit the things that take up a lot of ship-room.

If all these circumstances are considered every time, the decisions are still illogical and contradictory. Why let in bulky spraying-machines, of which there are half-a-dozen makers in England, and exclude machines for packing powders, which are much more difficult to buy here? Where is the sense of letting in gut for stringing tennis rackets and machines for sealing envelopes, and, in the fact of the official warning about coal, keeping out parts of a stove that is badly wanted in camps and trenches? What sort of mind is at work that differentiates between a metal device for fastening belting and cement for the same purpose? The pick of this bunch of absurdities, however, lies in the following:—

Iron nails with a covering of brass on the head—Not prohibited.

Iron nails with all-brass heads—Prohibited.

The Solomon at Carlisle Place who achieved this nice difference between picture nails should consult the Book of Proverbs, for nowhere else is writ so large the only epithet appropriate to one responsible for such a decision.

COMBINATIONS IN FOREIGN TRADE

(From *Journal of Commerce*, N. Y.)

So deeply has populism entered into the mind of politicians that combinations to facilitate trade in foreign countries are regarded with the utmost suspicion, and unanimous consent could not be had in Congress for a measure permitting manufacturers to combine to maintain selling agencies, and in other ways reduce the cost of doing an export business. This is evidence of the extent to which human action is the result of prejudice or sentiment rather than of intelligence and reason.

The popular uprising against trade combinations was due to their power of suppressing competition and increasing prices. Thirty years ago Congress concluded that competition could not be depended on between railways, and therefore established a regulative commission, somewhat inconsistently, however, trying also to prevent combinations; and in the original Sherman law it undertook to enforce competition among industrials. We now have a Trade Commission to supplement the Sherman and Clayton laws, and we are still trying to get some competition out of railroads, though with the power of fixing rates vested in the Interstate Commerce Commission, it cannot matter whether the railroads are controlled by one company or a hundred companies.

It was a perfectly rational proposition to prevent high prices by preventing corporations from combining and suppressing competition. But the purpose of combination for the export business is to make it possible to reduce prices and compete with other nations on more favorable terms. Even if this were not the purpose, or the effect, and the result of combinations were to advance prices, there is no reason why we should concern ourselves about the welfare of the foreigners whose money the exporters are seeking.

There has been a very general belief in this country that goods were sold abroad cheaper than at home, and this has not been wholly without foundation, though there may have been less of it than one would infer from political speeches. There is reason for this feeling only so far as domestic prices may be artificially sustained in order to make it possible to sell goods abroad at cost, or very near it. But if the domestic prices are not unreasonable or artificial, there is no reason why Americans should care if the goods are offered to foreigners at lower prices.

In Germany there has been no objection to this sort of trade, and the kartels, which control the greater part of the export trade, are sustained by the Government and by public opinion in charging high prices at home and selling abroad for any price that competition, or the extermination of a foreign industry, may make necessary.

American public opinion will never go so far as to tolerate that. But where the smaller exporters desire to seek foreign orders in bulk to be divided among themselves, or to divide among several concerns the cost of maintaining a foreign selling agency, it is the height of folly for American politicians to get in the way of a business that brings foreign moneys here to disburse as wages to American workingmen.

INDUSTRIES AFTER THE WAR

(From *Paint, Oil and Drug Review*).

Popular ideas are powerful not in proportion to their truth but in proportion to their general acceptance. In the days of Salem witchcraft it was of no help to the poor woman who was condemned as a witch to know that she was innocent and the whole affair a foolish superstition. The execution went on just the same.

There is a great deal of needless popular conversation going on just now about what will happen "after the war." It has been pointed out by many practical men that for years after the war our industries will be pushed to their limit to supply the needs of the world which it will be impossible for the European nations to furnish because of their own needs and shattered resources. So far from the business demand ceasing in this country, it must go on increasing for a long time to come. Many of our largest manufacturing plants are being compelled to enlarge the size of their plants to supply our own demand, and when the world demand increases, as it must increase, the growth will continue. Some special industries like armor plate and ammunition will feel the depression of course, but armor plate mills can go back to making rails, and ammunition factories can be immediately converted into dye, chemical and drug plants. Carbolic acid, alone, for example, has been produced in this country by synthetic methods from benzol at a tremendous increase in volume, so that we are now producing three times as much as the total domestic consumption before the war, and much more than we could normally consume. But the plants that are supplying this war demand can be converted almost instantly to the production of solo, sodium salicylate, Phenolphthalein, salicylic acid and hundreds of other coal tar preparations for which the drug trade are now paying exorbitant prices to foreign manufacturers.

This kind of quick change should of course be planned in advance and carefully studied, and it will be found thoroughly practical both chemically and commercially.

If this is not done and individuals allow themselves to be put in the position of being caught with large supplies of unsaleable merchandise in their hands, then we may expect financial difficulties to arise, but the manufacturers are too shrewd and too far-sighted to allow this to happen when there is so simple a safeguard in sight. But it is not enough that the manufacturers should be prepared against conditions; the public should be made to understand that America has become a world power industrially, commercially and politically and when the warring nations cease fighting, they must come to us and buy to such an extent that our financial prosperity will extend far into the future until such a time as too great prosperity brings inflation and the business world then must pay as in years gone by for their own folly. But the end of the war should measure only the beginning of America's great period of world mastery—the golden age of industry in our native land. Looked at this way, doubt and apprehension cease and no check on our great industrial development need be felt. If everybody stops to worry the dawn of peace might be made temporarily a time of difficulty, not real but none the less harmful.

DAYLIGHT SAVING A SUCCESS

(From *Maritime Merchant*).

Just before the last issue of the *Merchant* had gone to press, the city of Halifax reverted to standard time. After a summer's trial we think it can be said that daylight saving was on the whole a success. At least, on the principle of the greatest good to the greatest number there would seem to be no reason why the plan should not be repeated in future years, for the experiment has been successful enough to warrant that. It would be much better if it were to be made general by federal legislation throughout the whole Dominion, but failing that, or even failing provincial legislation for Nova Scotia, we think the city of Halifax should repeat the plan of "daylight saving" in future years.

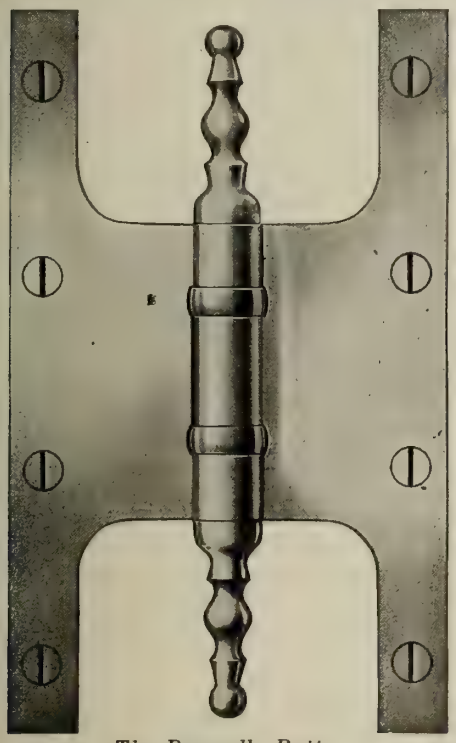
The popularity of the present year's innovation was particularly marked among a certain class. People whose occupations took them to work at 8 o'clock or later in the morning were practically all in favor of the scheme. Those, however, whose work began at 7 o'clock standard time did not see the same advantage in it and it was natural that they should not; for the thing that made it so popular with their late-rising brethren was that it gave them a new hour out of the juciest part of the day that in previous years they had been accustomed to spend in bed.

NEW HARDWARE GOODS
OFFERED TO CANADIAN HARDWAREMEN

STANLEY WROUGHT STEEL "PAUMELLE"

The Stanley Works, New Britain, Conn., has recently added a "Paumelle" to its line of ball bearing butts.

"Paumelle," pronounced "Po-mell," is French for hinge, and this design of



The Paumelle Butt.

butts, unlike most other types of builders' hardware, originated abroad.

The long leaves are mortised into the jamb, and are made narrow for a light, or French door.

Because of the artistic effect of the barrel, and the steeple tip, this type of butt is being used on doors of stock thickness. The gauge of the metal and the strength of the butt are such, it is claimed, that it is just as serviceable as the standard type of butts.

No. 5345 has a long throw. It is made in two sizes, 7½ x 3½, and 7½ x 4½. The dimensions are measured over all, first the length of the butt leaf and then the extreme width of the open Paumelles.

This butt is finished in all standard Stanley finishes, and is packed one pair in a box with screws.

NEW EMPIRE SILO ROOF

The "New Empire" silo roof, here illustrated, is offered to the trade by the Metallic Roofing Co. of Canada, Ltd., Toronto and Winnipeg.

The makers state that the new roof is self-supporting, and has been designed after full and careful investigation into all the requirements of the silo owner.

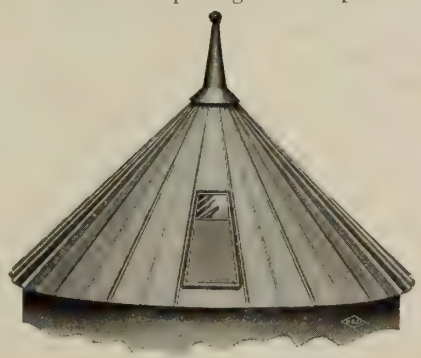
A big light of strong, thick glass, reinforced with wire, is set in the hatch cover, giving lots of light, and a large ventilator surmounts the peak. When the big hatch is open there is plenty of escape for dust and gases while filling, which, it is said, is very important and necessary.

There is only one bolt to each roof sheet, and the big slide side lock, the makers state, is so simple and easy that a child could connect the sheets. Clear printed instructions for erecting go with each roof.

It is also stated that you can put a "New Empire" on any kind of silo—wood stave, concrete, cement block, or hollow tile. A wood plate about 2 inches thick should be put on all but stave silos.

The roof is said to assure protection from fire, lightning, rain and snow. Strong metal straps, attached to the under side of each roof sheet, hold the roof securely against all storms.

The roofs are built to square pitch, so that there is lots of room to stand up and tramp the ensilage. The roof is made of Empire brand galvanized iron. The "hatch" opening is exceptionally

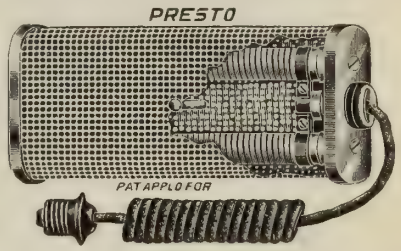


"New Empire" Silo Roof.

large, measuring 2 feet at the bottom by 4 feet high. Complete descriptive matter will be supplied on request.

NATIONAL AUTO HEATER

The National Electric Auto Heater is being marketed by the National Electric Heating Co., Toronto. The heater, it is claimed, will keep the radiator from freezing. It will also keep the engine warm while the car is in the garage. All that is necessary is to put the heater under the hood and connect the plug to the lamp socket. The heater measures



9½ x 3¼ x 1¼ inches, and consumes 200 watts. It is finished in black, and is supplied with 8 feet of cord complete. The heater retails at $3.50.

PRACTICAL SHEET METAL WORK

(Continued from Page 41).

We will now turn to Figs. 5 and 6. First extend the horizontal lines A.B. and another line from XE. and XI., Fig. 3, as shown, the top line solid, the rest dotted, then draw vertical dotted lines downward from line at top as shown at XI. to h. and Fig. 6, X2 to i., Fig. 5. We will now proceed to determine the true lengths of slant lines by placing compass point at bI., Fig. 4 and transferring this to horizontal line Fig. 6. Next b2, b3, and b4, as shown 4, 1, 3, 2, then and repeat the operation in developing Fig. 5, by using a7, a6, a5, a4, from X2, giving 7, 4, 6, 5, as results, and erecting slant lines from i to the latter numbers.

NOTE.—This problem will be concluded in our next issue.—Editor.

TRAIL SMELTER GIVES RATE TO AMERICAN MINES

Recognizing, it is claimed, the increasing importance of the Valley mining district in Stevens County, Wash., the Consolidated Mining and Smelting Co., of Canada, has authorized a reduced treatment charge on ores that go into its smelter at Trail, British Columbia, and the Great Northern Railroad has also announced a reduction in the freight rate, both schedules to become effective about October 1.

The reduction rate will be $1.50 per ton on ore that runs between $25 and $50 per ton, and the freight will be $2.45, or a total freight and treatment charge of $3.95 per ton.

If ore values exceed $50 per ton, a proportionate additional charge will be made both on freight and treatment.

WEEKLY PAINT DEPARTMENT

White Lead Firm at New Price

An Advance of Fifty Cents Per Hundred Pounds in White Lead in Oil Makes Price Same as That Prevailing During the Summer — Strength in Pig Lead Market

LAST week's issue of HARDWARE AND METAL stated that white lead in oil showed a firmer tendency following recent firmness and advances in the pig lead market. This week an advance of 50c per 100 lbs. has been announced on white lead in oil. The recent advance places white lead in oil in the position it occupied (from a price standpoint) from about March 20 to Aug. 16.

During March white lead in oil made the enormous jump of $2.25 per 100 lbs. boosting the price from a previous high level up to $13.95 Toronto basis for ton lots.

About the middle of August following several declines in the price of pig lead, a reduction of 50c per 100 lbs. was made in the price of white lead in oil.

When reporting the decline in the August 19 issue HARDWARE and METAL stated as follows:

"As anticipated for some time past and as predicted by HARDWARE AND METAL several times of late, white lead in oil has declined in line with the weakness of the metal, and is now quoted $13.60 a 100 lb. for less than ton lots and $13.30 for ton lots (Montreal prices). Some surprise is manifested at the amount of the decline as it is felt that the drop is greater than the 35c decline in the pig warranted. This feeling gives strength to the slight undertone of firmness that has crept into the situation coincident with the decline. In some quarters the opinion is expressed that the weakness in the metal market may only be a temporary one and in confirmation of this supposition it is pointed out that white lead and oil maintained their position in the States in the face of the metal decline."

The foregoing opinions were well founded. Hardly had the announcement of the reduction been made, before the pig lead market began to advance and has been forcing itself upward ever since.

Figures compiled on lead prices by the American Metal Market, New York, a leading authority, will give readers some idea of how the pig lead market has fluctuated since the first of the year. The following table shows the principal price changes that have occurred so far this year, New York prices:—

1916—		
Opened		5.50
January 4	Advanced	.25c to 5.75
January 7	"	.15c to 5.90
January 21	"	.20c to 6.10
February 9	"	.15c to 6.25
February 16	"	.05c to 6.30
March 3	"	.10c to 6.40
March 7	"	.20c to 6.60
March 14	"	.40c to 7.00
March 30	"	.50c to 7.50
June 2	Reduced	.50c to 7.00
July 5	"	.50c to 6.50
August 2	"	.50c to 6.00
August 17	Advanced	.25c to 6.25
August 18	"	.25c to 6.50
September 15	"	.25c to 6.75
September 19	"	.25c to 7.00

One year ago the price of pig lead was $4.50. The average price for a year prior to the war was $4.16 New York, and $4.04 St. Louis.

The pig lead market is still showing strength and there are at the time of writing indications of further advances. There appears to be a good demand for lead. Independents of late have promptly advanced their prices following advances made by the Trust. American brokers who do a large export business are in the market for supplies. They are careful, however, in their buying are making every effort to prevent further advances.

Pre-War Prices

Prior to the outbreak of the war white lead in oil was quoted to the retail trade at $8.20 per 100 lbs. in ton lots, Toronto basis. The price to-day allowing for the advance of 50c this week is $13.95 in ton lots, with 30c per 100 lbs. advance for less than ton lots. A reduction of 60c per 100 lbs. is allowed off the ton lot price for buyers who can take five tons.

The white lead market has been very unsettled many times since the outbreak of the war. It has not been uncommon to hear of quotations made by jobbers, which were considerably lower than the prices being quoted for the same goods by manufacturers. The jobbers making concessions, of course, were those who had and have heavy stocks purchased at much lower prices than prevailing market values.

A Remarkable Procedure

In the issue of May 29, 1915, HARDWARE AND METAL in referring to the pig lead market stated in part, "Lead has advanced in price during the past week and in many quarters higher prices are predicted. It is remarkable that with all other metals having so sensationally advanced, lead should to-day be only about ¼c per pound higher than before the war began. It is interesting to note that there has lately developed a movement for the use of lead instead of spelter in the manufacture of lead-

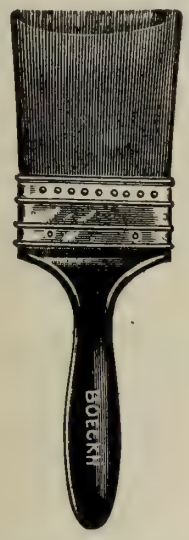
GUARANTEED

PURE BRISTLES

SET IN RUBBER

MADE BY

BOECKH'S



Established 1856

Boeckh's begin the manufacture of Set-in Rubber Brushes

SCIENCE and experiment are always evolving better ways of doing or making things—brushes among them; and when science and experiment have reached sound conclusions it is for us all to accept the results.

Speaking for ourselves; we've been making brushes in Canada for 60 years. The brushes we made 60 years ago were the best brushes made at that time, but they were far behind the brushes we have been making during recent years. We have learned better ways, because we have not been mind bound. Our own labors and genius in our realm have enabled us to improve our business in every particular, and we expect that the future still will continue to reveal to us new things and better things—though we are frank to confess that it does seem that perfection has already been attained.

All this is introductory to the announcement which we have to make; viz., we are now installing a plant for the manufacture of Set-in-Rubber Brushes.

We'll continue to make **"STEEL GRIP" Brushes,** the absolutely perfect Painter's tool, as Set-in-Rubber Brushes cannot excel them as a working tool, but because a demand has sprung up for the Set-in-Rubber Brush, we are making this Brush as well.

Concerning **Boeckh's Set-in-Rubber Brushes,** the following particulars are given:

The Bristle and Hair in these brushes, as in all our Painters' Brushes, are of the highest grade, and are prepared by our Special process, which retains the elasticity and softness of ends—the part of a brush upon which good results depend.

Boeckh's Brushes, as a consequence, are perfect in quality and wear long and satisfactorily.

Each individual Bristle is held secure by Pure, best quality Rubber, not a rubber cement containing mostly cold tar pitch or other cheaper materials. The butts of the Bristles are completely covered with strictly Pure Rubber while in a semi-liquid state, and then vulcanized until it is absolutely hard and will not under any circumstances permit of the Bristles coming out.

By the introduction of many labor-saving processes, and also owing to the large volume of business, we are able to give extra value, and also supply Brushes that give the maximum of wear, which means satisfied customers.

As we have been manufacturing Brushes for over sixty years we know how to combine quality, style and finish at the lowest possible cost, and to supply the trade with guaranteed goods that, in all cases, give absolutely satisfactory service.

OUR TRAVELLERS WILL SHOW YOU SAMPLES WHEN READY.

The Boeckh Bros. Company, Limited

TORONTO, CANADA

If interested, tear out this page and keep with letters to be answered.

coated sheets to take the place of galvanized sheets. One thing is sure, lead has been selling at very low prices and any marked improvement in the demand would undoubtedly have the effect of advancing prices."

The following week HARDWARE AND METAL stated: "The latest addition to the active list is lead, which on the recent movement has advanced $14 a ton on the other side.

During the last half of the year lead prices declined on several occasions. By the end of the year lead had gone down to $5.50.

The year 1916 opened with lead quoted at $5.50, New York, but the market advanced on Jan 4, and the most important changes since that time are shown in the table in this article.

Production In Canada

Lead is mined in Canada to some extent. Despite prevailing opinion in some quarters to the contrary, and although there was an increase of 25 per cent. over 1914, the 1915 output of lead in Canada has been exceeded in six of the past fifteen years. The production of lead in Canada in 1915 was 45,377,065 pounds. Valued at $5.60 per pound the average price of pig lead in Montreal for the year, the production of 1915 was valued at $2,541,116. The 1915 production consisted principally of pig and manufactured lead at Trail, B.C.

WEEKLY PAINT MARKET

(Continued from page 48.)

before the pig lead market began to advance again, and it has advanced several times since that time. This week lead in the primary markets is firmer for early deliveries. Canada's purchases last week at New York took large quantities of prompt and October lead out of the market.

Paint Remains Firm

Ready-mixed paints remain firm at last week's advance of 20c for whites and 10c for colors. Manufacturers are suggesting that retailers charge 10c per quart more for white paint than for ordinary colors.

The raw material situation is still a serious one for paint manufacturers. A table in last week's issue of HARDWARE AND METAL gave an indication of the heavy increases in the costs of raw materials to the manufacturers.

Linseed Oil Unchanged

Linseed oil remains unchanged at last week's prices. There is still a wide range of prices quoted. The demand for oil cake continues good. The range of local quotations follows:—

	Raw.	Boiled.
1 to 2 bbls., per gal.	..79-83c	81½-86c
3 to 5 bbls., per gal.	..78-82c	80½-85c
6 to 9 bbls., per gal.	..77-81c	79½-84c

Turpentine Remains Unchanged

Local prices remain unchanged on turpentine. The demand continues to improve locally. There is a range of quotations locally as follows:—

	Per Imp. gal.
1-barrel lots	67c to 71c
2 to 4-barrel lots	65½c to 70c
5-gallon lots	72c to 75c

Government making heavy purchase for new arsenal at Lindsay, but will not give out particulars, as they do not want to emphasize such facts at present.

Improved Demand for Glass

The advent of colder weather has improved the demand for glass and putty. Quotations on both lines remain unchanged at prices shown in current quotations.

A BLESSING IN DISGUISE

(From *The Journal of Commerce*).

The crop estimates in our Western Provinces have been modified lately owing to the prevalence in some sections of what is called "black rust" in the wheat fields. The same conditions are found in the neighboring Western States of the American Union. In both countries this has been regarded as a misfortune. But words of comfort and encouragement concerning it come from a prominent American banker. "A one year disaster but a ten year blessing," is the description of the situation given by Mr. Theodore Wold, Governor of the Ninth District Federal Reserve Bank, Minneapolis. The damage to the wheat will, he thinks, teach the farmers the mistake they make when they rely so largely on wheat, and will give a much needed impulse to stock raising. His views deserve attention on the Canadian as well as on the American side:—

"Doubtless this year will bring the greatest stimulus ever known to live stock raising on the farms. The wheat crop losses make a better preachment against the one-crop fallacy than all the agricultural colleges of the Northwest States. These losses will do more to bring it home to farmers that the man who is a stock raiser as well as a wheat grower is the man who is insured against loss.

"It is true that wheat has been a good crop financially. Last year the price was high, and again this year the farmer who has a good wheat crop is fortunate. Most of the farmers have no wheat crop at all, or a low yield of poor quality.

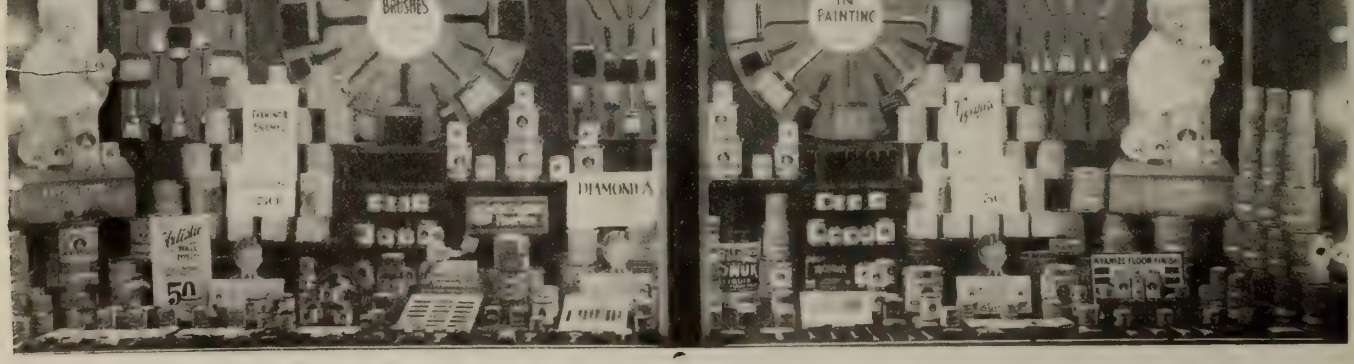
"The man who can get $120 these times for a steer is not going to be hard up. Looking at it close up, the year is bad. Viewing it from the long range, it is a blessing. We will all realize this ten years from now."

The damage on the Canadian side is not so great as in the American sections described by Mr. Wold, but it is large enough, and perhaps the lesson as to stock raising may be as useful here as on the other side.

THE POSITION OF NEWFOUNDLAND.

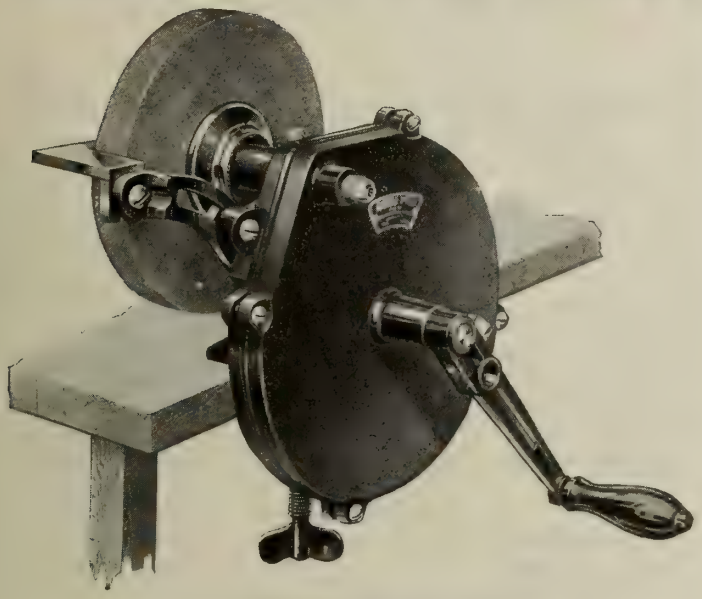
(From *Commerce Reports.*)

From a commercial standpoint, no British colony was affected less as a result of the war than Newfoundland. The principal foreign countries to which its products are marketed remained open (excepting Germany), and the higher prices realized for its fish products, such as cod, herring and seal oil, greatly offset the advanced cost of transportation. Transportation facilities were fairly good prior to the year 1915, but tonnage requirements have proved inadequate since then, due to the war. To somewhat offset the shortage of vessels, thereby relieving the congestion of freight at the home ports and ports in the United States and Canada, old wooden steamships of the sailing fleet are used in addition to several large sailing vessels of the better class, purchased in the United States and Canada.



The above window display will furnish some splendid ideas for the window trimmer when arranging a Fall window.

Immediate Deliveries on
American Self-Oiling Grinders



Every Machine Guaranteed Perfect

TOOL GRINDERS SICKLE GRINDERS POWER GRINDERS

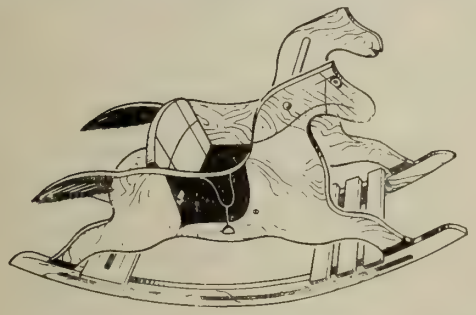
Excellence in workmanship, material and finish. Order from your jobber. Insist on American Self-Oiling Grinder with Malleable Clamps. They sell best and give full measure of satisfaction. If he does not handle, write direct to Factory or

WESTERN AGENTS: Merchants Hardware Specialties, Calgary, Alta.

EASTERN CANADA AGENTS: John H. Graham & Co., 113 Chambers Street, New York City.

American Grinder Mfg. Co., Milwaukee, Wis.

Shoo-Fly Rocker
A big selling Proposition



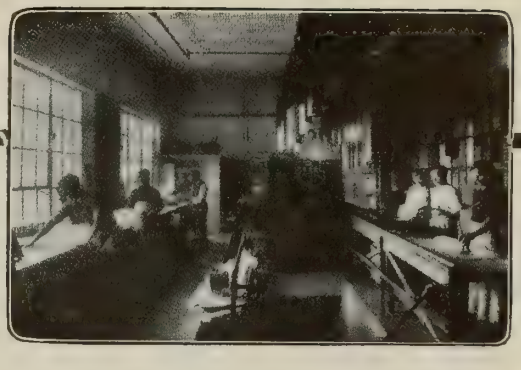
We present extra value in these Shoo-Fly Rockers. They are hand-finished in Dapple Grey in contrast to the regular machine finish in burl-walnut. Bridles, saddles and trimmings are handsomely painted in bright colors.

When beauty invites purchases, and then strength and service gives the utmost in satisfaction.

Drop a card for full details

The Schultz Brothers Co., Ltd.

Brantford, Ont., Canada



TESTING our varnishes in our own finishing shops before shipping, under actual working conditions is an important link in the chain of our perfect varnish service.

This rigid inspection, and practical criticism of our products by our own experts prevails throughout our manufacturing department from the gum melting to the final sealed package.

This is why we are enabled to ensure goods that are absolutely dependable, and have established such a feeling of confidence in our Finishes among all classes of consumers.

Berry Brothers' label is an efficient varnish salesman, as it is generally conceded among buyers that "if it's Berry's it's right."

Make your varnish business grow by featuring Berry Brothers' line.

We make a specially adapted varnish or enamel for every known use.

Write for our price list and interesting dealer's proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

WALKERVILLE, ONTARIO

(342)

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Sept. 27.—Following the rise in price of paints, both white and colored, last week, there has been a lull in the situation as regards changes with the exception of white lead in oil. The manufacturers are studying the effect on demand of the increased prices announced, and though it is a little early to assume that there has been no difference in the way of lessened demand due to economies in paint to meet the increased cost, still the impression all round is that demand is not being in any way affected. Certainly one large manufacturing firm in the paint business was able to report exceedingly brisk demand, more in fact than the firm could comfortably meet owing to the difficulties in regard to raw materials, labor, and the contributory matters affecting the situation. Other large firms experienced steady if not sensational demand and the outlook in general was hopeful for good business during the late Fall.

White Lead Advanced.

White lead in oil has gone up 50 cents per 100 lbs. for the pure product, the price quoted in ton lots for the 1st grade being $13.70c per 100 lbs., for the 2nd grade $12.30c., and for the 3rd grade $10.05c. Lead is a firm market, and it is not improbable, according to some opinion in the trade, that further increases may be seen in lead, the whole metal market being uncertain and erratic with firming tendencies all the time, and occasional relapses to lower figures temporarily.

Dry Colors Difficult

Difficult as ever for the paint manufacturer is the dry color situation. Many accustomed raw materials are very scarce, and the manufacturers are considering with interest the various new chemicals and substitutes being produced largely in the United States to meet the deficiencies of the market supplies of colors to-day. Some of the most successful substitutes are likely to be produced in Canada, for Canadian manufacturers are not idle in this direction, and their experiments are being assiduously carried out. Results so far are satisfactory, but not to be counted upon as productive of contracts for the steady supply of these color substitutes and new color producing chemicals now being experimented with. In another year it may be, if the war goes on, and probably in any case, new and tried Canadian and American color products will be safely established on the market. Already some very satisfactory reds have been offered, and the production of the chemicals which are used in the making of these colors is being carried to real and lasting perfection. Time will find these colors on the market in quantity no doubt.

Linseed Oil Mart Excited

Adverse crop reports from the Argentine gave the market for linseed oil an exciting moment or two this week, though calming counsels prevailed gradually, and there were those who were inclined to discount the worst accounts of crop failure in the Argentine. Canadian crop reports regarding the raw material have hardly reached definite stages yet, but as usual the frost whisper has been heard. Meantime prices for linseed oil remain firm and in the neighborhood of quotations given last week, with a slight upward tendency worth watching in view of the effects of reports as mentioned. There had been a lowering of prices on and off since last issue of HARDWARE AND METAL, and as a matter of markets, prices on date of writing had "risen" 2c since the morning, the rise bringing them back to the level of last week's quotes as under:

	Raw.	Boiled.
1 to 2 barrels	86c	89c
3 to 5 barrels	85c	88c
6 to 9 barrels	84c	87c

Turpentine Firmer

While the market for turpentine was not particularly lively, the prices quoted showed a quiet firming up, the 68c to 70c of last week being firmed up to the general quote of 70c for the present week. Turpentine is rather scarcer, if anything, and demand quite good for the supply available.

Glass Very Hard to Get

Still the glass difficulty continues. Prices are not materially altered from quotations of a week or so ago, and the difficulty is not so much price as scantiness of supply. It seems impossible to get speedy deliveries of glass.

There is labor difficulty on the other side of the border, and the manufacturers are hard pressed with orders for glass. Putty is also harder to get, and in general the glass and glazing side of the painters' business is in strenuous times. Demand for glass has been quite brisk, also to add to the problems of the trade, repairs and preparations for winter are being made fairly extensively now.

Gasoline Unchanged

Gasoline is being quoted at 27½c ex tank car, and 27½c plus $2 for the package, if supplied in wood. The wood package is returnable at a refund of the $2. Although there had been indications of firmness in coal oil at jobbers' prices to the retailer in Montreal this week, gasoline did not show any firmer trend.

TORONTO

TORONTO, Sept. 28.—Following almost immediately the advance in the price of ready-mixed paints, comes the announcement of an advance of 50c per 100 lbs. in the price of white lead in oil. Last week's report stated that the market showed a firmer tendency following recent firmness and advances in the pig lead market. Mixed paints remain firm at the advances of 20c and 10c per gallon for whites and colors respectively, as announced in last week's report. The advent of colder weather has improved the demand for glass and putty, largely for repair work.

Linseed oil remains unchanged. Turpentine remains unchanged at last week's quotations.

The new terms, 2 per cent. 15 days, or 60 days net, decided upon by paint manufacturers, will go into effect Oct. 1. One large paint firm put the new terms into effect about a month ago.

White Lead Up 50c

Following advances in the pig lead market, makers of white lead in oil have advanced their prices 50c per 100 lbs. The new prices are $13.95 per 100 lbs. in ton lots, with 30c per 100 lbs. advance in less than ton lots. Some jobbers still have fairly heavy stock of lead bought at old figures.

Whether or not the price will hold at the advanced figure remains to be seen. At any rate, if the pig lead market can be taken as a guide, it is likely that prices will remain high for some time. When the reduction of 50c per 100 lbs. was made in August last the announcement of the reduction was hardly made

(Continued on page 46.)

Big Orders
for Barn Paint

It's well worth while to push the sale of barn paint. Each order is big enough to give you a very satisfactory profit—and the farmer who comes in to buy barn paint usually has other needs that you can supply.

You can get most of the barn paint orders in your territory if you are well supplied with

B-H BRIGHT RED BARN PAINT

It is a bright, handsome, durable red paint that spreads easily under the brush (an important point with farmers who often do their own painting), covers well and is thoroughly satisfactory in every way.

It is moderate in cost, and has always proven highly popular in every community where it has once been used. Although its widest use is for painting barns, it is equally suitable for schools, roofs, outbuildings, fences, factories—in fact, wherever a moderate-priced, long-wearing red paint is required.

Orders Promptly Filled.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM

Ingots, 99% pure, lb..... 66
Pattern, lb. 64
Sheets, $1 to $1.25 base.

AMMUNITION

Remington U.M.C., Resale discounts Eastern Canada: 22 Short Lesmok, 22 Long Lesmok and Smokeless, 20% off; 22 Short Smokeless, 30% off; 22 Long Rifle Lesmok and Smokeless, 5% off; 41 Swiss Ball and Shot Cartridges, 26½% advance; all other R. F. Ball Cartridges, advance 2½%; all other R. F. Centre Fire Pistol and Rifle Ball Cartridges, 53% advance; Centre Fire Pistol and Rifle Shot Cartridges, 53% advance; Centre Fire Military and Sporting Ball Cartridges, 68% adv.; Centre Fire Military & Sporting Shot Cartridges, 50% advance; Primed Shells and Bullets, 20% advance; Brass Shot Shells, First Quality, 30—10% off; Brass Shot Shells, Second Quality, 45% off; Loaded Paper Shot Shells, New Club, 5% off list; Nitro Club and Remington, 15-2½%; Arrow, 20%. Ball caps, B.B. Caps, $3.05 per M. net; C. B. Caps, $2.90 per M. net; Blanks, R. F. 22 Short, $2.30 per M. net; R. F. 22 Short, $3.75 net; C. F. 32 STW., $8.25 per M net; C. F., 38, STW., $10.45 net.

Above prices withdrawn. New prices to be issued shortly.

Prices on Dominion Cartridge Co. goods temporarily withdrawn.

"Winchester" B.B. Caps, $2.05 M. net; C.B. Caps, $3.90 M. net; 22 short, black and Lesmok, 12½%; 22 short, smokeless, 25%; 22 long black and Lesmok, 12½%; 22 long black and Lesmok, rifle, 22 long, rifle, black, add 2% advance; Other R. F. ball, 2½% advance; R. F. Shot, 12½%; Pistol and Rifle Shot, 32% advance; Military Pistol and Rifle Ball, advance 52½%; Military and Sporting advance 66 2-3%; Primers, $3.35 per M. net; Brass Shot Shells, 15%.

"Crown" Black Powder, 10%; "Sovereign" Bulk Smokeless Powder, 15%; "Regal" Dense Smokeless Powder, 15%; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 10%; Canuck Smokeless, 12½%; Empty Shells, 5%; 90 days net.

Shot, standard, 100 lbs., Toronto, $14.50; Montreal, $14.25; net extras, as follows, subject to cash discount only; Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

Dominion Hand Traps, $3.50 each, net f.o.b. Montreal.

ANTIMONY

See weekly report.

AUGERS

Ford's Auger Bits, 30 and 10%.
Irwin's Auger, 40%.
Gilmour's Auger, 60 and 5%.
Gilmour's Special, 70%.
Rockford's Auger, 50 and 10%.
Gilmour's car, 47½%.
Clark's expansive, 40%.

AUGERS, POST

B.T.—8 in. net 3 00
B.T.—10 in. net 3 30
B.T.—12 in. net 3 90

AXES

Forrester, doz. 7 25
Cherokee, doz. 9 00
Hand made, doz. 9 00
Model, doz. 9 25
Black Diamond, doz. 9 50
Samson, single bit, doz.... 9 75
Samson, single bit, handled doz. 13 50
Samson, double bit, doz... 13 50
Samson flooring axes, No. 2, doz. 10 75
Single bit, doz..... 7 75 10 50
Double bit 11 50 13 00
Hunters' Axes 6 00 6 50
"Boy's" Axes 6 25 7 00
Bench Axes, Samson
No. 2, doz., net 10 10
No. 3, doz., net 10 50
No. 4, doz., net 11 50
No. 5, doz., net 12 90
No. 6, doz., net 13 70

BABBITT

Canada Metal Co., Ltd. — Imperial Genuine Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 11 to 60c lb.

Thomas Robertson & Co., Ltd., —No. 1, 32c; No. 2, 23c; No. 3, 19c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D." Nos. 1, 2 and 3. Prices 11c to 60c pound.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA." Faultless "A." Reliance "AA." Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 11c to 60c.

Langwells—Extra, 16c; No. 1, 15c; No. 2, 14c; No. 3, 12½c.

BELTING (Leather.)

Extra, 40%.
Standard, 40 and 10%.
Lace leather, per side, $1.10; cut laces, No. 1, $1.30.

BELLS (FARM)

C x 40 lb. 2 75
B x 50 lb. 3 25
A x 75 lb. 4 50

BENZINE Montreal Toronto

Single bbls., gal.. 0 31½ 0 30½
Drums, gal. 0 28½ 0 27

BOLTS AND NUTS

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 35%.
Carriage Bolts ($1), list, 7-16 in., 20%.
Machine Bolts, ⅜ in. dia. and smaller, 35%.
Machine Bolts, 7-16 in. dia. and larger, 25%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 25%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 20%.
Coach and Lag Screws, 45%.
Skein Bolts, 40%.
Square Head Blank Bolts, 40%.
Bolt Ends, 35%.
Plow Bolts, 25%.
Elevator Bolts, 25%.
Fancy Head Bolts, 20%.
Shaft Bolts ($3 list), 25%.
Step Bolts, large head ($3) list, 25%.
Whiffletree Bolts, 25%.
Nuts, square, 2c off list.
Nuts, hexagon, 2c off list.
Stove Rods, per lb., 8c.
Stove Bolts, 62½%.
Tire Bolts, 50%.

BORAX

Lump, Crystal Borax, lb.. 0 09½

BRASS Per lb.

Springs, sheets, 8 in. wide, up to 20 gauge 0 60
Rods, base ½ to 1 in. round 0 55
Tubing, seamless base 0 55
Tubing, iron pipe size, 1 in. base 0 50
Copper tubing same as brass.

BARS (Clothes)

3 sections, 4 ft., doz..... 4 80
3 sections, 5 ft., doz..... 6 00
3 sections, 6 ft., doz..... 7 20

BOILERS (Range)

30-gal. Standard .....8 25—8 75
30-gal. extra heavy 11 50

BOARDS, BAKE Per doz.

No. 1—18 in x 24 in..... 6 60
No. 2—18 in. x 28 in..... 7 20
No. 3—20 in. x 30 in..... 7 80

BOARDS (Ironing)

Size 12x60 ins., doz..... 7 20
Size 14x60 ins., doz..... 8 40
Folding, 14x58 ins., doz..... 16 50

BOARDS (Sleeve)

Basswood, stationary, doz. 2 00
Folding, per doz. 3 50

BOARDS STOVE

Wood lined, 50, 10%.
Paper lined, 60%.

BOARDS (Wash) Tin Plate Zinc

Per doz.

Pony .....$.... $1 75
Crown 3 55
Dandy 3 75
Improved Globe 2 65 3 85
Standard Globe 2 75 3 95
Neptune 2 75 3 95
Original Globe 3 00 4 25
Newmarket King 4 25
Victor (Glass) 4 25
Jubilee 4 25
Diam'd King (Glass) 4 50
Western King (Enamel) 4 25
Beaver, brass 6 00
Wood, double faced.. .... 1 25
Subject to small discounts for quantities.

BRUSHES

Weighted, 15 lbs., per doz.. 16 13
Weighted, 20 lbs., per doz.. 18 50
Weighted, 25 lbs., per doz.. 22 32

BUTTS

Nos. 840, 800, 838, 30 and 2½%; No. 804, 40%; Nos. 808, 802, 842, 844, 37½%; Nos. 810, 814, 25%; Nos. 820, 910, 37½%.

CANS

Milk factory cans, 15%.
Cream cans, 20%.
Railway cans, 20, 5%.
Hand delivery and creamery cans, 20%.
Cream cans, 35%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%.
Milk can trimmings, plus 10%.
Common, cork-lined, 3%.

CEMENT AND FIREBRICK

Less than carload lots 1 85
Portland, per bbl., carload lots, f.o.b. Toronto.. 1 50 1 50
White Bros. English.. 2 00 2 05
"Lafarge" cement, in wood 3 40
Fire brick, Scotch, per 1,000 .....23 00 28 00
Fire brick, English ..17 00 21 00
Fire brick, Mm., low 23 00 25 00
Fire clay, 2½-lb. tins, doz. 1 25

CEMENT (FURNACE)

1¼ lb. tins, per doz..... 1 00
6 lb. tins, per doz., lb..... 0 05
25 lb. tins, per doz., lb..... 0 04

CEMENT, ROOFING Per gal.

Roofing cement (in bbls.).. 0 29
Cement (in 5 and 10 gals.).. 0 23
Cement (in 2 gals.)..... 0 30
Cement (in 1 gal.) 0 35

CHALK

Carpenters' lead pencils, per gross 2 40 6 75
Crayons, per gross.... 0 20 0 20
Carpenter, red, gr..... 1 25 1 20
Carpenter, blue, gr.... 1 25 1 30
Carpenter, white, gr.. 1 05 1 10

CHISELS

Cold chisels, 5x6 in., doz.... 2 20
Bevel edge, 1 inch, doz..... 2 50
Common cold, ½, $1.35; ⅝, $2; ¾, $2.75; ⅞, $3; 1, $4.
Straight Shank Drills, 45%.
Socket Chisels, 65% off list; if B edge, add 90c doz.

CHAIN

Quotations nominal.
Proof coil, per 100 lbs., ¼, $9.45; 5-16, $9.10; ⅜, $8.35; 7-16, $7.15; ½, $6.95; 9-16, $6.95; ⅝, $6.80; ¾, $6.70; ⅞, $6.55; 1, $6.40.
Electric Weld Coil Chain—BB 3-16 in., $10; ¼ in., $7.25; 5-16 in., $6.75; ⅜ in., $5.75; 7-16 in., $5.25 per 100 lbs.
Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.
Steel Jack, 15% net.
Brass Jack, net.

CHURNS

List No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 35%; f.o.b. Ottawa, Kingston, and Montreal, 32½%.

CHOPPERS, FOOD

Universal No. 0.....$12.00 doz.
1..... 12.80 doz.
2..... 16.20 doz.
3..... 23.40 doz.

COPPER Montreal Toronto

Casting ingot, see weekly report
Bars, ½ to 2 in..... 46 50 46 00
Plain sheets, 14 oz., 14x28 in., 14x60 in. 45 00 45 00
Copper sheet, tinned, 14x60, 14 oz. 54 00 54 00
Copper sheet, planished, 14x60 base.. 57 00 57 00
Braziers' in sheets, 6x4 base 46 50 46 50

COPPERINE

No. 2, 25c; No. 1, 30c; finest, 35c; tough, 45c.

CORD (SASH)

No. 6, lb. 0 38
No. 7, lb. 0 37
No. 8, No. 9, No. 10, No. 12 0 36½

COAL TAR

Crude coal tar, per bbl.....$4 50
Refined coal tar, per bbl.. 5 50

CURRY COMBS

Discount, 25% off list.

CRATES

Humpty-Dumpty, egg, doz., $4; Ideal, egg boxes, with filler, 12 doz. size, per doz., $4.

CANADA PLATES Montreal

Ordinary, 52 sheets 4 50
All bright, 52 sheets 6 30

	Galvanized		
	Apollo	Crown	Gorbals
18x24x52 ..	6 25	6 25	6 50
60 ..	6 50	6 50	6 75
20x28x47 ..	6 75	6 75	7 00
20x28x94 ..	13 50	13 50	14 00

CHARCOAL TIN PLATES

M.L.S. and Famous— Per box

IC, 14x20 base .....$ 8 00
IX, 14x20 base 9 00
IXX, 14x20 base 10 25
IXXX, 14x20 base 10 25
Raven and Murex Grades—
IC, 14x20 base 7 00
IX, 14x20 base 8 00
IXX, 14x20 base 9 50
IXXX, 14x20 base 12 00
"Allaway's Best" Standard Quality.
IC, 14x20 base 8 75
IX, 14x20 base 9 75
IXX, 14x20 base 10 75

CHARCOAL TERNE PLATES

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 210 lbs., $11.50; 216 lbs., $12.

COKES, BRIGHT

Bessemer Steel—
10x14x20 base 6 50
20x28, double box 13 00

CLOCKS, ALARM

Good Morning, each 0 95
Look Out 1 10
Big Ben, each 2 25
Baby Ben, each 2 25
Sleepmetre, each 1 10

CROWBARS, 5¼c per lb.

DRILLS

Bit Stock Drills, 50%.
Wood Drills, 20%.

TIN
COPPER
ANTIMONY
ALUMINUM
SPELTER
LEAD
THE CANADA METAL CO.
LIMITED
Montreal - TORONTO - Winnipeg

Catalogue "A" Mailed Free

EVERYTHING
IN
METALS







THE CANADA METAL CO., LIMITED, TORONTO
Hamilton Montreal Winnipeg Vancouver



A Valuable Customer

is one that comes back and back again for more goods.

A valuable trade can be built up in short time with

Jamieson's Pure Prepared Paints and Varnishes

While quality and service are the main idea behind the making, our facilities enable us to produce Jamieson Produce at a price that leaves you a good margin of profit.

Write us for full particulars.

R. C. JAMIESON & CO., Limited, Montreal, Canada
ESTABLISHED 1858
Owning and Operating P. D. DODS & CO., LIMITED

If interested, tear out this page and keep with letters to be answered.

"DOMINION CROWN BEST" — DOUBLE-COATED TISSUE.

I C, 14 x 20 base	7 00	7 00
I X, 14 x 20 base	8 25	8 25
I X X, 14 x 20 base	9 50	9 50

FILES AND RASPS.

	Per cent.
Great Western, American	65 10
Kearney & Foot, Arcade	65 10
J. Barton Smith Eagle	65 10
Disston Brand	60 10
McClellan Globe	65 10
Black Diamond	55
Delta Files	60 10
Nicholson	55
Globe	65 10
Vulcan Brand	65 10

FITTINGS (IRON PIPE)

Montreal discounts: Canadian malleable, 25%; bushings, 60%; flanged unions, 50%; malleable bushings, 55%; nipples, 72½%; malleable lipped unions, 60%; plugs, 55%.

London discounts: B. & C., 20%; A, net; bushings, 60%; unions, 60%; nipples, 72½%; plugs, 60%; iron stop cocks, 52½%.

FIXTURES, STALL.

	Doz.
Hollow and pressed steel	0 81
Solid	1 20

Special Stall Fixture, 40%.

FRAMED MIRRORS.

	Doz.
Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75

GASOLINE.

	Montreal.
Barrels	0 32
Drums	0 29
Tank wagon	0 28½
	Toronto
Any quantity, in bbls	31
Drums, 40-gal., per gal	27½
Tank wagon	27½

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick.	1 50
Smaller sizes	1 70
Mounted No. 115, each	3 75
Bi.-Treadle, each	4 25

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 7 75
Russet rope shank, 1¼ in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1¼ in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL)

7-16 in. gross, $15; ½ in., $18; ⅝-in., $21.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	11 00
Masons, 5 lbs. and over, per cwt.	13 00
Napping, up to 2 lbs.	0 13½

HANDLES (WOOD) Net

Axe, No. 3 culls, doz.	1 01
Axe, No. 1 hickory, doz.	2 14
Axe, 2nd growth, doz.	3 00

Extra quality, 40 per cent.

All second growth hickory handles, 40%.

All pick handles (all kinds), 35%.

All other hickory handles, 37%.

All ash and maple axe handles, 40%.

All hickory team neck yokes, oval and round whiffletrees and wagon doubletrees and eveners, 25%.

All oak, ash and rock elm team neckyokes and singletrees, 30%.

All doubletrees and eveners, 25%.

All hickory cant hooks and peevies changed to 25%.

All maple cant hooks and peevies changed to 35%.

Second growth and No. 1 neckyokes, ash and hickory heavy team neck yokes and whiffletrees are struck off the list, and in future all these goods will be known as: White ash and hickory neckyokes and single teams, and will be sold at the present list price of second growth.

Boys' axe handles, 28 in., extra, $2.50; No. 1, $2; No. 2, $1.60; maple, $1.75; ash, $1.90 per dozen.

Prospectors, miners and drift pick handles, 22 in., $3.20; 34 in. and 36 in., $3.40 per dozen.

Manure fork handles, short, $3.60 per dozen.

Hickory pick handles, No. 1, $3, and No. 2, $1.75 per dozen.

Hickory axe handles, No. 3, 30 in. to 36 in., $1.60 per dozen.

All second growth ash hay fork, manure fork, shovel and spade, hoe and rake handles, 30%; extra quality, 40%, and No. 1, 45%.

HANGERS, BARN & PARLOR

Stearns, wood track, Special, Zenith	9 00
Atlas, steel covered	$5 25 6 60
erfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible, doz.	6 50
Steel King Hangers, doz. sets	6 40
Storm King and safety hangers, doz.	6 50
Steelall	9 00
Storm King rail	4 70
Crown	4 85
Crescent	7 25
Sovereign	6 50
Steel track, 1 x 3-16 in. (100 ft.)	$ 3 25
Steel track, 1¼ in.	6 00

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	7 20	8 25
No. 2	7 80	8 50

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch		14 40

Subject to discount of 40 per cent. off list.

Light.		
3 in., doz. prs.	1 00	1 00
4 in., doz. prs.	1 20	1 10
5 in., doz. prs.	1 40	1 30
6 in., doz. prs.	1 70	1 50
8 in., doz. prs.	2 50	1 80
10 in., doz. prs.	3 50	2 40

Discount 40% off list.

Screw Hook and Strap Hinge—

Under 12 in., per 100 lbs.	6 00
Over 14 in., per 100 lbs.	5 25
Larger	4 60
Extra hooks for above, ⅝ in., per lb.	7
Extra hooks for above, ¾ in., per lb.	6¾

Crate hinges and back flaps, 65 and 5%.

Chest hinges and hinge hasps, 55%.

Blind, discount, 50%.

Spring, per gross—No. 5, $18.60; No. 10, $19.50; No. 20, $11; No. 50, $30; No. 51, $10.20; No. 120, $18.60; No. 2255, $22.20.

Chicago hold back screen door iron, gross, 12%.

Chicago spring hinges, 15%.

Triplex spring hinges, 40%.

Chicago surface door (6,000), 45%.

Garden City fire house hinges, 12½%.

"Chief" floor hinge, 50%.

HOES. Grub, 3½-lb., $4.55 doz.

HOOKS, CORN.

Cyclone, doz.	2 40
Hoes, corn, doz.	5 40

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	2 40	3 25
No. 3, per doz.	2 50	3 70
No. 4, per doz.	2 60	4 00
No. 5, per doz.	2 80	....
Little Grant	4 40	....

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, $4.40; No. 1 and smaller, $4.65; show pattern, No. 2 and larger, $4.65; No. 1 and smaller, $4.90; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.85; No. 1 and smaller, $5.10; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $6.25; special countersunk steel, all sizes, 0-4, $6.75; toe weight steel shoes, all sizes, No. 1 to 4, $7.25.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.60; No. 2 and larger, $1.50; "Sharp" No. 2 and larger, $1.70; "Sharp" No. 1 and smaller, $1.80. Put up in 25-lb. boxes.

HOSE, LAWN.

Corrugated, ½ in., ft.	0 12
Corrugated, ¾ in., ft.	0 16
Corrugated, 1 in., ft.	0 22

Less 5% for full reels, 500 ft. Cable, 70%.

Leader, 60, 10%.

HAT AND COAT HOOKS

Coppered wire, 3 in., 65c gross.

IRON AND STEEL

	Montreal	Toronto
Angles base	2 50	3 50
Common bar, per 100 lbs.	3 00	3 25
Refined iron, per 100 lbs.	3 05	3 50
Horseshoe iron, per 100 lbs.	3 45	3 50
Norway iron	7 50	6 00
Mild steel	3 30	3 50
Band steel	3 30	3 50
Sleigh shoe steel	3 30	2 25
Domestic	3 30	3 25
Reeled machinery steel	4 50	4 50
Tire steel	3 50	3 50
Toe calk steel	4 20	4 25
Mining tool steel, per lb.	0 11½	0 12
Cammell Laird, lb.		0 20
Sheet, cast steel, lb.	0 20	0 20
Black Diamond tool steel, per lb.	0 12	0 11
Silver tool steel, lb.	0 17¼	0 18½
Spring steel	4 50	4 50

IRON, TINNED.

72x30 up to 24 gauge, case lots	14 25
72x30, 26 gauge, case lots.	14 75

Less than case, 25c per 100 lbs. extra.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	9 60
Sad irons, common, plain	5 00
Sad irons, common, plated	5 50
Princess Electric, each	2 75
Ideal Electric, each	2 50
Canadian Beauty	2 50
Gasoline Sad Irons, each	3 50
Ideal Gasoline, each	3 15
Dover Electric, net	3 00
No. 70, Dover, per doz.	19 20

LADDERS, ETC.

(Step Ladders)

Shelf-lock	14c ft.
Ontario	17c ft.
Faultless	21c ft.
Mechanic	26c ft.
Hercules	24c ft.
Perfect	22c ft.
Faultless, extra heavy	26c ft.
Hercules, extra heavy	29c ft.
Mechanic, extra heavy	31c ft.
Chair ladders, each	$2 00
B.T. Standard	17c ft.
B.T. Economy	13c ft.
B.T. Iron Bound, 4-9 ft.	25c ft.
B.T. Iron Bound, 10-14 ft.	30c ft.
B.T. Iron Bound, 15-16 ft.	40c ft.
B.T. Iron Bound, 17-20 ft.	50c ft.
Crescent	16c ft.
Household	12c ft.
Standard	19c ft.
Electrician	25c ft.
Heavy duty	45c ft.
Extension	23c ft.
Common and Roped Extension.	
Up to 32 ft.	16c ft.
Up to 36 ft.	18c ft.
40 to 44 ft.	19c ft.
48 to 52 ft.	24c ft.
56 to 60 ft.	29c ft.
Single and Fruit Picking.	
10 ft. to 16 ft.	12c ft.
18 ft. to 22 ft.	13c ft.

LANTERNS Per doz.

Cold Blast, doz.	$ 8 00
Short Globe, doz.	8 00
Jumbo, doz.	9 25
Jap'd Dash, doz.	10 75
Search Dash, doz.	11 25
Searchlight, No. 20, doz.	19 00
All brass	24 25
Little Bobs A.C., doz.	2 00
Copper, well japanned, doz.	13 75

LANTERN GLOBES

Cold blast, short	0 65
Cold blast	0 65
Prism globes	1 20
Cold blast, short ruby	2.50
Cold blast, common ruby	2 50

Less 5c a doz. in 6 doz. lots.

LATHS (METAL) Per sq. yd.

24-gauge, pa'ted metal lath	0 15
24-gauge, pa'ted metal lath	0 15
23-gauge, pa'ted metal lath	0 17
24-gauge, galv. metal lath.	0 21
23-gauge, galv. metal lath	0 23

LEAD Montreal Toronto

Trail, 100 lbs., see weekly report.

Lead Wool, 11c lb.

Sheets, 3 lbs. sq. ft.	12 00	12 00
Sheets, 3½ lbs. sq. ft.	11 75	11 75
Sheets, 4 to 6 lbs. sq. ft.	11 50	11 50

Cut sheets, ½c per lb. extra.

Cut sheets to size, 1c per lb. extra.

LINES, PLOUGH

Russian hemp, $3.80 doz. pair.

Bleached flax, $5.75 doz. pair.

MACHINES (WASHING)

	List Each
Canadian	$ 5 00
Dowswell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	8 75
Momentum	8 75
Waverley	10 00
New Century, style A	9 00
New Century, style B	10 00
New Century, Power, style D	24 00
New Idea, style B	11 00
Playtime, engine drive	11 00
Ideal Power	16 00
Seafoam, electric	60 00
Seafoam, engine drive	25 00
New Idea, electric	80 00
Sunshine	4 50
Popular, No. 1	5 25
Economic	6 00
Champion	9 00
Excell-All	11 00
Blue Bell, without stand	9 00
Puritan Water Motor Washer, complete	16 00
Hydro, One Tub, engine drive	26 00
Low pressure water motor washer, each	16 00
Connor ball-bearing, with rack	10 25
I X L	10 00
Gem	8 75
Winner	8 00
Connor Improved	5 00
Jubilee	4 50
Canada First	11 00

Discount, 20 per cent. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

	NET
Stephen Washers	$ 6 00
Sterling	9 50
B.T. Bonnie, style A	4 25
B.T. Bonnie, style B	4 50
B.T. Ideal	6 25
B.T. Ideal Power	7 00
B.T. Ideal Water Motor	12 80
B.T. Cyclone	6 25
B.T. Cyclone Water Motor.	12 80
B.T. Vollmar, No. 2	6 50
B.T. Vollmar, No. 3	7 00
Forest City, engine-driven.	22 00
Forest City, electric	48 00

MALLETS Per doz.

Tinsmiths', 2½ x 5½ in.	1 65
Carpenters', round hickory	1 95
Lignum Vitae, round, 5 in.	3 65
Caulking, No. 8, oak	17 80

MANGLES

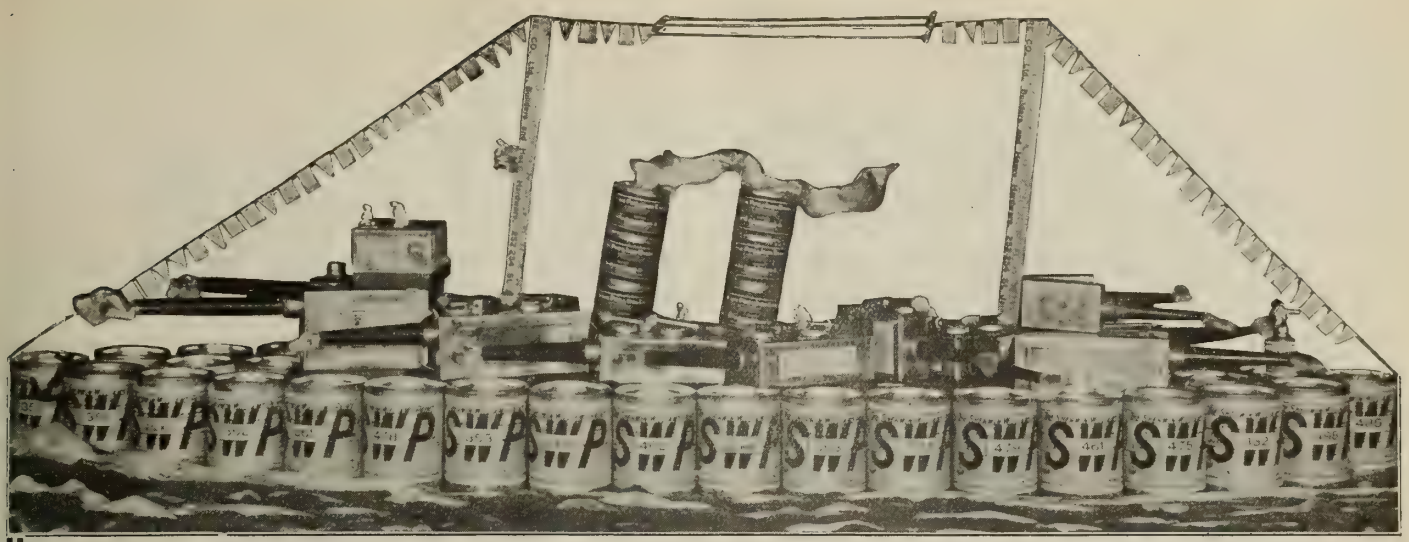
Victor, each	$15 65
Woodyatt, each	7 25

MOPS

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	3 75
Mop Sticks, doz.	1 40
Cast head mops, doz.	1 40
Lemon oil mops	9 00
Crescent, doz.	1 75
Crank wringing, doz.	6 00

Extra Cloths.

Challenge, doz.	2 10
Woven, cloths, doz.	1 75



Bombard Your Customers
With Fall House-Cleaning Suggestions

Make each shot produce a satisfactory result for your customer and a comfortable profit for yourself.

A suggestion to those who buy any of the other goods you carry will help to increase your paint sales wonderfully, and make each home more cozy for the long winter months.

SOME SUGGESTIONS

S.W.P. For all kinds of inside and outside woodwork.
FLAT-TONE—To brighten up the walls and ceiling.
FLOORLAC—Makes a floor like new.
VARNISH STAIN—To freshen up furniture and other things.
ALUMINUM PAINT—For sinks, water pipes and radiators.
STOVE PIPE ENAMEL—Dresses up a homely necessity.

Try this suggestion idea to-day and make sure of satisfied customers by recommending S. W. P. Products.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG
OFFICES & WAREHOUSES: MONTREAL, TORONTO, WINNIPEG, CALGARY, VANCOUVER, HALIFAX, N. S., LONDON, ENG.

If interested, tear out this page and keep with letters to be answered.

NAILS

Standard steel wire nails, Toronto, $3.80 base; Montreal, $3.85 base; London, $3.80 base; Collingwood and Owen Sound, $3.85 base.

Cut nails — Montreal, $3.40; Toronto, $3.40; London, $3.40.

Miscellaneous wire nails, 65 p.c.

Coopers' nails, 15 p.c.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.90, Montreal base.

Galvanized roofing nails, $10.15.

NAILS (HORSE)

M. R. M. cold forged process

Size	Length	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 10
No. 4,	1¾-inch	3 80
No. 5,	1 15-16	3 25
No. 6,	2⅛	3 00
No. 7,	2 5-16	2 85
No. 8,	2½	2 75
No. 9,	2 11-16	2 65
No. 10,	2⅞	2 55
No. 11,	3 1-16	2 45
No. 12,	3¾	2 48

London, Hamilton, Montreal, Toronto.

Less 10 per cent.

NETTING, POULTRY

Discounts given below on 1 in. and 2 in. mesh only. Other prices withdrawn.

Montreal, 20%; Toronto and London, 32 1-3%.

POULTRY FENCING

	Per rod
Invincible, 1640	0 68
Invincible, 1848	0 72
Invincible, 2060	0 83

Put up in 10, 20 and 30-rod rolls

OAKUM

	Per 100 lbs.
Best (American)	19 25
U.S. Navy (American)	18 50
New hemp (English)	15 00
U.S. Navy (English)	13 00
Plumbers (spun)	8 00

OIL

	Montreal	Toronto
Can. prime white petrol	0 14	0 13½
Royalite	0 14	0 13½
Palacine	0 17½	0 17
Castor Oil, per lb.	0 45	0 25
Black Oil (Summer)	0 14½	0 12½
Black Oil (Winter)	0 12½	0 13½
Cylinder Green	0 35	0 35
Paraffine	0 24	0 22
XXX Machine	0 25½	0 21

OLD MATERIALS

Tea lead, pack, 5½c lb.
Tea lead, chest, 5½c lb.
Lead, heavy, pipe, etc., $5.50.
Brass, heavy, 15½c lb.
Brass, light, 11½c lb.
Zinc, heavy, 11c lb.
Copper, heavy, 19½c lb.
Old cast iron, $14.75 per ton.
Wrought iron, No. 1, $18.75 ton.
Wrought iron, No. 2, $11.00 ton.
Stove plate, $11.00 per ton.
Mach. compos., No. 1, 15c lb.
Compos. turnings, No. 1, 13c lb.

Rubbers, such as old rubber boots and shoes, according to trim, 7c to 8c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4½c.; bicycle tires, 2½c.

PACKING

	Per lb.
Fine jute	0 11½
Coarse jute	0 09½
Square braided hemp	0 25
No. 1 Italian	0 30
No. 2 Italian	0 23

PAPER, ETC.

Per 400 ft. roll.

Tar Paper, per roll	0 95
Resin sized Fibre, per roll	0 55
Tarred Fibre, No. 1	0 90
Tarred Fibre, No. 2	0 51
Tarred Fibre, Good Luck Brand	0 71
Dry Fibre, Good Luck Brand	0 59
O.K. Brand corded sheathing	0 95
Sheathing, Shield Brand, dry	0 43
Sheathing, Shield Brand, tarred	0 51
Sheathing (Surprise)	0 43
Dry fibre, No. 1	0 80
Dry fibre, No. 2	0 43
Sulphate, Black Cat, tarred	0 80
Sulphate, Black Cat, dry	0 60

	Per 100 lbs.
Heavy dry straw	2 05
Heavy tarred straw	2 05
Spruce sheathing	3 00
Carpet felt, 16 oz.	4 00
Carpet felt, 20 oz.	3 50
Tarred felt	3 25
Asbestos, Bldg., per 100 lbs.	4 50
Heavy fibre, 32 ft. x 60 ft.	2 00
Oiled waterproof building paper, 600 sq. ft. roll	1 50

ROOFING PAPER

Cyclone, dry	0 68
Cyclone, tarred	0 80
Surprise sheeting	0 43
Heavy, dry	2 15
Heavy, tarred	2 15

PAPER, EMERY

Emery paper and emery cloth, 25%; B and A, 25%.

PAPER, SAND

Sandpaper, sheets or rolls, 25%; "Garnet," add 37½%.

PARERS

Gen. Hudson, per doz.	$7 75
Little Star, per doz.	6 50

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.		5 50
6 to 7 lbs. doz.		5 95
7 lbs., doz.		6.75
7 to 8 lbs. doz.		6 25
8 lbs., doz.	7 00	6 50

PINS, COTTER

Cotter pins, 85 and 10% discount.

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	$0 85
5 gross, 4½-in. (loose)	0 90
5 gross, 5 in. (loose)	1 00
4 gross, 4-in., (12 pkgs., of 4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each)	1 00

PIPE, STANDARD WROUGHT

In effect Sept. 12, 1916

Buttweld	Per 100 feet Black	Galv.
⅛ in.	$ 3 00	$ 4 50
¼ and ⅜ in.	3 12	5 25
½ in.	4 00	5 57
¾ in.	4 83	6 96
1 in.	7 14	10 29
1¼ in.	9 66	13 92
1½ in.	11 55	16 64
2 in.	15 54	22 39
2½ in.	24 57	35 39
3 in.	32 13	46 28
3½ in.	38 64	55 66
4 in.	45 78	65 95
Lapweld.		
2 in.	17 76	24 24
2½ in.	26 33	36 56
3 in.	34 43	47 81
3½ in.	41 40	57 50
4 in.	49 05	68 13
4½ in.	59 69	83 19
5 in.	66 56	96 94
6 in.	90 24	125 80
7 in.	121 40	165 40
8 in.x25 lbs. per ft.	127 50	173 80
8 in.x25 lbs. per ft.	146 90	200 00
9 in.	176 00	239 80
10 in.x32 lbs. per ft	163 20	222 40
10 in.x40 lbs. per ft	210 10	286 30

Prices Ontario, Quebec and Maritime Provinces.

PIPE (LEAD)

Lead pipe, $12 net.
Lead waste pipe, $13 net.
Traps and bends, 10% off.

PIPE (SOIL)

Medium and extra heavy pipe up to 6-inch, 65%.
8-inch, 45% off.

PIPE (CONDUCTOR)

2 inch, in 10-ft. lengths	8 00
3 inch, in 10-ft. lengths	9 70
4 inch, in 10-ft. lengths	12 80
5 inch, in 10-ft. lengths	17 50
6 inch, in 10-ft. lengths	21 30

Discount 45 and 2%.

PITCH

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

PLASTER

Paris, per bbl., London 2 25

PLANES

Wood bench, Can., 15 per cent.
Wood, fancy, 15 per cent.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER)

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	4 75	4 50
Heads, per 100 lbs.	5 25	4 75
Tank plates, 3-16 in.	5 25	4 75

PLUGS (METAL)

Painted wall plugs, per 1,000	$20 00
Galv. wall plugs, per 1,000	23 00

POLISH

O-Cedar, 4 oz. bottles	$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1 gal. cans	24 00

PUMPS

B.T. Pump, No. 1, net	$ 3 96
B.T. Pump, No. 2, net	4 80
B.T. Pump, No. 3, net	7 20
B.T. Pump, No. 4, net	9 00
B.T. Pump, No. 5, net	9 60
B.T. Pump, No. 6, net	10 80
B.T. Pump, No. 7, net	15 00

RIVETS AND BURRS

Iron rivets, blacked and tinned, 37½%.

Iron burrs, 37½%.

Copper rivets, usual proportion of burrs, add 30 p.c.; burrs, add 50 p.c.

Extras on Copper Riets, ½-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.

Coppered Rivets, net extras, 2½c per lb.

ROOFING

	Per roll
2 ply R.R.	1 05
3 ply R.R.	1 30
2 ply R.R., complete in roll	1 55
3 ply R.R., complete in roll	1 70
Samson, 1-ply, roll	1 60
Samson, 2-ply, roll	2 15
Samson, 3-ply, roll	2 65
Comet, 1-ply	1 05
Pluvius, 1-ply	1 30
Pluvius, 2-ply	1 70
Asphalt roofing, 1 ply	1 55
Asphalt roofing, 2 ply	1 95
Asphalt roofing, 3 ply	2 35
Compo Certainteed, 1 ply	1 70
Compo Certainteed, 2 ply	2 20
Compo Certainteed, 3 ply	2 75
Excello, 1-ply	1 60
Excello, 2-ply	2 15
Excello, 3-ply	2 65
Jewel, 1-ply	1 25
Jewel, 2-ply	1 65
Jewel, 3-ply	2 00
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 75
Everlastic, 3-ply	2 00
Liquid roofing cement, per gal., in barrels	0 22
Roofing caps, per lb.	0 05
Roofing nails, per lb.	0 06¼
Roofing Pitch, 85c per 100 lbs.	

F.o.b. Toronto, London, Montreal.

ROPE

	lb.
Pure Manila basis	22½
British Manila basis	18
African hemp basis	18
Sisal basis	15¼
Single lath yarn basis	15½
Double lath yarn	16
Yacht marline	41
White polished halyards	23
Hemp, deep sea line basis	31
Hemp, tarred ratline basis	27
Hemp, tarred belt rope basis	29
Marline and Houseline	29
Jute rope basis	15-16
Italian rope basis	31

Above quotations are basis prices (⅝" and larger), and are subject to usual advances for small sizes.

Cotton rope, 3-16 in.	0 30
¼ in. and larger	0 29

Sisal Clothes Line.	Per doz
2 ply, 20 ft.	0 48
3 ply, 40 ft.	0 64
3 ply, 48 ft.	0 76
3 ply, 60 ft.	0 96
3 ply, 72 ft.	1 15
6 ply, 60 ft.	1 44
6 ply, 72 ft.	1 72
6 ply, 100 ft.	2 40

SCALES.

Imperial Standard	25 p.c.
Champion	25 p.c.
Steel weigh beams	20 p.c.
Gurney Standard	25 p.c.
Fairbanks Standard Scales	25 p.c.
Crown Even Balance	40 p.c.
Richelieu Union Scale	40 p.c.
Dominion Plates Scales	40 p.c.

Net prices on Champion scales are as follows:

Champion, 4-lb., $4.60, plus 20c for stamping. Champion 10-lb., $6, plus 30c for stamping. Champion 240-lb., $9, plus 50c for stamping. Champion 600-lb., $25, plus $1 for stamping. Champion 1200-lb., $30, plus $1 for stamping. Champion 2000-lb., $39, plus $1 for stamping. Champion 2000-lb. with drop lever, $46, plus $1 for stamping. Household, 10-lb., $4, 10c net extra for stamping; 25-lb., $5.20, 30c net extra for stamping.

Discount from list on above 25 per cent.

SCREWS (MACHINE)

Flat head, iron, 27½%; flat and round head, brass, net; Fillister head, iron, 10%; Fillister and oval head, brass, net.

SCREWS

	Discounts off Standard List
Wood, F. H., bright	80
Wood, R. H., bright	75
Wood, O. H., bright	75
Wood, F. H., brass	47½
Wood, R. H., brass	45
Wood, O. H., brass	45
Wood, F. H., bronze	40
Wood, R. H., bronze	37½
Drive screws	65 10 10
Set case hardened	65 10
Square cap	65 10
Hexagon cap	60 10
Bench, wood, per doz.	$5 00
Bench iron, per doz.	4 75

Cap screws, 55%; Set screws, 60%.

SHEETS (BLACK)

	Montreal 100 lbs.	Toronto 100 lbs.
10 gauge	5 25	5 25
12 gauge	5 35	5 35
14 gauge	5 10	5 10
16 gauge	5 15	5 15
18-20 gauge	4 05	4 45
22-24 gauge	4 10	4 55
26 gauge	4 15	4 60
28 gauge	4 25	4 70

Re Gauges of Sheets.

On account of it being practically impossible to secure galvanized sheets from England, owing to the war, American mills have decided that they will no longer roll the English gauges to meet this competition. However, they will continue to roll at 10¾ oz., which will be known as such or a 30 gauge, and will take the place of the former English 28 gauge.

SHEETS, CORRUGATED

	Per 100 sq. feet. Galvanized	Painted
28 ga.	$ 5.50	$3.75
26 ga.	6.00	4.25
24 ga.	8.00	5.25
22 ga.	9.00	6.25
20 ga.	11.00	7.25
18 ga.	13.50	9.00

Above prices are subject to 7½ per cent. discount to dealers.

Galvanized B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16-20	7 15	6 65	7 15
22-24	7 25	6 95	7 25
26	7 50	7 10	7 50
28	7 75	7 40	7 75

"Premier" galvanized sheets — 10¾ oz., $6.50; U.S. No. 28, $6.20; U.S. No. 26, $5.90; 22 and 24 gauge, $5.75; 18 and 20 gauge, $5.85; 16-gauge, $5.45; 14 gauge, $5.30. F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $6.65; 22-24 gauge, $6.80; 26 gauge, $6.95; 28 gauge, $7.25.

Apollo Brand.	Montreal	Toronto
14 gauge	5 80	5 30
16 gauge	5 80	5 30
18-20 gauge	5 90	5 65
22-24 gauge	6 00	5 85
26 gauge	6 25	6 00
28 gauge	6 65	6 25
10¾ ozs.	6 95	6 50

Add 25c for less than case lots

SHOVELS AND SPADES

1st 2nd 4th

Shovels, 1st, 40 and 12½%; 2nd, 40 and 5%; 4th, 30%.

Socket scoops, 1st, 40%; 4th, 35%.

Rivet scoops, 37½%.

MARTIN-SENOUR
PAINTS AND VARNISHES

(Made in Canada—Sold on Merit)



This mark on the can is a guarantee of quality and satisfaction

The Merchant who profits by the best patronage and commands the greatest prestige in the selling of Paints and Varnishes in every community has concluded that it is the best policy to centre his efforts in the selling of one exclusive line.

First consideration in the choice of this line should be QUALITY.

Every successful Merchant realizes that the distribution of Quality goods is what makes his patrons permanent friends and steady customers.

Next to quality comes the Sales Help and Co-operation supplied by the Manufacturer of the Product, to make the selling of same both easy and profitable for the Dealer.

THE WISE CHOICE

The Exclusive Agency for Martin-Senour Paints and Varnishes will give to your store the reputation of being the place to procure goods which are unsurpassed for Quality.

The Martin-Senour Line is backed by the strongest kind of Advertising Sales Help and Co-operation.

The individual experience of a Martin-Senour Dealer Agent is increasing satisfaction and growth in volume of business, and added profit year by year.

An increase in your Paint sales for 1917 will be doubly assured if you secure the Exclusive Agency for this line of Goods in your community.

No better time than now to get details of our profitable Proposition.

Drop us a line to-day.



The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
MONTREAL
WINNIPEG TORONTO HALIFAX

If interested, tear out this page and keep with letters to be answered.

Drain spades, 40, 12½%.
Hollow backs and sand, 1st, 40, 12½%, and 4th, 20%.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SHINGLES Per square
Standard galvanized $5 75
Shipping weight, 90 lbs.
Standard painted 4 15
Shipping weight, 80 lbs.
Discount 7½%.

SINKS.
Flat rim enameled sinks, 16x24, $3.65; 18x30, $4.

SNAPS Harness, 25 per cent.

SOLDER Montreal Toronto
See weekly report.

SOLDERING COPPERS.
Base, per lb., 52 cents.

SOLDER, BAR
Guaranteed 0 27½
Strictly 0 25½
Commercial 0 24

SOLDER, WIPING
Star extra 0 25½
Easy 0 23¾
Acme 0 23

SPELTER. See weekly report.

SPOUTS
Warner Malleable Winged Shank, per 1,000 .....$18 00

STAPLES Per cwt.
Montreal, Toronto and London
Fence staples, galv., in kegs 4 90
Fence staples, galv., 25 lb. boxes 5 15
Fence staples, bright, in kegs 4 05
Fence staples, bright, in 25-lb. boxes 4 30
Poultry netting staples, 100 lb. kegs 12 00
Galvanized discount 40 and 5%; bright, deduct $1.10 from galvanized net. Extras, 50 lb. kegs, 30c; 25 lb. kegs, 40c; 10 lb. kegs, 80c.

STUFFERS
Enterprise No. 25, each.... 6 25
No. 25, each.... 8 50

SWEEPERS, CARPET Bissell's
Boudoir 31 00
Champion Nic..... 25 00
Champion Jap... ..... 23 00
Univ. japd., cyco bearing... 26 00
Univ. N.P., cyco bearing... 29 00
Grand Rapid, japd., ball-bearing 28 00
Grand Rapid, N.P., ball-bearing 31 00
Princess, N.P., ball-bearing. 32 00
Elite, ball-bearing 36 00
Am. Queen, N.P., bal-bear.. 34 00
Parlor Queen 37 00

SWEEPERS (Vacuum)
Grand Rapids Vac, doz.....$77 00
Household Vac, doz..... 63 00
Superba Vac, doz. 92 00

SWINGS
Baby, 2-passenger, each ...$2 75
Ontario, 2-passenger, each... 3 75
Ontario, 4-passenger, each... 4 50
Stratford, 4-passenger, each 6 00
Boyers Gliding Settees with awning, each 13 50
Without awning, each 9 00

TACKS
Strawberry box tacks, bulk; cheese box tacks, blued, bulk; trunk tacks, blank and tinned, bulk; carpet tacks, blued; carpet tacks, tinned; carpet tacks (in kegs); cut tacks, blued, in dozs. only; cut tacks, ¼ cut tacks, blued and tinned, in weights; Swedes; Swedes upholsterers' bulk; Swedes brush, blued and tinned, bulk; Swedes gimp, blued, tinned and japanned; zinc tacks, prices quoted on application; leather carpet tacks; copper tacks. Discount 75%.

NAILS
Copper nails; trunk nails, black; trunk nails, tinned; clout nails, blued; clout nails, tinned; chair nails; cigar box nails; patent brads; fine finishing; picture frame points; lining tacks, solid head (in bulk). Discount 75%.

CAPPED GOODS
Lining tacks, in papers; lining tacks, in bulk; saddle nails, in papers; saddle nails, in bulk; tufting buttons, 22 line, in dozs. only; tin capped trunk nails; zinc glaziers' points, prices quoted on application. Discount 75%.

SHOE FINDERS' LIST
Shoe tacks, in dozens; shoe tacks, 1 lb. packages; Swedes shoe nails; soft steel nails; iron nails; zinc nails, prices quoted on application; hard steel nails; tempered steel shoe nails; channel nails; Hungarian nails; miners' tacks; hob nails; zinc shank nails, prices quoted on application; steel wire shoe rivets; brass wire shoe rivets; clinch point shoe rivets, steel; Swedes shoe; clinch point shoe rivets, brass; steel cobblers' rivets; brass cobblers' rivets. Net list.

TAPES—Lufkins
Ass skin, No. 713, 50 ft., doz. 3 60
Ass skin, No. 714, 66 ft., doz. 4 20
Linen, No. 404, 66 ft., each. 1 50
Metallic, No. 603, 50 ft., ea.. 1 60
Challenge steel, No. 263, 50 ft., each 3 45
Reliable Jr., No. 103, 50 ft. 3 25

THERMOMETERS
Incubator, doz. 5 40
Dairy, dozen .....2 40—4 45

TIES (METAL)
Galv., wall ties, per 1,000..$5 00
Painted wall ties, per 1,000.. 5 00

TIES, COW
Open Ring, Closed Ring, 40 and 5 per cent.
3 Chain and 4 Chain, 40 and 5%.
Stall Fixture Bars, 35%.
Tie Out Chains, 70%.

TIN See weekly report.

TINNERS' TRIMMINGS
Discount, 27½%.
Plain, 66 2-3%.
Re-tinned, 60 and 10%.

TOOLS, HARVEST
Ordinary brands, 40%.
Samson and Sovereign, 30 and 10%.

TROUGH (EAVE)
C. G. Square bead and half round
Size in girth Per 100 feet
8 in. .....$ 6 90
10 in. 7 70
12 in. 9 10
15 in. 12 50
18 in. 16 00
Discount 45 and 2%.

TRACK
B.T. Single Rail .....24c ft
B.T. Double Angle .....22c ft.
B.T. Double Tee .....20c ft.
Discount off above, 40%.

TRESTLES
6 ft., each $1.50 14 ft., each $4.20
8 ft., each 2.00 16 ft., each 4.80
10 ft., each 2.50 18 ft., each 5.40
12 ft., each 3.60 20 ft., each 6.00

TWINE (Binder) Per lb.
650 ft., per lb. 0 13
600 ft., per lb. 0 12
550 ft., per lb. 0 10½
500 ft., per lb. 0 09⅞
5-ton lots, ½c per lb. allowance.
10-ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

TWINE (COTTON) 5-lb.
Montreal Toronto
5-ply and up 0 28½
4-ply, London, 35c..... 0 38
3-ply, London, 32c 0 34

TUBES
Boiler Tubes, Lapwelded.
100 ft., 2 in. 17 50
100 ft., 2½ in. 23 00
100 ft., 3 in. 27 00
100 ft., 3½ in. 32 00
100 ft., 4 in. 40 00

TUBS Samson Galvanized
No. 1, doz., net 13 20
No. 2, doz., net 15 60
No. 3, doz., net 17 40
Hercules
No. 4 .... 12 40
No. 5 .... 13 83
No. 6 .... 15 40
Common Galvanized
No. 0, doz. 8 33
No. 1, doz. 11 16
No. 2, doz. 12 15
No. 3, doz. 13 86
Per nest
Nests of 3—0, 1 and 2 .....$2 38
Nests of 3—1, 2 and 3 ..... 2 05
Nests of 4—0, 1, 2, and 3 .. 2 95

WOOD TUBS
No. 0, per doz. 11 00
No. 1, per doz. 9 50
No. 2, per doz. 8 00
No. 3, per doz. 7 00
Less 15 p.c. Ont., $20.00 lots.

VALVES, ETC.
Ground work, 56 p.c.
Stand, compr. work, 65 p.c.
High grade compr. work, 59 p.c.
Cushion work, 50 p.c.
Fuller work, bibs, 58 p.c.; No. 0 basin cocks, 58 p.c.; and 1 and 2 basin cocks, 53 p.c.; bath bocks, 64 p.c.
Flatway stop and stop and waste cocks, 60 p.c.; roundway, 60 p.c.
J. M. T. Globe, Angle and Check Valves, 35 p.c.; Standard, 45%.
J. M. T. Radiator Valves, 50 p.c. Standard, 57½; patent quick opening valves, 70 p.c.

WARE, COPPER AND NICKEL
Copper boilers, kettles, 10%.
Copper tea and coffee pots, 10%.
Copper boiler and tea kettle pitts, plus 10%.

WARE, JAPANNED
Colored, 22½%; Coal hods, 17½%

WARE, ENAMELED
Scotch grey, 65, 10%.
White ware, 66 2-3%.
White decorated, 12½%.
Colonial, 50, 12½%.
Premier, 40%.
Hollow ware, tinned steel, 30% off.
Enameled street signs, on application.

WARE, GALVANIZED.
Dufferin pattern pails, list.
English pattern, list.
Galvanized washtubs, list.
Galvanized coal hods, plus 10%.
Other lines, list.

WARES, JAPANNED.
Japanned ware, 22½%.
Japanned ware, white, 17½%.
Japanned feed pans, 25, 5%.

WARE, TIN, PIECED
Discount, 17½%.
6, 10 and 14-qt. flaring pails, 17½%.
Copper bottom tea kettles and boilers, list.

WARE, STAMPED. Plain 66 2-3%.
Retinned, 60-10%.
Tinners' trimmings, plain, 66 2-3%.
Tinners' trimmings, retinned, 60, 10%.
Tinners' trimmings, general, 27½%.

WASHERS, IRON.
Full box, 25%; smaller lots, 25%, assorted. Price less 50 lbs. add 1c lb.; less 25 lbs., 2c lb.

WEIGHTS, SASH.
Sectional, 1 lb., per 100 lbs.. 1 95
Sectional, ½ lb., per 100 lbs. 2 50
Solid, 3 to 30 lbs., per cwt. 1 60

WEIGHTS. Horse, 5c lb.

WHEELBARROWS.
Navvy, steel wheel, doz.....31 25
Garden, steel wheel, doz....43 20
Light garden, each 2 50
Heavy garden, L-side, each. 3 75
Heavy farm, solid side, ea.. 3 75

WHIFFLETREES
Tubular steel, 28 ins. ....
Tubular steel, 34 ins., per doz. ....
Tubular steel, 36 ins., per doz. ....
Tubular steel neckyokes, 26 inches, per doz. ....
Tubular steel doubletrees, 40 inches, per doz..... ....
Tubular steel lumberman's, 44 inches, per doz. ....
Prices temporarily withdrawn.

WIRE. Copper wire, 10%.
Brass wire, 3 to 24 gauge, add 33 1-3%; 25 to 36 gauge, add 20%.

WIRE, CUT HAY BALING.
No. 9, $4.10; No. 10, $4.15; No. 11, $4.25; No. 12 and 13, $4.35; No. 13½, $4.45; No. 14, $4.65; No. 15, $4.85. Plus 7½%.
F.o.b. Toronto, Hamilton and Montreal.

WIRE CLOTH (Galvanized)
4 mesh 7 70
6 mesh 8 15

WIRE, STOVE PIPE.
No. 18, $5.50; No. 19, $5.75.
F.o.b. Toronto, Hamilton, Montreal, and freight equalized.

WIRE CLOTHES LINE.
No. 17, $6; No. 18, $4.55; No. 19, $4 in 1,000 feet coils, including reels. F.o.b. Hamilton, Toronto, London and Montreal.

WIRE, FINE STEEL.
Discounts 15 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 22, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $3; Nos. 26-31, $5; Nos. 32-34, $7; Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.
Montreal, No. 13, $4.05; No. 14, $4.10; No. 15, $4.20.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, $4.25 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c, in ¼-lb. hanks, $1.

WIRE CLOTH.
Painted screen, in 100-ft. rolls, $2.35 net 100 sq. ft.; in 50-ft. rolls, $2.40 per 100 sq. ft.
Bronze screen, 12c sq. ft.
Cut lengths, 13c sq. ft.

WIRE (FENCE) Toronto & London Montreal
Barb 4 25 4 50
No. 9, coil spring. 3 95 4 55
No. 9, plain galv. 3 90 4 50
No. 12, plain galv. 4 05 4 65
No. 13, plain, galv. 4 15 4 75
O. & A., No. 10.... 4 41 4 41
O. & A., No. 11 ... 4 47 4 46
O. & A., No. 12 ... 4 55 4 55

WIRE BALE TIES.
Single Loop— Per cwt.
No. 12 .....$ 4 55
No. 13 ..... 4 65
No. 13½ 4 70
No. 14 ..... 4 80
No. 15 ..... 5 00
No. 16 ..... 5 25

WRINGERS.
Royal Can., 11 in., doz. list.$ 84 80
Eze, 11 in., per doz..... 91 80
Trojan, 12 inch 185 00
Favorite, 511E 105 80
Unexcelled, 1041E 129 40
Easy Work 90 50
Challenge, 2111E 94 30
Gem, 141E 91 80
Sunlight, 111 ..... 82 80
Ottawa, 341E 103 30
Empire, 11 in. 93 80
Superior, 11 in. 84 80
Majestic, 11 in. 88 00
Perfect, 11 in. 97 50
Bicycle, 11 in. 103 30
Daisy, No. 2 ..... 114 72
Daisy, No. 1 ..... 105 84
Maple Leaf No. 2 ..... 103 20
Maple Leaf No. 1 ..... 94 32
Sun 78 96
Safety 97 50
Rapid 82 80
Universal 63 00
Eureka, 10" 65 00
Eureka, 11" 71 00
Eclipse 97 70
Discount off above list.
Prices—50%
Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES.
Regular, 65%.
Trimo, 57½% off list; parts, 55%.
Stillson, 57½%; parts, 55%.
Coes, 20%.

WRINGERS—MOP.
White, No. 1, each..... 1 50

ZINC (SHEET) Montreal Toronto
5 cwt. casks 0 26
Part cask 0 26½

MUNRO'S DRY COLORS

are the best on the market and will meet the requirements of your customers.

Order From Your Wholesaler.

The Allan Munro Color Co., Limited, Montreal

MOORE'S

House Colors



These pure Linseed Oil Paints set the pace in Value and Profit

You'll find our dealer agents highly pleased with results. The profits good. Customers are well satisfied—they come back and back again for more.

It will take but a minute for **you** to drop a post card for full details of our proposition. That minute will show you a positive way in increasing your trade.

Benjamin Moore & Company, Limited
WEST TORONTO

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
2½ lb. packages, $6.80 per 100 lbs.; 5 lb. packages, $6.60 per 100 lbs.

BEESWAX
Small quantities, per lb... 0 50
Larger quantities, per lb.. 0 45

BLUE STONE

	Montreal	Toronto
Per lb.	0 14	0 16

London, 20.

BRONZING LIQUID
Bronzing liquid, No. 1 ....$1 20
Banana oil, gal. 3 75

BRUSHES
Weighted, 15 lbs., doz. $16 13
Weighted, 20 lbs., doz. 18 50

COATING
Cement Coating $2 55 2 40

COLORS (DRY) Per lb.
Raw Umber, 100 lb. keg.. 5–12c
Burnt Umber, 100 lbs..... 5–12c
Raw Sienne, 100 lb. kegs.. 5–12c
Burnt Sienna, 100 lb. kegs 5–12c
Imp. green, 100 lb. kegs... 0 22
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs.. 0 12
Indian red, No. 1, 100 lb. k. 0 05
Venetian red, best bright. 0 04
Venetian red, No. 1 ..... 0 02
Drop black, pure dry 0 25
Golden ochre, 100 lb. kegs 0 06
White ochre, 100 lb. kegs. 0 03
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02¾
Spruce ochre, 100 lb. kegs 0 03½
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL
Venetian red, 1 lb. tins, pure 0 13
Indian red 0 18
Chrome yellow, pure 30–35
Golden ochre, pure 0 18
French spruce ochre, pure 0 15
Chrome green, pure 15–22
French permanent green, pure 0 20
Signwriters' black, pure.. 0 24
Marine black, 25-lb. Irons 0 07
Lampblack 0 21

DRIERS
Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS
Per gallon in quart tins ..
Alba-Gloss enamel 4 50
Anchor Floorlustre 2 10
O.P.W. Sunshine White .. 4 10
Old Dutch Enamel 4 00
Jas-per-lac floor enamel .. 1 90
Jas-per-lac art enamel 3 10
Martin's Enamel 4 25
Mooramel 4 35

FILLER Gal.
Luxeberry Enamel $5 00
Screen Enamel, BB. 1 65

FORMALDEHYDE Per bbl.
Demi-johns, 50 lbs. 0 15½
$1.10 for demi-john extra.

GLUE Per lb.
French medal 0 20
English common sheet .. ....
English prima 0 25
White pigsfoot 0 23¾
Perfection amber, ground, No. 1230 ..... 0 20
Cake, bone, 112-lb. bags.. 0 12
Hide, 112 lb. bags 0 35
Gelatine, 112 lb. bags 0 45
Ground glues, 112 lb. bags—
No. 1 ..... 0 20
Extra 0 18
Dreadnought, lb. 0 14½

GLASS
(TORONTO QUOTATIONS)

Size United Inches	Star	Double Diamond
Under 25	$7 80	$11 90
26 to 34	8 15	12 85
25 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 85	....	22 75
86 to 90	....	24 35
91 to 94	....	25 00
95 to 100	....	29 00
101 to 105	....	32 00
106 to 110	....	37 00

Discount, 20%; 50 cases and over, open.

MONTREAL QUOTATIONS
Country Base Price

United Inches	Star	Double Diamond
Up to 25	$7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 85	....	22 75
86 to 90	....	24 35
91 to 95	....	25 00
96 to 101	....	29 00
101 to 105	....	32 00
106 to 110	....	37 00

Discount, 20%.

GLASS PLATE
Montreal:
City, 25 and 5% off list.
Country discount, 20 and 5% off list, delivered.
City discount, 20 and 5% off Toronto.
Country discount, 20 and 5% off list delivered.
F.o.b. warehouse on orders up to $75 gross list value. Orders over $75 delivered free.

GLAZIERS' POINTS
Zinc coated, 18c per lb.
Zinc, pure, prices withdrawn.

WHITE LEAD
(Ground in oil)
Prices per 100 lbs. in ton lots:

	Montreal	Toronto
"Anchor Pure"		
O.P.W. Decorators' Pure		
Crown and Anchor		
Crown and Anchor.		
Crown Diamond Pure		
Elephant Genuine..		
Green Seal	13 30	13 95
Moore's Pure	13 30	13 45
O.P.W. Decorators Pure		
O.P.W. English ...		
Painters' Perfect..		
Ramsay's Pure Lead		
Tiger Pure		

Less than ton lots, 30c per cwt. higher
Brandram's B.B. Genuine, $15 Montreal and $15.15 Toronto in less than ton lots. Ton lots less 5 p.c.
James Genuine, $17 less than ton lots. Ton lots less 5 p.c.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt..	13 50	13 50
Genuine, 100-pound kegs, per cwt..	13 87½	13 87½
Less quantity ...	....	0 13

LEAD, ARSENATE OF

Per 100 lbs.	Dry	Paste
1-lb. bottles	$35 00	$21 00
2-lb. bottles	....	18 00
5-lb. bottles	31 00	14 00
10-lb. bottles	29 00	....
25-lb. irons	25 50	13 00
50-lb irons	....	12 50
100-lb. irons	24 00	11 75
200-lb irons	....	11 60
Barrels	....	11 00

F.o.b. Toronto, Montreal and Hamilton.

MURESCO
Tints in 5 lb. packages, per 100 lbs., $6.00.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Per gallon (in quarts)

Brandram-Henderson's "English" white	2 65
"English," ordinary colors.	2 50
Benjamin Moore's "Egyptian" Brand	
Canada Paint Co.'s Pure ..	
Crown Diamond	
Crown Diamond, floor	
Elephant	
Frescotone, white	
Frescotone, colors	
Jamieson's Crown and Anchor	
Jamieson's Island City	
Martin-Senour 100% Pure ..	
Minerva, white	
Minerva, ordinary colors ..	
Moore House Colors	
O.P.W. Canada Brand, Pure	
O.P.W. Canada Brand, Floor	
O.P.W. Canada Brand, Flat Wall	
Ramsay's Pure	
Ramsay's Thistle	
Stephens' House Paint, (Wpg.)	
Stephen's Floor Paint (Wpg.)	
Senour's Floor Paint	
Senour's Porch Paint	
Sherwin-Williams	
Flat tone	

PARIS GREEN

	Munro's	C.P. Co.	Bergers
600-lb. bbls.	42¾	38¾	39½
250-lb. kegs	43	39	39¾
100-lb. drums ...	44	40	40¾
50-lb. drums	44	40	40¾
25-lb. drums	44¼	40¼	41
1-lb. 100s, pkgs..	46¼	42¼	43
½-lb. 100s	48¾	44¼	45
1-lb. 100s, tins ..	47¼	43¼	46

Prices f.o.b. Toronto, Hamilton and London.

PARIS, PLASTER
Per bbl. .....$2.25-$1.50

PRIMER
Luxeberry Primer 2 25

PASTE WOOD FILLER
Pound

1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
½ barrels	0 06½
Barrels	0 06

PUTTY

	Standard Montreal	Toronto
Bulk, in casks ...	2 70	2 80
Bulk, 100-lb drums	2 90	3 00
Bulk, 25-lb. drums.	3 00	3 10
Bladders, in bbls..	3 30	3 40

Pure Putty, 70c cwt. advance.

SHELLAC
Gum, 34c lb.; finest orange, 42c lb.; finest white, 46c lb.

TAR (PINE TAR)

Half pint tins, per doz.	0 65
Pint tins, per doz.	1 10

London, pints, 85c doz.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	2 10
Cumoff	2 10
Dreadnought, gal	2 75
O.P.W. Presto	2 25
Lingerwett	2 65

TURPENTINE

	Montreal	Toronto
See weekly report for prices.		

SLATING Gal
Liquid Slating, B.B.....$3 00

STAINS Gal.
Oil and Spirit, Berry Bros.$2 73
Water Stains, Berry Bros.. 1 05
Berrycraft, stain finish 2 80
Creo-lac 0 85
C.P. Oil Stans 1 98
Sun Varnish Stains 2 20

VARNISHES Per gal cans

Brandram-Henderson, Ltd., "Gold Medal"	1 90
Copaline Varnish	2 50
C. P. Co.'s Sun Varnish	2 50
Dependon Light Hard Oil Finish	1 70
Dulgloss	3 00
"Dreadnought" spar varnish	2 30
"Dreadnought" Varnish	2 65
"Dreadnought" varnish (gloss)	1 90
"Dreadnought" varnish (eggshell)	1 90
"Dreadnought" hard oil finish	1 20
"Dreadnought" interior varnish	1 20
"Dreadnought" terebene dryer	1 65
"Dreadnought" bronzing liquid	1 05
Elastic Interior	1 40
Elastic Exterior	1 55
Elastic Excello	2 00
Everlastic (Floor)	2 55
Elastilite	2 25
"Flint-Lac" coach	1 30
Flattine Floor Finish	3 00
Gold sized Japan	2 00
House painter's White Jap..	1 95
Jas-per-ite exterior finishing	2 25
Jas-per-ite pale hard oil ...	1 60
Jas-per-ite floor finish	2 25
Kopi	2 30
Kyanize cabinet rubbing..	3 50
Kyanize spar	4 75
Kyanize stains	3 50
Liquid granite	2 80
Luxeberry light	2 90
Luxeberry spar	4 10
Luxeberry exterior	4 50
Marble-ite	2 30
Mar-Not	2 70
Martin-Senour finest interior	2 60
Martin-Senour Wood-Var...	2 30
Maritime spar varnish	4 60
No. 1 Furniture Varnish ..	1 25
Pure White Shellac	2 40
Pure Orange Shellac	2 25
Sherwin-Williams "Kopal" Varnish	2 75
Stove-Pipe Varnish, ½ pints, gross	9 00
Sun Waterproof Floor Finish	2 75
Sun-Spar Varnish	4 00

WATER PAINTS

Opalite, 200 lb. bbls.	0 12
Opalite, 100 lb. kegs	0 12½
1 gal. package, per pkg...	0 65
½ gal. package, per pkg..	0 35
Coralite, 5-lb. pkgs	0 04½

WASTE (POLISHING)
Cream 0 17½

WASTE, WHITE WIPING

XXX Extra	0 16
X Grand	0 15
XLCR	0 14
X Empire	0 13
X Press	0 12

WASTE, COLORING WIPING

Fancy	0 11¼
Lion	0 10¼
Standard	0 09¼
Popular	0 08¼
Keen	0 7¼

WASTE, WOOL PACKIG

Arrow	20
Axle	16
Anvil	12
Anchor	10

WIPERS, WASHED COTTON

Select White	12
Mixed Colored	9
Dark Colored	8

This line subject to trade discount for quantity.

WAX .. ..Per lb.

C. P. Floor Wax	0 30
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 37
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	41–44c
Johnsons	41–44c
Gold Medal	0 30

WHITING

Paris white	1 90
Plain, in bbls.	1 75
Gilders, bolted, in bbls.	1 85

Per 100 lbs.

WOOL ALCOHOL Per gal.

In gallons	1 25
Barrels	0 87

$4 extra for barrels.

Analyze Your Varnish Department

Are your sales as large as they should be?

Have you a complete varnish line?

Is this department getting the attention it deserves?

Is the varnish you are selling dependable?

Dougall Varnish Will Increase Your Sales Your Profits and Your Reputation

The Varnish That Lasts Longest

The Dougall Varnish Co., Limited

305 MANUFACTURERS STREET - - MONTREAL

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

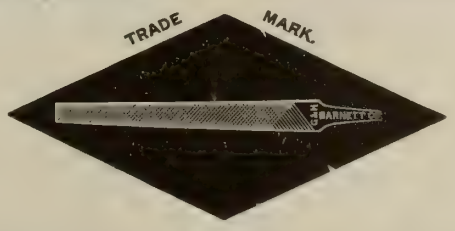
THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION
Powder, per keg, $11.00.
Shot, soft, per cwt., $15.25; chilled, $16.75; buckshot, $16.05; ball, $16.45.

ANVILS
Peter Wright, 80 lbs. and up, 14½c per lb.; clip horn, 15½c.
Norris, 41 to 56 lbs., 15c; 57 to 70 lbs., 13½c; 71 to 83 lbs., 12½c; 84 lbs. and over, 12c.

AXES
H. B., 1 lb., $7 per doz.; 1⅝ lbs., $7.40; 2 lbs., $7.75; 2½ lbs., $8.50; 2¾ lbs., $8.75; 3, 3½ and 4 lbs., $9.50; H, B. Handled Axes, 2 lb., $10; 26 lb., $10.75; 3 lb., 3½ lb. and 4 lb., $11; Black Prince Axes, unhandled, $9.00; Black Prince Axes, handled, $11.50; lb. and 4 lb., $11.75; Black Prince Bench axes, 35 p.c.; broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $20.80.

BARS, CROW. $5 per 100 lbs.

BAR IRON
Bar iron, $3.35; Swedish iron, $5; sleigh shoe, steel, $3.50; spring steel, $4; machinery steel, $4.50; tool steel, Black Diamond, 10c lbs., $10.25; Brittain Brand Tool Steel, $8.50.

BELTING
Rubber, 6 in. and under, 50 and 10%; over 6 in., 50%.
Agricultural leather belting, 66 2-3 p.c. off list.
Standard, 50 and 5 p.c. off list.
The "double" list is just twice the price of "single."

BELT LACING
In sides, tanned, $1.20 per lb.; cut, $1.35 per lb.; rawhide, sides, $1.15; cut, $1.50.

BOLTS
Carriage, ⅜ and smaller, 30%; 7-16 and larger, 15%; machine, ⅜ and under, 30%; 7-16 and over, 20%; machine set screws, 55%; plough bolts, 20%; nuts, small lots, 1¼c advance over list; case lots, ¼c advance over list; stove bolts, 60%; shaft bolts, 20%; tire bolts, 35%; sleigh shoe bolts to ⅜, 20%; 7-16 and up, 15%.

BORAX. Borax, per lb., 12c.

BUILDING PAPER
Tarred, 85c to $1.45 per roll, cording to quality; plain, 55c to to $1.25.

CHAIN
Coil, 3-16 in., $10.75; ¼, $8; 5-16, $7.10; ⅜, $6.25; 7-16, $6; ½, $5.75; 9-16, $5.75; ⅝, $5.65; ¾, $5.50; Logging, 5-16, 7½c; ⅜, 6½c; tie out, 75 p.c.

CHURNS
Barrel, No. 0, $5.60; No. 1, $5.60; No. 2, $6.25; No. 3, $6.90; No. 4, $8.15 each

CLEVISES, MALL. 8½c per lb.

CLIPPERS
Stewart's 25 p.c. off Canadian list.

COPPER
Sheet and planished copper, 60c per lb. Tinned, 47c; Braziers' soft copper, 10-24 ft., 26c; 27½c.
Soldering irons, 55c base.

DRILLS
Bit stock, 45 p.c.; Blacksmith, ½ in. round shank, 40 p.c.
Eavestrough, 8 in., per 100 ft., $3.70; 10 in., $4.50; 12 in., $5.50.
Conductor pipe, 2 in., per 100 ft., $4.50; 3 in., $5.25; 4 in., $6.50.

ENAMELWARE
Canada, 33 1-3; Imperial, 50, 2½; Premier, 33 1-3; Colonial, 50, 2½; white, 60, 7½; diamond, 33 1-3; pearl, 50, 2½ per cent.

FIXTURES
Star hollow ware, No. 3, $1.
Galvanized ware, heavy, 25 and 2½ p.c. light, 25 and 12½ p.c.

FORMALDEHYDE
400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

FERRULES AND RINGS
30 per cent. off.

FILES. Nicholson's 57½ p.c.

GALVANIZED WARE.
10% advance on net list, except heavy tubs and heavy pails, which are net list.

GLASS, WINDOW

	Single	Double
Up to 25 in.	6 75	10 25
26 to 40	7 50	11 75
41 to 50	10 00	13 25
51 to 60	10 50	14 00
61 to 70	11 25	14 75

GLASS (Plate)
30 p.c. off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HINGES
Light T and strap, 30 p.c.
Corrugated Strap Hinges — 4, $1.05; 5, $1.45; 6, $2; 8, $3.20; 10, $4.75; 12, $7.20.
Corrugated Tee Hinges — 4, $1.25; 5, $1.90; 6, $2.35; 8, $4.15; 10, $5.90; 12, $8.35.

HORSESHOES
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS
55 per cent. off list.

KNOBS. Door, 307, $1.45.

IRON BAND.
1½ in., $3.80; 1¼, $3.80; 1 in., $3.90. Apollo and

IRON GALVANIZED

	Premier	"Fleur de Lis"
10¾ oz. or 28 Eng..	7 00	7 00
28 Am. or 26 Eng...	6 75	6 75
26 Am. or 26 spec...	6 45	6 45
24	6 05	6 05
22	5 95	5 95
18 and 20	5 75	5 75
16 Am.	5 60	5 60
14 Am.	5 60	5 60

IRONS, SAD
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set 0 95
Mrs. Potts No. 50 set 1 00
Mrs. Pott's common sad iron handles, 85c dozen. Mrs. Pott's improved, $1.10. a dozen.

LAMP CHIMNEYS
A, per case 8 doz., $4; per doz., 60c; B, per case 6 doz., $4.10; per doz., 75c.

LANTERNS

No. 2, plain	8 25
No. 20, X-ray	12 00
No. 22, Dash-board	10 75
Trulite, short globe, doz...	8 25

LEAD PIPE, $13.40.

LEAD WASTE, $14.40.

LINSEED OIL
Raw, per gal., 95c; boiled, per gal., 98c.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

MATTOCKS
Pick, $6.25; cutter, $6.25.

NAILS
Wire, f.o.b. Fort William, $3.85 base; Winnipeg, $4.25 base. Cut, f.o.b., Winnipeg, $4.20.

NAILS, HORSE
Capewell, 10 per cent off list.

NETTING. Poultry, 40 per cent.
Banner Netting, 24 in., $2.65; 36 in., $3.35; 48 in., $3.90; 60 in., $4.65; 72 in., $5.35.

NUTS
Square, small lots, 1¼c advance over list; case lots, ¼c advance over list; Hexagon, small lots, 1¼c advance over list; case lots, ¼c advance over list.

OIL CANS

	Tin	Galvanized
½ gal., dome top....	$2 73	$....
1 gal., dome top	3 35	4 25
2 gal., dome top	5 17	6 75
5 gal., dome top	8 24	14 85

OILS
"Buffolite," 20c; Ideal Thresher, 35c; "B" Castor machine oil, 30c; Buffalo Engine gasoline, 31c; Buffalo "A" gas engine oil, 45c; Royal gasoline, 32c; Family Safety coal oil, 19½c; "Engoline" engine coal oil, 15*c; Summer Black oil, 19c; Kelso engine oil, 45c; Silver Star oil, 16*c; Royalite oil, 17c; Standard gas engine oil, 42c; Prairie Harvester oil, 40c.

DRY COLORS
Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c; less than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $14; 15 lb. for less.

PICKS Clay, 6-7, $6 per dozen.

GALVANIZED IRON PIPE
¼ in., $6.25; ⅜ in., $6.35; ½ in., $6.70; ¾ in., $8.25; 1 in., $1245; 1¼ in., $16.50; 1½ in., $20; 2 in., $27.20; 2½ in., $43.05; 3 in., $56.20.

IRON PIPE
Black, ¼, $3.78; ⅜, $3.87; ½, $4.95; ¾, $6.04; 1, $9; 1¼, $12.06; 1½, $14.49; 2, $19.44; 2½, $30.70; 3, 40.14; 3½, $48.33; 4, $57.25; 4½, $71.73; 5, $83.61; 6, $108.45.

Above prices are under revision. New prices will be about 5% lower.

PLASTER, Paris, per bbl., $3.75.

PARIS GREEN
In 1-lb. pkgs., full cases, 44c lb.; less, 44c lb. In ½-lb. pkgs., full cases, 46c lb; less, 46½c lb.

PLATES, CANADA
Half polish, 6-7 inch, $4.75; 8 inch, $5; full polish, 6-7 inch, $5.75; 8 inch, $6; Black sheets, $4.90; 8 inch, $5.15; Black sheets —28, $5; 26, $4.85; 18-24, $4.75; 16, $5.35; 14, $5.25; 12, $5.35; 10, $5.25.

PLOW SHARES.....10c per lb.

POINTS
Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. irons	3 25
25-lb. irons, per cwt.	3 50
1½-lb. tins	0 07

RIVETS AND BURRS
Iron rivets, 30 per cent; copper, No. 7, 66c lb.; No. 8, 66c; No. 9, 67c; No. 10, 71c; No. 12, 75c.
Five-lb. assoter boxes, No. 8 gauge, 74c lb.; No. 10 gauge, 79c lb.
Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 68c; No. 10, 71c; No. 12, 76c.

ROPE
Sisal, 16½c base; pure Manila, 24c base; British Manila, 19c base; lath yarn, 16½c base; African hemp, 19c base; cotton rope, ¼ and over, 31½c.
Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell.) 25 per cent. off.

SAWS, BUCK
Happy Medium and Watch Spring, $5; Lance Tooth or Lightning Blades, $5.25; New Century, $7.25.

SCALES
Same form as Toronto quotations, making discounts in all cases 5 per cent. less. All quotations f.o.b. Winnipeg.

SCREWS
Bright iron, round head, 70 p. c.; flat head, 75 p.c.; round head, brass, 35 p.c.; flat head, brass, 37½%; coach, 40%.

SHEET ZINC. Any lots, 30c.

Black Steel Sheets

10 gauge	5 00
12 gauge	5 10
14 gauge	5 00
16 gauge	5 10
17-24 gauge	4 50
26 gauge	4 60
28 gauge	4 75

SHOVELS AND SPADES
Shovels (polished) Fox and Olds, $8.90; Bulldog and Jones, $10.50; Black, 50c per dozen less; Spades same as shovels. Scoops, Black Cat, Crescent, No. 6, $10.25; No. 8, $10.90; No. 10, $11.60; Jones socket scoops, Moose Scoops, No. 6, $11.20; No. 8, $11.90; No 10, $12.55.

SOLDER Per pound, 30 to 31c.

SPIKES
Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES
Bright wire, per cwt., $3.90 at Fort William, $4.30 Winnipeg; galvanized staples, $4.70 Fort William; $5.10 Winnipeg.

STEEL
Sleighshoe, $3.50 base per cwt.; plow, common, $5.50; crucible plow, $6.60; angle, $4; harrow, $3.25 base; east, octagon tool steel, 10¼c base; square tool, 11¼c base; spring, $4; machine, $4.50 base; tire, $4.

STEEL BLACK SHEETS
10 gauge, $5; 12 gauge, $5.10; 14 gauge, $5; 16 gauge, $5.10; 17 to 24 gauge, $4.50; 26 gauge, $4.60; 28 gauge, $4.75.

STEEL HOOPS
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES
40 per cent. off list.

TACKS. Carpet, 70-10% off list.

TIES. Cow, 40 per cent.

TIN AND TIN PLATE
Block tin, 58c per lb. Per Box

20 x 28 I.C.	$13 50
20 x 28 I.X.	15 00
Terne Plates	11 00

TURPENTINE
Per gal., barrel lots, 80c.

VISES
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $7.50 each; over 45 lbs., 18c lb.

WASHERS
Iron, small lots, 25 p.c. + 75c; full boxes, iron, 30 p.c. + 75c.

WHITE LEAD
Decorators' pure, ton lots, $14.55; less than ton lots, $14.85.

WIRE, BARB
Lyman, 4-point, $3.50 f.o.b. Ft. William, $3.75 Winnipeg; Glidden Cattle, 2 pt., $3.35 Ft. William, $3.60 Winnipeg; Baker 2 pt., $3.20 Ft. William, $3.55 Winnipeg; Winnipeg, $2.95; plain twist, cwt., Ft. William, $3.90; Winnipeg, $4.30; plain galvanized, Ft. William, No. 9, $4.10; No. 12, $4.50; No. 13, Winnipeg $4.25, Ft. William $4.75; coil spring, Ft. William, No. 9, $4.05; No. 12, $4; Winnipeg, No. 9, $4.35; No. 12, $4.30.
Patented screen in 100-ft. rolls. $2 per hundred sq. ft.; in 50 ft. rolls, $2.10 per 100 sq. ft.

WIRE, PLAIN
Bale ties, 14 gauge, single loop, $5.40 Winnipeg; $5 Fort William.
Brass snare wire, per lb., 80c.

WIRE, ANNEALED.
No. 9, $4.45; 10, $4.50; 12, $4.65; 14, $4.80; 15, $4.95; 16, $5.10 per 100 lbs.

WIRE (STOVEPIPE)
18 and 19 gauge, 7c per lb.

WRINGERS
Royal Canadian, $41 per doz.; Eze, $44.50 per doz.; Bicycle $50.75 per doz.; Ajax, $8.50 each.



Stephens

House Paints, Floor Paints, Barn Roof and Elevator Paints, Structural Iron Paint, Silk-stone Flat Wall Colors, Interior Enamels, Wa-ko-ver Stains, Carriage Paints.

A line that assumes all-around satisfaction in your paint department.

The quality and service of Stephens products have built a splendid reputation for them in the West.

Our paints are made to withstand the extremes of the Canadian climate, and do so efficiently. They have remarkable covering capacity and are attractive until completely worn out.

Sell Stephens Products and you make re-orders double-sure.

Write us re our exclusive agency.

G. F. STEPHENS & CO., LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG and CALGARY



If interested, tear out this page and keep with letters to be answered.

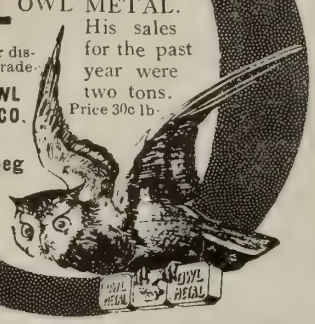
OWL BABBITT METAL

With difficulty we induced a customer to stock a few pounds of OWL METAL. His sales for the past year were two tons.

Price 30c lb.

Write for discount to trade.

THE OWL METAL CO. LTD. Winnipeg



NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



GASOLINE

We are refiners and manufacturers of Gasoline, Coal Oil, Distillate, and all Petroleum Products

Let us quote you on any quantity from a can to a tank car.

OILS

Continental Oil Co., Limited

WINNIPEG

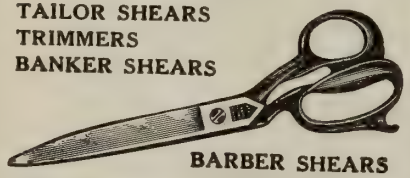
Branches: Brandon Regina Saskatoon Swift Current Calgary Lethbridge

HENRY F. SEYMOUR SHEAR CO. NEWYORK

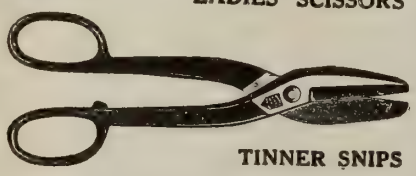
SEYMOUR SHEARS

have been the Standard for over eighty years

TAILOR SHEARS
TRIMMERS
BANKER SHEARS



BARBER SHEARS
LADIES' SCISSORS



TINNER SNIPS

Catalog illustrating full line of Seymour Shears gladly sent on request.

Selling Agents, WIEBUSCH & HILGER, Limited, New York
A. MacFARLANE & CO., Montreal
Canadian Agents.

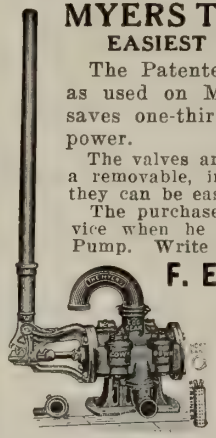
MYERS TANK PUMPS

EASIEST TO OPERATE

The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

The purchaser buys the most service when he buys a Myers Tank Pump. Write for booklet,



F. E. Myers & Bro.
Ashland, Ohio.

J. H. Ashdown, Hdwe. Co., Ltd., Winnipeg, Calgary & Branches.

Lewis Bros., Ltd., Montreal, Distributors of Myers Pumps.



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS Limited

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

HERCULES

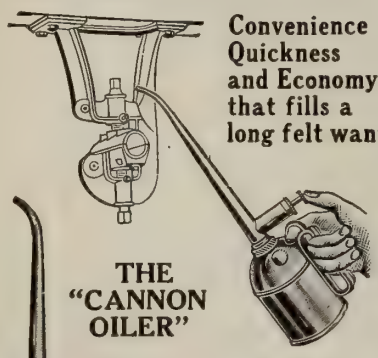
SASH CORD



THE BEST MADE

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

All Wholesale Dealers Sell Them



Convenience Quickness and Economy that fills a long felt want

THE "CANNON OILER"



FORCES THE OIL ANYWHERE by simply pressing on the plunger. The oil is entirely controlled by the operator in whatever position the can may be held.

SAVES THE OIL. As the flow of oil ceases the instant the pressure on the plunger stops, not a drop of oil need be wasted.

TRY IT. THE SALES WILL SURPRISE YOU.

R. E. BLOOMER
KEITHSBURG, ILL.

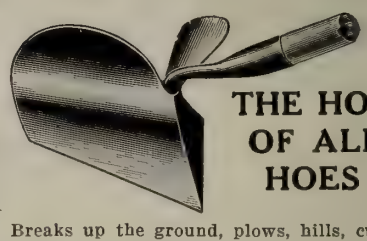
IT MAY SAVE YOUR LIFE

If you are going hunting or fishing in the woods or on the water—the need of dry matches may save your life "The Excelsior Sportsmen's Belt Safe" made of Brass, Nickel Plated, Gun Metal or Oxidized — Waterproof. Furnished complete with Belt and Buckle for $1.00.



Hyfield Mfg. Co., 48 Franklin St., N.Y.

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Hardware and Metal, and let it assist you in filling your needs.



THE HOE OF ALL HOES

Breaks up the ground, plows, hills, cuts weeds and cultivates the soil and does the work in half the time, and better, easier and more satisfactorily.

Manufactured by

SCHOENER MFG. COMPANY
St. Cloud, Minn.
Sold by all jobbers.

CARTER'S

DRY

RED LEAD-ORANGE LEAD-LITHARGE

What are your requirements for Dry Red Lead, Litharge or Orange Lead? We are offering you a Canadian-made product manufactured by a Canadian Company.

The best quality of Red Lead, Orange Lead or Litharge can be procured right here in Canada at the most favorable prices. The highest standards are strictly observed, and your requirements can be filled completely without any delay, and to your entire satisfaction.

We manufacture special Red Lead and Litharge for Color Makers, Rubber Makers, and Varnish Makers, and are also manufacturers of Oxides, specially suited to Potters and Storage Battery Makers.

Do not let this opportunity go by, but drop us a line and ask us for our prices and further information regarding our products.

The Carter White Lead Company
OF CANADA LIMITED
91 Delorimier Ave., Montreal

FERRIC RED

A positive and permanent Red, beautiful, rich in color, covers well, works easily, is all that could possibly be desired in paint for Barns, Roofs, Fences, Bridges, etc. The price is right and permits of handsome profits.

Made by

A. Ramsay & Son Company
Established 1842

TORONTO MONTREAL VANCOUVER

If interested, tear out this page and keep with letters to be answered.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.



Trulite The Original Short Globe Lantern.
Made only by
Ontario Lantern & Lamp Co.,
HAMILTON, CANADA Limited



"BEST'S" No. 21 WEATHER STRIP
Double Felt and Zinc.
Write for Samples and Prices
Best Weather Strip Co., Ltd.
Hamilton Ont.

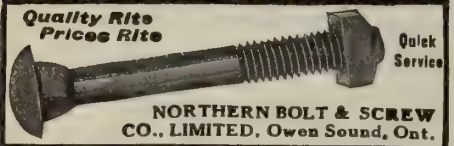


BATH ROOM FITTINGS
K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE
AUTO ACCESSORIES



THE STURDY ASH SIFTER
Best Sifter. Best Price
Collins Manufacturing Company, Toronto

BOLTS, RIVETS, WIRE & WIRE NAILS
Quality Rite
Prices Rite
Quick Service



NORTHERN BOLT & SCREW CO., LIMITED, Owen Sound, Ont.

Embossed Metal Letters
Drop a card for prices and particulars.
HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.



"CONDOR"
—the name that means quality and service in lamps—more light, less current. A money-saver, a money-maker. Write
The Basters, Jackson Co.
22 College Street, TORONTO

FOOD CHOPPERS



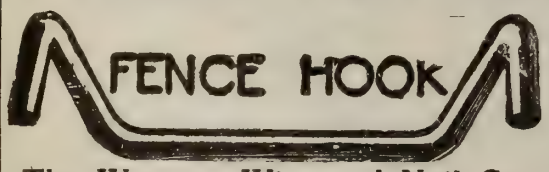
Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.
F.W. Lamplough & Co., Unity Bldg., Montreal



Hardwaremen
You should stock a James Bros. Feed Cooker. Write for circular and prices to
James Bros. Foundry
PERTH, ONT.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKETS ON WIRE FENCES



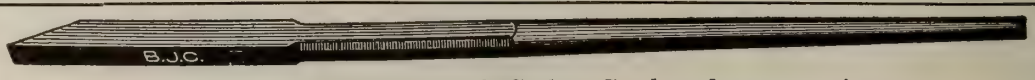
WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, etc.
The Western Wire and Nail Co., Limited, London, Ont.



Winter is Coming
Weatherstrip wanted for doors. Specify Swan Brand. Made of solid oak, and best green felt. Comes ready to put up.
SWAN MFG. CO.
Winnipeg

SEE PAGE 77 OF THIS ISSUE. IT WILL INTEREST YOU.

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

If interested, tear out this page and keep with letters to be answered.

Auger Bits, Bolts and Nuts, Bolster Springs, Chain, Drills, Files, Handles, Horseshoes.

LET US QUOTE YOU

IRON AND STEEL HARDWARE TOOLS

WILKINSON AND KOMPASS

TORONTO HAMILTON WINNIPEG

WE SHIP PROMPTLY

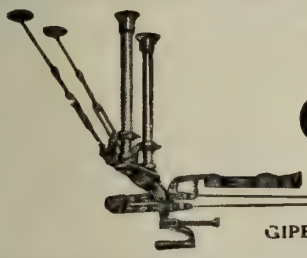
Cotter Pins, Rivets and Burrs, Cap and Set Screws, Wood Screws, Tacks, Washers, Varnishes, Waste.



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.



YOUR GUARANTEE



GIPE-HAZARD STORE SERVICE CO., LTD.
97 Ontario St., Toronto, Canada

INSTALL Gipe-Hazard Carriers—use them ten days—put them to every test — and if they do not give quicker, better and more satisfactory store service than any other system, they may be returned at our expense. Fair enough, is it not? Investigate our modern Electric Cable Cash Carrier and Pneumatic Dispatch Tubes.

SEND FOR OUR NEW CATALOGUE F.

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar MONTREAL

R. H. Smith Co. Ltd. St. Catharines, Ont.

VANADIUM

CURVE GROUND

TRADE ARROW HEAD MARK

THE SAW

STEEL.

NO. 44.

UNEQUALED-IN-QUALITY-UNIFORMITY & SERVICE.

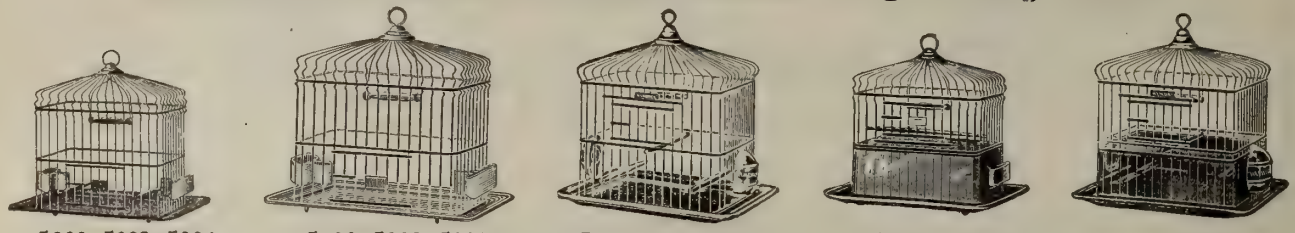
Here is a line of saws that will boost your sales and pay a good fat profit on each turnover. It's **popular because** it's the best possible product of human skill and long experience.

If interested, tear out this page and keep with letters to be answered.

Convenient to Stock "HENDRYX" Always Salable

A Word for Quality

Sample Assortment nested for immediate shipment. All good selling numbers



5000—5002—5004 5006—5008—5010 7002—7004—7006 5004G—5006G 7008G

Case No. BC contains 24 brass cages—two of each number including six with brass guard attached

THE ANDREW B. HENDRYX CO., New Haven, Conn., U.S.A.

Seafoam Electric Washer and Wringer

(2 Styles)

No Worry—Little Work, in the Home Laundry with this **LABOR SAVER.**



Style "A"

Style "B" made without electric motor for use with Gasoline, Steam engine or Windmill.

Great for the Farm.

Made only by

Cummer-Dowswell, Limited

Hamilton, - Ontario





High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.



Buck Brothers

Milbury, Mass., U.S.A.



A Good Vise for Household and Amateurs

Dozens of your customers need and want a vise—but perhaps they don't know it! If you bring it to their attention, they'll say "the very thing I have been wanting!" and a sale, with a good profit in it, is made, and the sale of one tool means another very often.



This vise of our making is of high-grade cast iron, screw is made of ½-inch malleable iron. Jaws are ground and 1¼" wide, opening two inches. Supplied in black Japanned finish unless otherwise ordered.

Write for Catalogue. It shows actual photographs of our complete line of machinists' and wood-workers' tools.

NATIONAL MACHINERY & SUPPLY CO., LTD. - HAMILTON, CANADA

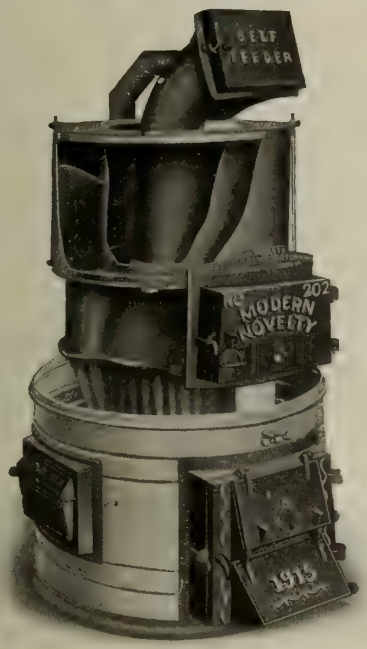
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DEALERS, ATTENTION

NOVELTY SELF-FEEDER *HOT AIR* FURNACES *are the best sellers*

The whole trade wants them because they make sales; because they save—
TIME, LABOR, COAL

Because they heat equally
ALL DAY and ALL NIGHT



The self-feeder principle places "NOVELTY" furnaces, which have been leaders for 30 years, away ahead of all others and—
THEY COST NO MORE

Write now for Catalog and Prices.

Toronto Furnace & Crematory Company, Limited

HEAD OFFICE :
111 King St. East, TORONTO

See our display, Stove Building, at Toronto National Exhibition.

LONDON BAR IRON

High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON, - ONTARIO

SALES AGENTS
Manitoba — Bissett & Webb, Ltd., Winnipeg.
British Columbia - McPherson & Teetzel. Vancouver.

NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.
ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

MONEL METAL

We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.
Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.
Send Inquiries Direct to Us.

The International Nickel Company
43 EXCHANGE PLACE, NEW YORK

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies
Agents: A. RAMSAY & SON COMPANY, Montreal.

KINDLY MENTION THIS PAPER WHEN ANSWERING ADVERTISEMENTS

If interested, tear out this page and keep with letters to be answered.

Condensed or "Want" Advertisements

There is always someone, somewhere, who is looking for just such a proposition as you have to offer—and it is more than likely that he is a hardwareman and a subscriber to HARDWARE AND METAL. Let an advertisement on this page bring you together.

RATES (payable in advance): 2 cents per word first insertion, 1c per word subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word.

POSITIONS WANTED

WANTED — EXPERIENCED HARDWARE salesman is open for position as hardware or paint traveller with reliable firm; can furnish best of references. Apply Box 311, Hardware and Metal, Toronto.

AN EXPERIENCED HARDWARE MAN desires position with wholesale or retail. Capable of managing; at present employed. Total abstainer. Married. Best references. Box 310, Hardware & Metal, Toronto. (40)

SPECIALTY SALESMAN DESIRES POSITION as sales manager or traveler. Twelve years' experience calling upon Ontario hardware trade. Box 313, Hardware and Metal.

WANTED—ROAD POSITION IN WESTERN Canada by successful salesman with 14 years' hardware experience, eight years on road in Ontario for large manufacturer of hardware. Can furnish best of references. Box 309, Hardware and Metal. (37)

SITUATIONS WANTED

THE "CHANGING TIME" IS GETTING near. There are many firms who have vacancies on their sales or office staffs to fill during the next few months. If you want to qualify for some of these vacancies, tell your story briefly in a Condensed Advertisement, and try in out in Hardware and Metal. A twenty-five word advertisement may land you a permanent position with splendid prospects.

AGENCIES WANTED

WANTED. — FOR THE MARITIME PROvinces a good selling line or lines on commission. Apply Box 536, Hardware and Metal.

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

STORE EQUIPMENT FOR SALE

YOU MUST HAVE A LOT OF OLD FIXtures around the store which are no longer of any value to you, but would prove very useful to someone else in the hardware business. Find a purchaser for this equipment through an advertisement on Hardware and Metal's Condensed Ad. Page.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using, would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

HARDWARE WINDOW DRESSING—THIS IS the first book ever written devoted exclusively to Hardware Display. There are 256 pages and over 200 illustrations with full working descriptions. It is the purpose of this book to illustrate and explain how hardware windows may be dressed to the best advantage—how they can be made to sell goods. It is not a theoretical work but a collection of specimens of the best work and ideas of the most expert window dressers in the world. These men have contributed their experience covering the many phases of hardware window display. This volume, therefore, represents the sum total of information on this subject presented as concisely as is consistent with clearness. By following the simple illustrated directions given in "Hardware Window Dressing" any clever clerk can put in good hardware displays at no cost whatever. Size 8x11 inches. Price $2.60 postpaid. MacLean Pub. Co., 143 University Ave., Toronto.

SITUATIONS VACANT

WANTED—RELIABLE MAN AS BOOKkeeper and to look after finances of retail hardware business in central Ontario. One able to assist in management of store preferred. Address, stating experience and salary expected, Box 668, Trenton, Ont.

WANTED—A YOUNG MAN WITH EXPERIence in the hardware business, to act as clerk; also assistant shipper for the shipping room, with some knowledge of checking and packing goods. Please state age, experience and salary expected. Apply to Sumner Co., Moncton, N.B. (43)

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FOR SALE — HARDWARE AND STOVE business in the City of St. John. Reason for selling is for want of capital to carry on business successfully. Apply Box 537, Hardware and Metal.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

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SUGGEST more and you'll sell more. Every home needs some hearth furniture; but the majority of homes are not supplied with

Fire Irons
Andirons, Portable
Baskets
Grate Guards
Spark Guards

These articles (in a variety of styles) we make. Our catalogue illustrates them and gives particulars. With it you can make sales, but you can make more sales if you have some stock.

Send for our catalogue and be ready to answer enquiries and show illustrations.

Winfield Brewster
HESPELER, ONTARIO

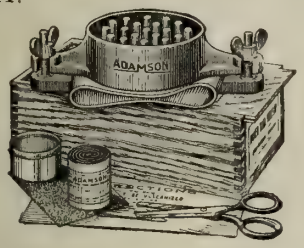
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The only vulcanizers made in Canada

Embody an exclusive principle of operation—no steam or electricity is required. It is absolutely automatic—does not require watching or regulating. No danger of burning or ruining the tires as with other vulcanizers. Saves 90% of "tire troubles" and doubles the life of the tires.

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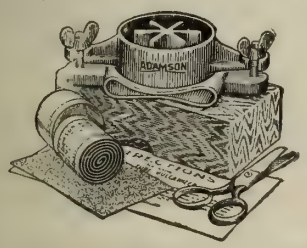


MODEL "T"—FOR INNER TUBES ONLY.

No cement is used, the Adamson Repair Gum is placed on the tube according to directions. The vulcanizer is applied by simply clamping it centrally over the repair gum and tube as illustrated.

To vulcanize the repair, one ounce of gasoline into the vulcanizer and ignite.

IT'S QUICK.



MODEL "M"—ESPECIALLY ADAPTED FOR REPAIRING MOTORCYCLE, BICYCLE, FORD AND CYCLE CAR TUBES.

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It is designed for repairing 3½ in. tubes and under.

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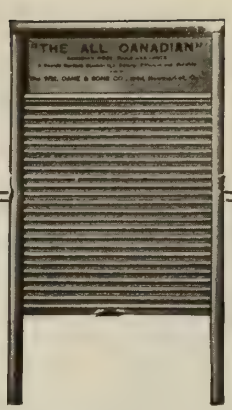
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than aluminum and zinc wash boards, is just as good and is more serviceable.

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All-Wooden
Wash Boards

are the result of great scarcity and high price of zinc and aluminum—a price that has greatly handicapped washboard sales.

All-Canadian grown wood, Canadian-made nails, and by Canadian workmen—that's why it's all-Canadian.

The finest grained hardwood is used for rubbing surface.

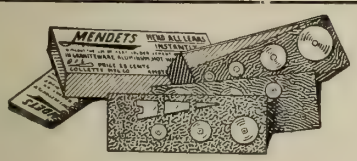
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Standard zinc, glass and enamel wash boards always on hand for prompt delivery, until notice to the contrary.

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MENDETS are great sellers. They enable every family everywhere to stop leaks in all sorts of hollow ware—without solder, heat or rivet. A child can do the WORK.

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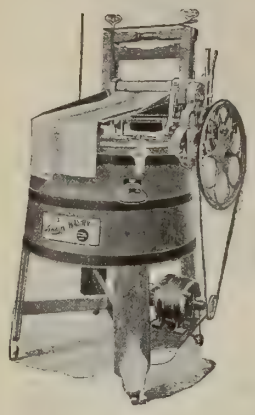
BIG MONEY-MAKER FOR YOU.

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Collette Mfg. Company, Collingwood, Ont., Canada

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You know about our "London" No. 1—a hand-power model. Here is our "London" No. 3.

Electric Driven

Motor attached (see illustration). All that is needed is to attach current cord. This washer will appeal to women with electric current in their home—for it many excellent features.

Sell More Washers

There's good profit in our washers, and you can sell them—many of them **if you will suggest and demonstrate them.** In particular you can sell our "London" models because of their efficiency, appearance, and price.

Get details. Send for our illustrated catalogue. Ask us to tell you how we are ready to help you find and sell your prospects.

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of every description



Our Double Crimp process of weaving ensures a very rigid fabric. Our production is second to none. Our prices are right.

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Economy begins in the cellar—with a CANADA DUSTLESS ASH SIFTER. It will save pounds of coal a day, many pounds in a week, a ton or more in a winter. With coal at $8.00 or more per ton, we ought all to economize.

Put it up to your customer TO SAVE COAL and you'll have no trouble to sell the

CANADA Dustless Ash Sifter

(See illustration)

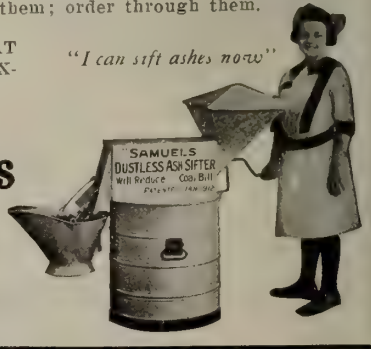
Ashes go in barrel—coal into scuttle. Positively dustless and lasts for many seasons.

Every family is a prospect, and every sale represents a nice profit—found money to you. Have a half-dozen or so always on hand.

Jobbers everywhere supply them; order through them.

SEE OUR EXHIBIT AT CANADIAN NATIONAL EXHIBITION, TORONTO.

"I can sift ashes now"



J. Samuels

TORONTO ONTARIO

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Two styles of shanks,— three threads for boring all woods

Patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co., Ltd.

St. Catharines, Ont.

Arctic Metal

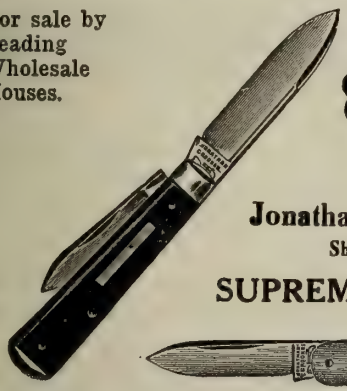
FOR HIGH SPEED — Try It. — FOR HEAVY PRESSURE

Every Pound Guaranteed.

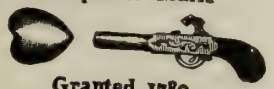
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Corporate Mark



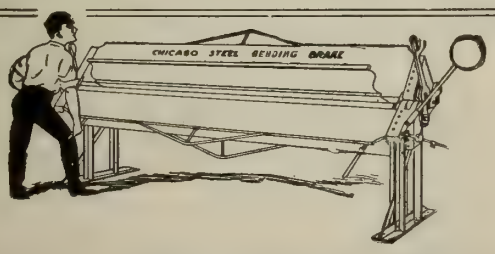
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CHICAGO STEEL BENDING BRAKES

MADE-IN-CANADA

Are the most economical, most accurate and have the most simple working arrangements of any brake made.

WRITE FOR CATALOG AND FULL PARTICULARS.

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LAMPBLACK

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Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

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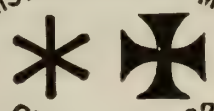
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REGISTERED TRADE MARK



GRANTED 1682.

By seeing that this exact mark is on each blade.

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DARLING BROTHERS

LIMITED

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MONTREAL, CANADA

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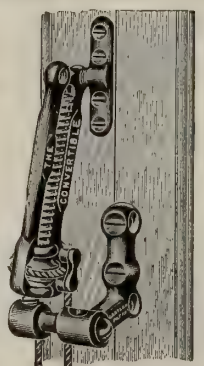
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Contractors to the Admiralty and War Office

The "CONVERTIBLE" Patent FANLIGHT OPENER



Simple
Effective
Compact

1796 Iron
⅜ screw
½ screw
1795 Brass
⅜ screw
½ screw
1797 Gun Metal
⅜ screw
½ screw

Manufacturers of every description of
BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

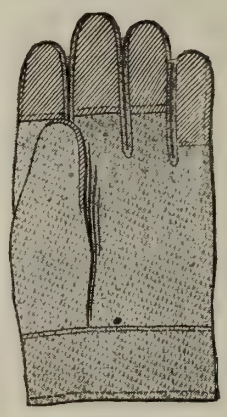
Original Patentees and Manufacturers of
Cartland Patent Helical, Climax, Adjustable and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed. Our new Catalogue, fully illustrated, mailed free on application to Wholesale Hardware Merchants.

Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W., Toronto. Western: W. T. McArthur & Co., 1128 Homer St., Vancouver, B.C.

Motorists Buy Them



Owners of cars and their chauffeurs like our Tapatco Cotton Gloves for the rough work of the garage. They save the hands at every turn.

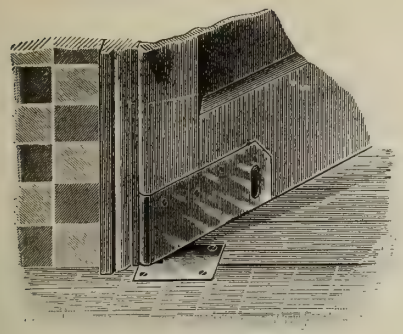
Suggest our Gloves to motorists; to women who work in the Garden; to stablemen, to farmers, in short, to every individual and class of worker who can use a serviceable and inexpensive Cotton Glove.

TAPATCO REGISTERED TRADE MARK BRAND **COTTON GLOVES**

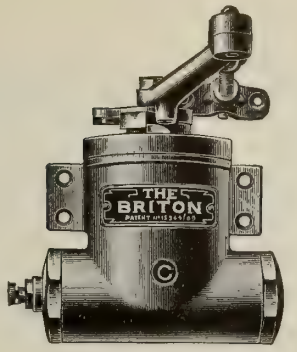
Every pair sold adds so much to turnover and profits, and represents extra business.

INSIST UPON TAPATCO BRAND.
Your Jobber Can Supply Them.

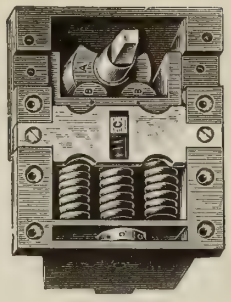
The American Pad & Textile Co.
CHATHAM, ONT.



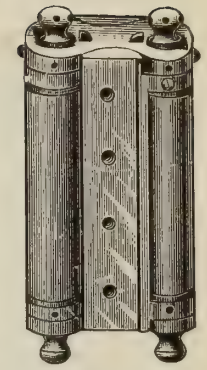
"Era" Shoe Door Spring



The "BRITON" Door Check and Spring



"Invincible" Floor Spring



Regulating Spring Hinge

NEWMAN'S LINES

represents the very best value in SPRING HINGES, FLOOR SPRINGS, DOOR CHECKS OF ALL KINDS; PANIC BOLTS, FANLIGHT—GEARING, etc.

A trial will convince you of their efficiency in getting business.

Universal Satisfaction **Splendid Profit**

WM. NEWMAN & SONS

LIMITED

BIRMINGHAM, ENGLAND

Sold in Canada by

FREDERIC SARA & COMPANY

326 9th Ave. W., Calgary, Alta

Write them for lists and full particulars.



Rod Spring



"ALBION" Floor Spring

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a Want Ad. in this paper.

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts Boiler Rivets, Tinners' Rivets, Etc.

TRADE MARK

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

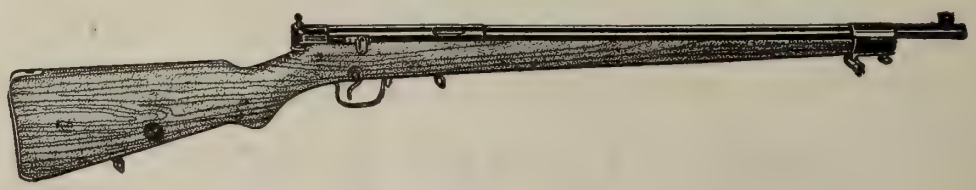
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Do You Cash-in on the Demand for Target Rifles?

Many people are anxious to learn how to shoot and are looking for a suitable and moderately priced target rifle. Why not profit from this movement by displaying a good stock of Ross Rifles?

The Ross .22 Cadet Rifle is built to withstand rough usage, its action is so simple as to be practically fool proof, and it possesses remarkable accuracy. Its general excellence is vouched for by the Canadian Government, who have adopted it for use by all Canadian Cadet Corps. Retails at $12.00.



For catalogues, discounts, etc., address

ROSS RIFLE COMPANY - Quebec

Butler's FAMOUS SHEFFIELD CUTLERY



JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681	"BUTLER" 1768	ART 1861

GEORGE BUTLER & CO., LTD., Sheffield, England
London Showroom, 62, Holborn Viaduct, E.C.
CANADIAN REPRESENTATIVE
G. A. MARSHALL 70 Lombard Street, Toronto

Pumps that Carry Good-Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.



Every pump sold stays sold—gives the dealer no trouble.

They are metal — hand-fitted valves — air-tight — strong — lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

WRITE

The R. McDougall Co.,
LIMITED
GALT, CANADA

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FIRE DOOR TERNE PLATE

For Covering Fire Doors. Every Sheet Stamped.

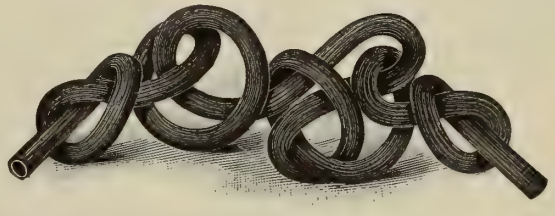
Conforms in all respects to National Board of Fire Underwriters' requirements.

Large Stock Close Prices

The Roofers Supply Co., Ltd., Toronto, Ont.

"Multiped"

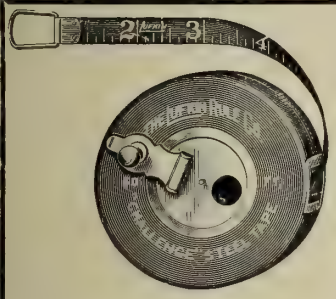
The Garden Hose That Doesn't Kink



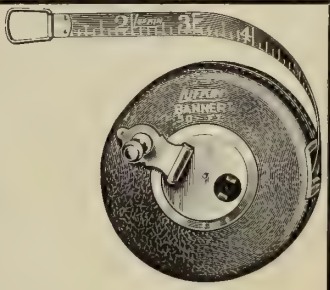
A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

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THE NEW POPULAR PRICED LUFKIN "Banner" Steel Tape



Rapidly taking its place with the other familiarly known Lufkin Brands, **"Reliable," "Challenge," "Rival," etc.**

The "BANNER" is an Accurate, First-Quality Steel Tape.

It has *Instantaneous* Readings. Foot number at each inch. Originated by us.



It also has metal-lined case, push button, etc. SELLS AT A PRICE WITHIN REACH OF MANY USERS OF WOVEN TAPES.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



Talk Number Sixty-nine

These are the Tinsmith's best days. All kinds of "Before Winter" repairs to be done. Better order promptly a few extra bundles of those "Made-in-Canada" "PREMIER" GALVANIZED SHEETS and be "Johnny-on-the-Job."

TINKER TOM.

Look for talk No. 70 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA



CANADIAN FACTORY: NIAGARA FALLS, ONT.

FEATURING HOUSEHOLD SPECIALTIES

HARDWARE AND METAL

Vol. XXVIII PUBLISHED EVERY SATURDAY SINCE 1888 Oct. 7
No. 41 1916

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

This "Trade-Mark" on the can
GUARANTEES THE QUALITY
within.

MARTIN-SENOUR
PAINTS AND VARNISHES

MADE IN CANADA
Sold on Merit

More Customers More Sales

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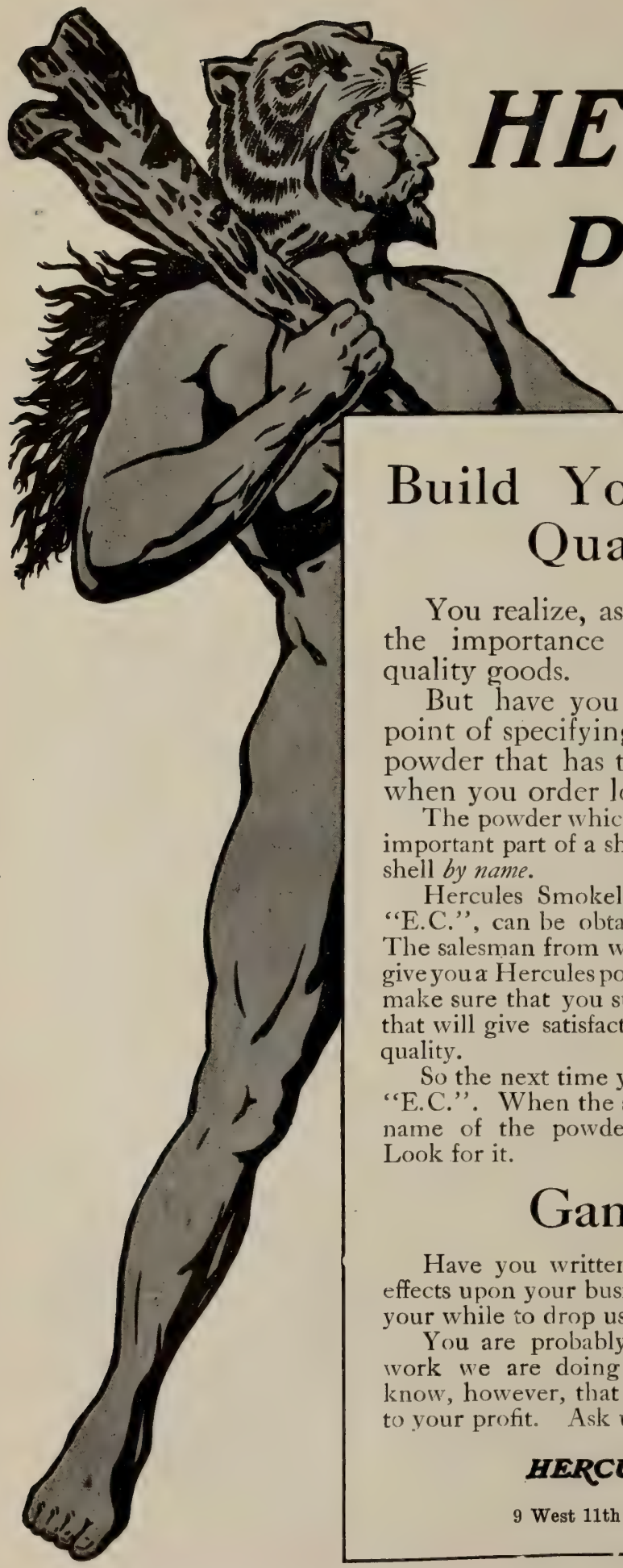
This is the summary of a *Martin-Senour* exclusive agency.

The highest of quality supported by the strongest kind of advertising, displays, and sales promotion work, make *Martin-Senour Paints* and *Varnishes* the *easiest* and most profitable to sell.

Write for our proposition.



The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
MONTREAL
WINNIPEG TORONTO HALIFAX



HERCULES POWDERS

Build Your Business On Quality Goods

You realize, as does every progressive retailer, the importance of building your business on quality goods.

But have you extended this principle to the point of specifying a known make of powder, a powder that has the good will of the consumer, when you order loaded shotgun shells?

The powder which it contains is by no means the least important part of a shell. Order the powder as well as the shell *by name*.

Hercules Smokeless Shotgun Powders, Infallible and "E.C.", can be obtained in all standard makes of shells. The salesman from whom you order shells will be glad to give you a Hercules powder if you ask for it. By so doing you make sure that you supply your customers with a powder that will give satisfaction—a powder of high and uniform quality.

So the next time you order shells specify Infallible and "E.C.". When the shells are delivered you will find the name of the powder on the box and on the top wad. Look for it.

Game Farming

Have you written us yet about game farming and its effects upon your business? If you have not it will be worth your while to drop us a line.

You are probably familiar in a general way with the work we are doing in this connection. You may not know, however, that you can tie it up with your business to your profit. Ask us about it.

HERCULES POWDER CO.

9 West 11th Street, Wilmington, Delaware

Seafoam Electric Washer and Wringer

(2 Styles)

No Worry—Little Work, in the Home Laundry with this **LABOR SAVER.**



Style "B" made without electric motor for use with Gasoline, Steam engine or Windmill.

Great for the Farm.

Style "A"

Made only by

Cummer-Dowswell, Limited

Hamilton, - Ontario

"P. & W. Co."

SMALL TOOLS

made by good workmen from good material are essentially accurate and serviceable.

You and your customer are protected by our guarantee.

If your dealer can't supply you "P. & W." tools, we will be pleased to.

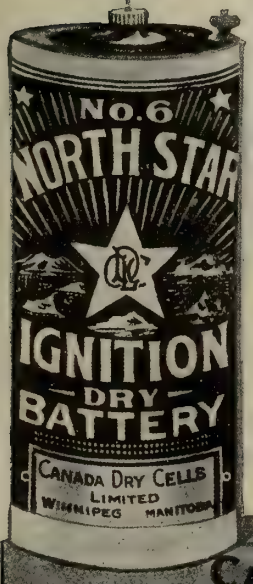
Pratt & Whitney Company of Canada

LIMITED

Dundas, Ont. - - Canada

Montreal, 723 Drummond Bldg.
Vancouver, 609 Bank of Ottawa Bldg.
Winnipeg, 1205 McArthur Bldg.





A GOOD SEASON AT HAND

With harvesting and threshing at hand—and lanterns being put into commission for the long nights—the demand for Dry Cells is heavy. Price is of less concern than the service the article performs. An old battery is a poor investment—it breeds dissatisfaction on the customer's part and criticism for the dealer.

All Western hardwaremen should stock the NORTH STAR NO. 6. You always get it fresh. It gives satisfaction to the customer—profit to the dealer, and credit to the manufacturer.

THE WESTERN BATTERY FOR THE WESTERN NEED

Have your jobber supply you.

CANADA DRY CELLS, LIMITED, WINNIPEG, CAN.

UNIVERSAL

Your Stock Should Reflect Your Own Opinion of the Goods You Offer



No.	Capacity	Weight packed	Height over all
435	5 cups	3 lbs.	8 in.
437	7 cups	4 lbs.	9 in.
439	9 cups	5 lbs.	10 in.

Made of Copper, Nickel-Plated.



No.	Capacity	Weight packed	Height over all
25	5 cups	3½ lbs.	8¼ in.
27	7 cups	4½ lbs.	9¼ in.
29	9 cups	5½ lbs.	10¼ in.

Made of Copper, Nickel-Plated.

If you have no confidence in the goods you display others won't have.

Unless you can say to every customer, "This is the best in make and in performance," you are losing an atmosphere of worth and sincerity that can be made to be your greatest asset.

UNIVERSAL PERCOLATORS

Stand for all that is most to be desired in pleasing appearance and in performance of duty. They are finished with equal care within and without.

The Universal pumping valve is universally recognized as the most thorough device in existence for the proper circulation of the water through the coffee.

Dealers' window Displays will be nationally advertised this Fall. Send in your window for our prize contest in November.



No.	Capacity	Weight packed	Height over all
474	4 cups	2⅞ lbs.	8 in.
476	6 cups	3⅛ lbs.	9¼ in.
479	9 cups	4 lbs.	10 in.

Made of Pure Aluminum.



No.	Capacity	Weight packed	Height over all
74	4 cups	3 lbs.	8⅛ in.
76	6 cups	3¼ lbs.	9¼ in.
79	9 cups	3½ lbs.	10 in.
714	14 cups	4⅛ lbs.	10⅝ in.

Made of Pure Aluminum.

A. MacFarlane & Co., Montreal, Canadian Representative

LANDERS, FRARY & CLARK, New Britain, Conn.

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WE CARRY A FULL LINE OF

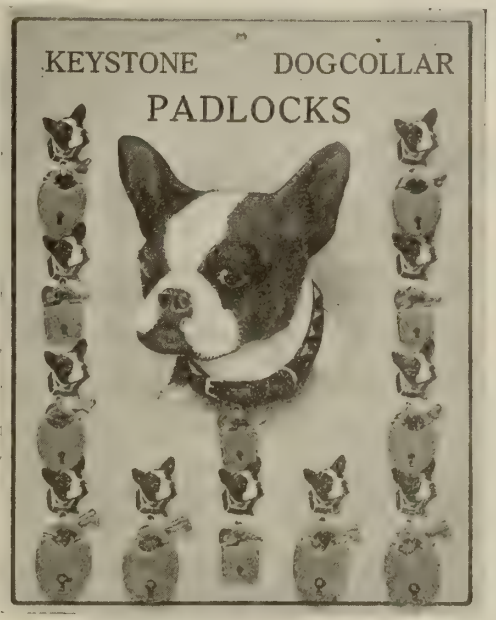
DOG COLLARS, LEADS, WHISTLES, DOG COLLAR LOCKS and DOG MUZZLES



BULLDOG COLLARS



FOX TERRIER COLLARS



DOG COLLAR LOCKS

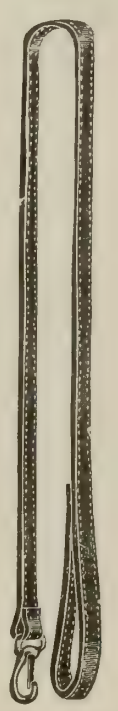
OUR STOCKS AT PRESENT ARE WELL ASSORTED

ANTICIPATE YOUR WANTS NOW

WE SHIP PROMPTLY



DOG CHAINS



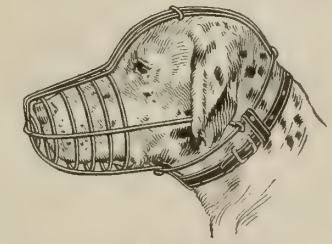
DOG LEADS



WHISTLES



BULL TERRIER COLLARS



DOG MUZZLES

LEWIS BROS., LIMITED, MONTREAL

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

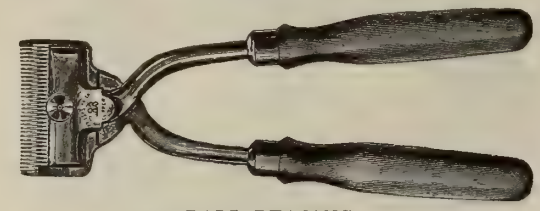
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PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about $2.50.

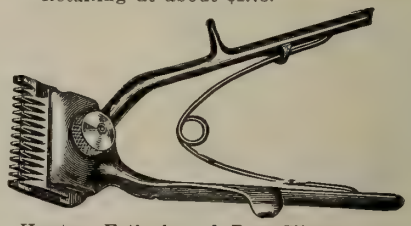


NEW MARKET PATTERN
Retailing at about $1.75.



LENOX
Retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.



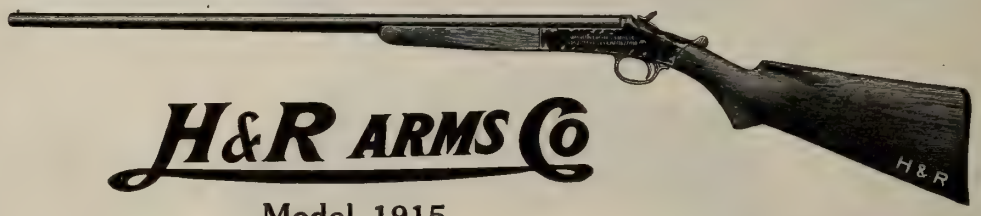
Hunter, Fetlock and Dog Clipper
Retailing at about $1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL

Canadian Agents for Wiebusch & Hilger, Ltd., New York City

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



H&R ARMS Co

Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

24 Gauge, 28 or 30 inch Barrel
28 Gauge, 26 or 28 inch Barrel
.45 Caliber, 26 inch Barrel
.44 Caliber, 26 inch Barrel
.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply.

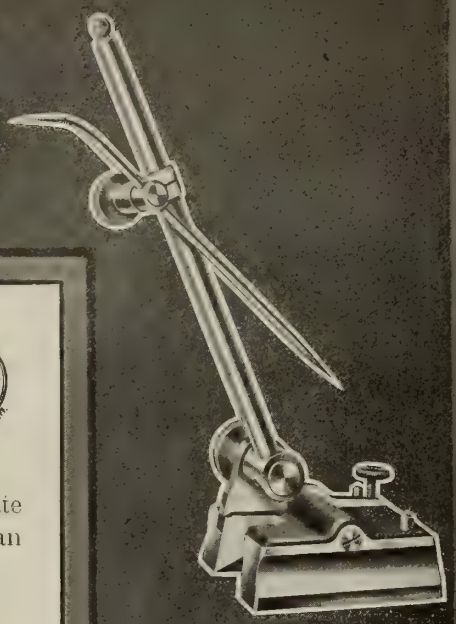
Harrington & Richardson Arms Company

715 Park Avenue, Worcester, Mass., U.S.A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

If interested, tear out this page and keep with letters to be answered.

What Could He Do Without Fine Tools?





Even an ideal combination of masterly design, skilful and intelligent workmanship and splendid equipment cannot turn out fine mechanical work without accurate instruments to guide the workman and check up his progress.

Starrett Tools

are in general use among toolmakers and machinists who value their own reputations as rapid and exact workmen.

There are 2100 styles and sizes to suit every practical need. Send for free catalog No. 21 M.A., describing the full line.

The L. S. Starrett Co.

The World's Greatest Toolmakers

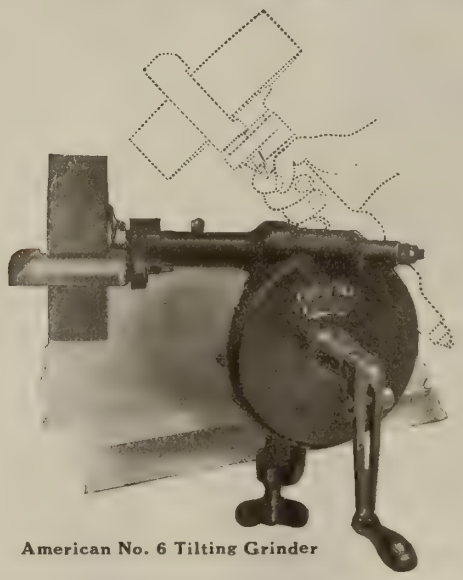
Athol, Mass.

42-510



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Immediate Deliveries on American Self-Oiling Grinders



American No. 6 Tilting Grinder

SICKLE GRINDERS TOOL GRINDERS
POWER GRINDERS

If your jobber does not handle, write direct to factory.

WESTERN CANADA AGENTS:
Merchants Hardware Specialties, Calgary, Alta.
EASTERN CANADA AGENTS:
John H. Graham & Co., 113 Chambers Street, New York City

American Grinder Mfg. Co., Milwaukee, Wis.

GOOD PUMPS
WITH
GOOD PROFITS

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.



Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps — for Force or Lift use — every size, style, kind, in our big catalogue.

Write

The **R. McDougall Company**
Limited
GALT, CANADA

50 YEARS IN THE BUSINESS

The "Famous Five" Files—

GOOD TO USE—EASY TO SELL

They give satisfaction because, for every conceivable kind of work there is an exact type among the "Famous Five" made to do it.
That is why all men use them.
And that is why it is so easy to sell them.
Remember the brands, and specify them when ordering.

OVER 60,000,000 FILES A YEAR

The "Famous Five" are

KEARNEY & FOOT GREAT WESTERN
AMERICAN ARCADE GLOBE

(Made in Canada)

NICHOLSON FILE CO.

PORT HOPE, *(Jobbers Everywhere)* ONTARIO

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In reporting its first window display of rope, shown here, the Shipley Hardware Company of Lafayette, Indiana, says, "Many of our customers remarked—'Why! I did not know that you carried rope in stock.'"

Plymouth Window Displays Attract New Trade

Possibly there's a condition in your rope business like the one which existed in the case of this Indiana concern. If so, a Plymouth Rope window display will rapidly change things.

Think it over.

PLYMOUTH CORDAGE COMPANY
NORTH PLYMOUTH, MASS. WELLAND, CANADA

INDEPENDENT CORDAGE COMPANY, LIMITED
TORONTO, CANADA CANADIAN AGENTS

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No. SC 935

Buy Your Hinges
Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges	Pair in a Box	SC 900
Light Tee Hinges	" " "	SC 904
Heavy Strap Hinges	" " "	SC 209
Heavy Tee Hinges	" " "	SC 609
Corrugated Strap Hinges	" " "	SC 935
Corrugated Tee Hinges	" " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

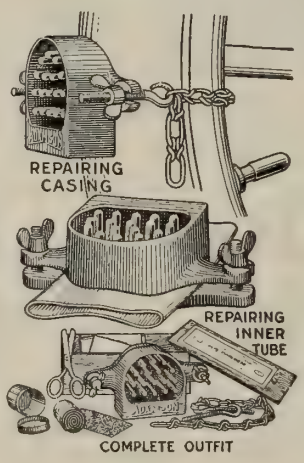
For sale by all the Leading Wholesale Hardware Merchants.
Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Canada

A good profit-maker for your Auto-Accessory Department.

ADAMSON
Vulcanizers

FOR TUBES AND CASINGS.



Model "U"

The tire is repaired without deflating or removing it from the car.

Absolutely automatic. Place the patch—attach the vulcanizer, put in gasoline—light it. No further attention is required. It can't burn, scorch or injure tube or casings. It can't fail to do its work. So simple anyone can operate it.

Over 500,000 in use. Not a single one has failed to give pleasing results.

Saves 90% of "Tire Troubles."

ADAMSON REPAIR GUM



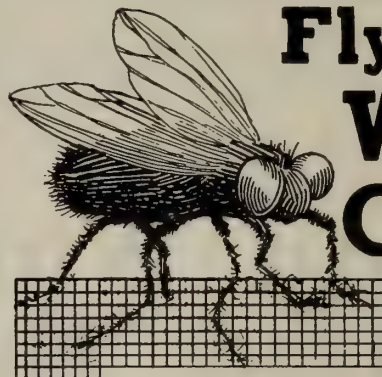
Essential in the operation of Adamson vulcanizers to obtain the best results. Its exclusive qualities and advantages are a guarantee against failure.

No cement is necessary.

THE ONLY VULCANIZER MADE IN CANADA

Same discounts, same list prices as in U.S.

ADAMSON MANUFACTURING CO.
67 Bay Street North, HAMILTON, ONT.



Fly Screen WIRE CLOTH

OUR LINE of Fly Screen Wire Cloth is a very profitable and satisfactory one.

It is quality through and through, and sells at a very popular price.

Sold by all Jobbers.

Order your supply now.

Catalog on request.

CANADA WIRE & IRON GOODS CO.
Hamilton, Ont.

Eastern Representative:
H. E. O. BULL
184 Mance St., Montreal, Que.

If interested, tear out this page and keep with letters to be answered.

Quality Service

Courtesy in Business

* * *

Fittingly framed and hanging in the Offices of one of the most important Public Service Corporations on this North American Continent is the following

'Did you say Please and Thank you?'

Broad minded men direct the destiny of that Corporation, men who know that public or private enterprises to be lastingly successful must operate for the public good.

Quality and Service are the two important factors in our business life today, but Courtesy is the door through which they must enter.

We are large producers of Hamilton Pig Iron and our output of Open Hearth Steel Blooms and Billets, Iron and Steel Bars of all shapes and size runs into enormous tonnage.

The products of our mills include practically everything that can be manufactured from Iron and Steel and these we distribute to thousands of satisfied customers.

Our business is an extensive one and a successful one. The World is our market: but our prosperity and success in the future, as in the past, depend upon the continued confidence, co-operation and good-will of the people we serve.

The Steel Company of Canada, Limited

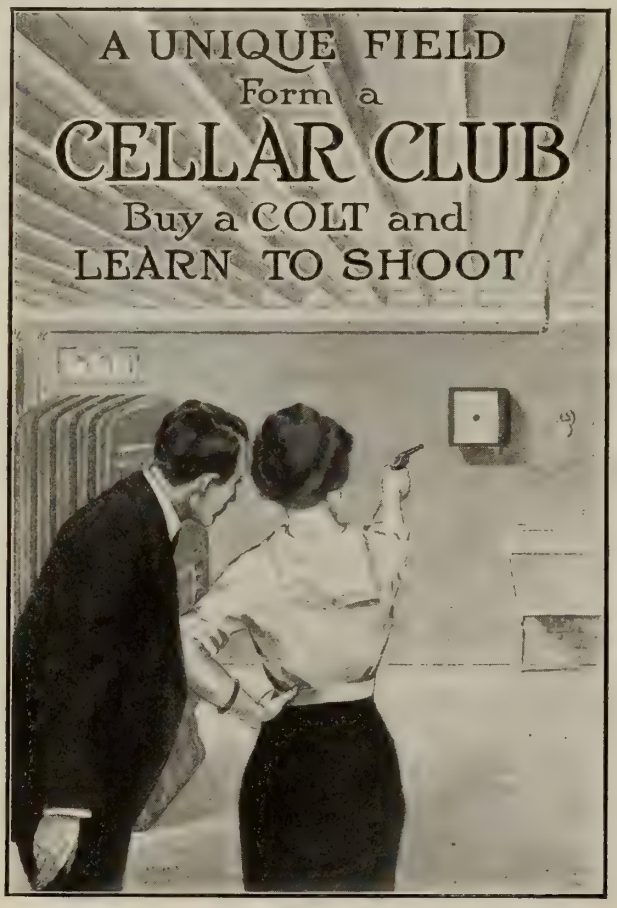
HAMILTON TORONTO MONTREAL WINNIPEG

If interested, tear out this page and keep with letters to be answered.

REVOLVER SALESMEN:

Get your "shooting crank" customers interested in the "Home Range" idea.

We will send on request a supply of special folders which will help you boost the game.



With the increasing popularity of Target Shooting has come a special field for the



Colt POLICE-POSITIVE Target Revolver

Caliber .22 Short or Long Rifle

Its **small caliber** makes it the ideal revolver for home practice—the ammunition is inexpensive and gives but little noise or recoil.

Its **light weight, full COLT GRIP** and **smooth, easy action** makes it especially adapted for the beginner, also for ladies' use.

Its **accuracy** has been proved—with it perfect scores ("possibles") have been made by experts in actual competitions—**such proven accuracy gives confidence in the Revolver.**

It has, of course, the famous COLT POSITIVE LOCK—an absolute safeguard against accidental discharge.

COLT'S PATENT FIRE ARMS MFG. CO., HARTFORD, CONN., U.S.A.

or A. MACFARLANE & CO., Coristine Building, Montreal

Have You in Stock Red and Green

NEPONSET Paroid ROOFING

(SLATE SURFACED)

Paroid with a weather surface of crushed Red Slate, or crushed Green Slate, makes a most attractive roofing for Residences, Bungalows, Barns. The Color is permanent, of course. You will get trade you never had before, with these new colors. Write for full information, prices, etc., of Paroid Roofing, Neponset Shingles, and Wall Boards to



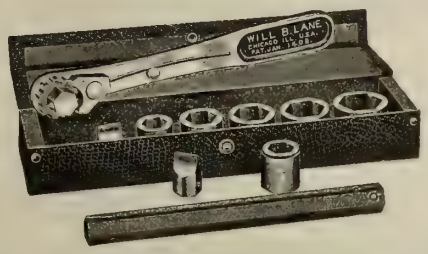
BIRD & SON, DEPT. V.
Hamilton - Ontario

Warehouses: Vancouver, Calgary, Edmonton, Winnipeg, Montreal, St. John

The Largest Manufacturers of Roofing, Wall Boards, and Roofing Felts in Canada.

If interested, tear out this page and keep with letters to be answered.

LANE'S UNIQUE RATCHET WRENCH



Machine-made throughout. Made of the best material obtainable. The sockets in both the standard and Ford sets are turned from Bessemer steel and case hardened, and are warranted not to break or spread. Has no equal for close work.

THE FORD SET Contains:—1 Handle 7 inches in length, 2 Screw-driver bits, 1 Extension bar 7 inches in length, SIX SOCKETS to fit all nuts and bolt heads on Ford car, including the cylinder head.



STANDARD SET Contains:—1 Handle 7 inches in length, 2 Screw-driver bits, 7 Sockets to fit semi-finished Hex. nuts, as follows: U.S. Standards from ¼ to ½ in.; A. L. A. M. Standards from 5-16 to 11-16 in. Cap screw heads from 5-16 in. to ⅝ in.

WRITE FOR PRICES.

WILL B. LANE

180 North Dearborn Street

CHICAGO - - - - ILL.

Carried in Stock by:

Aikenhead Hardware, Limited, Toronto, Ont.; J. H. Ashdown Hardware Company, Limited, Winnipeg and Saskatoon; Thomas Birkett & Son Co., Ltd., Ottawa; Caverhill, Learmont & Co., Montreal, Can.; Edwin Chown & Son, Kingston, Ont.; W. B. Dalton & Sons, Ltd., Kingston, Ont.; Hobbs Hardware Co., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Lewis Brothers, Ltd., Montreal; London Engine Supplies Co., London, Ont.; Lyon & Marks, Toronto, Ont.; Marshall-Wells Hardware Co., Ltd., Winnipeg, Man.; Marshall-Wells Alberta Co., Edmonton, Alta.; Merchants Hardware Specialties, Ltd., Calgary, Alta.; Mechanics' Supply Co., Quebec; Merrick-Anderson Co., Ltd., Winnipeg, Man.; Miller-Morse Hardware Co., Ltd., Winnipeg, Man.; Millen & Son, Ltd., Montreal, Can.; Millen & Son, Ltd., Toronto, Ont.; Millen & Son, Ltd., Winnipeg, Man.; Millen & Son, Ltd., Vancouver, B.C.; J. S. Mitchell & Co., Sherbrooke, Que.; Rice Lewis & Son, Ltd., Toronto, Ont.; Wood-Vallance & Co., Hamilton, Ont.; Wood-Vallance & Adams, Ltd., Calgary, Alta.; Wood-Vallance & Leggat, Ltd., Vancouver, B.C.; Wood-Vallance & Co., Ltd., Winnipeg, Man.

EVERY month in MacLean's Magazine, and nowhere else will you find the best work of the best Canadian writers.

In MacLean's Magazine, and in no other Canadian publication will you find a synopsis of the best work of the world's best writers every month.

It is different from any other magazine.

Sample on request.

The MacLean Publishing Co., Limited
143-153 University Avenue - Toronto, Canada

Aylmer

PUMPS

MORE AND BETTER BUSINESS

Has your pump business dropped off? Is your competitor getting your share?

Mr. Dealer! The business is yours if you stock the Aylmer

"BIG FIVE" LINE

You and your customer can see the difference. This line of well pumps has increased our business tremendously.

It will increase yours.

No pump ever made will compare with the Aylmer Fig. 511 or 512 at anywhere near the price. Let us show you.

Write for Bulletin E5.

The

Aylmer Pump & Scale Co.

Limited

AYLMER, ONTARIO

If interested, tear out this page and keep with letters to be answered.



Our eavetrough and conductor pipes are made of the very best galvanized iron that money can buy, so that you are never taking any chances when ordering our goods.

Conductor elbows, ridge roll, valleys, skylights, ventilators, etc., and Corrugated Iron. Get our prices for galvanized iron and tin plates.

We ship while others are thinking about it.

WHEELER & BAIN 179 KING STREET EAST 108 GEORGE STREET **TORONTO**

Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

Mr. Dealer: Here's Your Chance to Make Your Store Headquarters for Best Trade.

PEERLESS Poultry Fencing

Not Mere Poultry Netting



Here is a fence you can sell.

Stands up straight, stretches flat, all wires of even length.

Made of Open Hearth Steel Fence Wire—tough, elastic, springy—will not snap or break under shock or atmospheric changes. Our method of galvanizing prevents rust. Will not flake, chip or peel off. The joints are securly held with the "Peerless Lock" and can be erected on the most uneven ground without buckling, snapping or kinking. The heavy stay wires prevent sagging and require only half as many posts as other fences. Keeps all animals out, confines the smallest chicks, they can't get through.

Valuable Territory Open to Good Dealers

We still have many fine openings for good reliable dealers. If you want to be the leading fence dealer in your locality, write at once. Never has there been a better time to sell quality fencing. You can make your store headquarters for the best trade. Don't fail to write and get our Dealer's Proposition.

THE BANWELL-HOXIE WIRE FENCE CO., Ltd.
Winnipeg, Man. Hamilton, Ont.

TINKER TOM'S TALKS.



Talk Number Seventy

THANKSGIVING, Eh? Well, you can well give thanks this year for a lot of things, and not the least is a supply of "PREMIER" Made-in-Canada GALVANIZED SHEETS when you need them. Don't say "Any old Sheets" to your jobber—just say "the Made-in-Canada" kind, and don't run short these busy days.

Look for Talk No. 71 next week. TINKER TOM.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

M-R-Co. goods are "Right on the Job"

There are immense possibilities for the Hardware and Tinsmithing Trades in the sale of Metallic Shingles and Metallic Ceilings. Realize this before your competitor gets a strangle-hold on the trade. We can help YOU get this business. Don't lose this chance.

Write us to-day for special 1916 proposition.

The Quality House is Safest
Think of Safety First

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

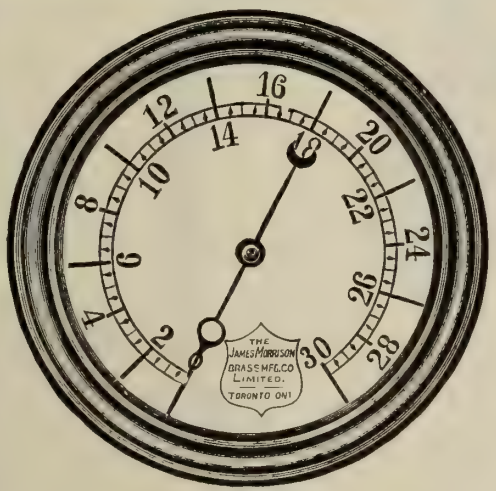
MORRISON IMPROVED PRESSURE GAUGES

Our Ammonia Gauges

To withstand the action of Ammonia Gas, are constructed of Steel Tube-Springs connected to Malleable Iron Sockets and have **all-Iron** Movements.

The Iron Case is fitted with heavily nickeled Brass Ring.

Pressure graduations are from 100 lbs. to 500 lbs. Also with 30 inches Vacuum Scale when so ordered.



Manufacturers of Steam, Vacuum and Combination Gauges; Locomotive and Duplex Gauges; Morrison's Standard Test Gauges; Hydraulic, Altitude, and Sprinkler Alarm Gauges; Combination Water Works Gauges; Pyrometer Gauges; Engineers' Clocks and Revolution Counters; Pressure Gauge Testers; Pyrometers for Bakers Ovens; Recording Pressure, and Temperature Gauges; Blast Pressure Gauges.

Dealers in Thermometers for Heating Installations; Feed Water; Flue Gas, etc.

All our instruments are of the very highest quality and utmost reliability, and are sold under a full guarantee of satisfaction. Approved by Provincial boiler and steamboat inspectors.

We are prepared to give necessary attention to all kinds of gauges requiring repairs.

THE JAMES MORRISON BRASS MFG. CO., LIMITED
93-97 Adelaide Street West, TORONTO, ONTARIO

If interested, tear out this page and keep with letters to be answered.

IDEAL



IDEAL

For You--The Dealer

"IDEAL" FENCE is sold to the farmer through the dealer only. Every rod sold contains a profit for some dealer.

FOR YOUR CUSTOMER

The farmer gets full value for every dollar invested. **"IDEAL"** is made as represented. **EVERY PURCHASER IS A SATISFIED CUSTOMER.**

The "IDEAL" SPECIAL SALES PLAN

allows you to compete with "Mail-order-houses." No investment—no handling—no collections. You make a profit on every sale. You retain and strengthen your connection with the farmer.

Full particulars sent on request.

The McGREGOR-BANWELL FENCE CO., Ltd.
WALKERVILLE, ONT.





High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.



Buck Brothers
Milbury, Mass., U.S.A.



NO GALL SORES



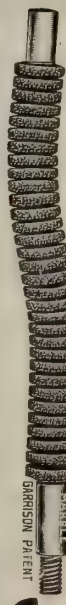
When you sell a horse-owner Ventiplex goods you sow the seeds for more business, because **Ventiplex Housings — Sweat Pads and Saddle Blankets** will give your customer the satisfaction that creates confidence in the goods you sell.

The use of Ventiplex goods will absolutely prevent gall sores. Easily washed and will retain their shape.

"COMFY" WEATHER STRIP

Put up in Cartons of one pound each or 39 feet per carton. It sells **now** and will sell on into December. Good profit for you. An ideal article. Put up conveniently. A good seller.

Burlington Windsor Blanket Co., Ltd.
793 King St. W., TORONTO, ONT.



Gun Tools That Are *Right*



Marble's Gun Cleaners, Rods, Oil, etc., are known and used the world over by experts and amateurs. Practical in design, highest in quality, right in price, they represent the biggest value obtainable. YOUR PROFIT is what it ought to be.

MARBLE'S RIFLE AND SHOT-GUN CLEANERS

Can be attached to any standard rod. Sections are composed of washers of softest brass gauze, made a trifle less in diameter than the bore for which intended. By this arrangement the spring of its tempered steel backbone presses but one side of each section against the bore and the twist of the wire causes the cleaner to revolve, touching every part of the bore, removing every atom of lead, copper, rust or powder crust. Will not harm the finest gun. State calibre when ordering.

For any calibre rifle ..... 50c.
For any gauge shotgun ..... 75c.



MARBLE'S JOINTED RIFLE ROD

all steel—or brass with steel joints. Can't wobble, bend or break. Stronger, more convenient than a one-piece rod. Swivel in end section prevents joints from unscrewing when in barrel. Wood handle. Each rod complete in cloth bag. 26, 28, 30 and 34 inch lengths. All calibres, .22 to .50. State calibre when ordering. List price, $1.00.

MARBLE'S Nitro-Solvent Oil and Anti-Rust Ropes



are the best gun insurance on earth. Nitro-Solvent Oil dissolves and removes all residue of black or smokeless powders—including Cordite. By saturating Marble's Anti-Rust Ropes with this oil and drawing into gun or rifle barrel, the weapon can be left indefinitely without fear of rust or dust injuring it.



See Catalog for Complete Details

Your jobber can supply you with any and all of Marble's Specialties, including Game-Getter Gun.

MARBLE ARMS & MFG. COMPANY
5350 Delta Avenue Gladstone, Mich.

All Selling-Records Will Be Broken This Christmas By

ERECTOR

"The Toy like Structural Steel"

This is the biggest year in the history of the Erector business.

The tremendous increase in orders received from dealers indicates their constantly growing appreciation of Erector's superior merits and unequalled talking points.

Dealers who handle Erector will sell more sets this Christmas than ever before, and make more money:—

Because—There will be more and better Erector advertising for 1916 than ever before.

Because—The new, big idea back of all 1916 Erector advertising will fire the imagination of all real boys, and win the complete approval and interest of their parents.

Because—Our intimate co-operation for dealers, the way we **actually help them to make sales,** is even broader in scope this year than it has been in the past.

If you are not familiar with this Erector co-operation, and the new, big idea back of Erector 1916 advertising, write us for complete information.

Christmas is not far off—

Place your Erector order now!



DISTRIBUTORS:

MENZIES & CO., Ltd.

TORONTO, ONT.

FOR

THE A. C. GILBERT CO.

NEW HAVEN, CONN., U.S.A.

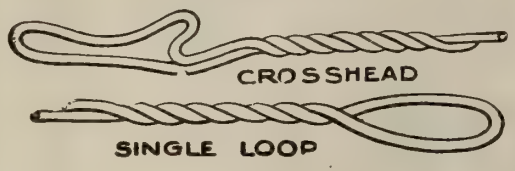
If interested, tear out this page and keep with letters to be answered.

Headquarters for High Carbon

Bale-Ties and Baling Wire



Also Manufacturers of **NAILS and WIRE** all Kinds



The Laidlaw Bale-Tie Company, Hamilton, Canada

A. T. Diggins, Stair Bldg., Toronto, Ont. H. E. O. Bull, Montreal, Que.
Harry F. Moulden, Winnipeg, Man. Geo. W. Laidlaw, Vancouver, B. C.

1835 — JOHN CHATILLON & SONS CUTLERY SCALES HARDWARE NEW YORK, U.S.A. — 1916

A MOST FAMOUS LINE OF CUTLERY

bears the name "Foster Bros."

We've been making good cutlery so long and always the best we could, that it's second nature with us now to make the best we can.

We leave nothing to chance. Every blade has most careful attention in forging and tempering, and is thoroughly tested, and each knife carefully inspected.

Foster Bros.' cutlery embraces a large variety of styles for all purposes and tastes, up-to-date patterns, and all of a quality that only the best skilled labor can produce.

JOHN CHATILLON & SONS

85 Cliff Street **New York City**

Scale Makers Since 1835

Big Profits Selling

Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless and Champion.

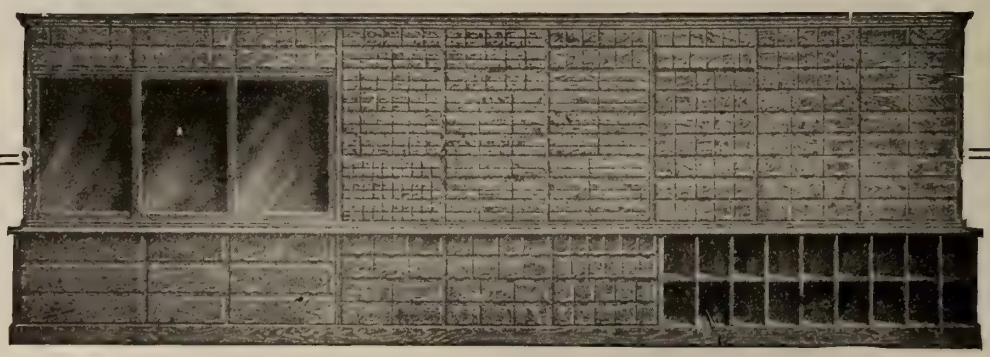
Made of the best of Hickory, nicely finished.

All leading Jobbers stock them.

Write for prices.

J. H. Still Mfg. Co.

ST. THOMAS, ONT.



ATTRACTIVE, CONVENIENT, DURABLE, REASONABLE IN PRICE

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving, and we will sketch out plan and give you our best price for same. Send for illustrated catalogue, it will interest you.

CAMERON AND CAMPBELL, TORONTO

If interested, tear out this page and keep with letters to be answered.

—to be able to say

to a hunter, with absolute confidence, "You can depend upon this cartridge," will give you some satisfaction. You can do it with

Dominion .303 British

or any other Big Game Dominion Cartridge. You can do it because we have proved it to those in the Empire most interested in high power rifle cartridges. That's why we are willing to back your statements in regard to the quality of

Dominion Shot Gun Shells and Cartridges

Dominion Cartridge Co., Limited
MONTREAL









Two Hundred Successful Merchants are using Hardware and Metal's Advertising Electros.






THE W.W. COOPER COMPANY LIMITED
WE SELL EVERYTHING
EVERYTHING WE SELL WE GUARANTEE

Sept.20,1916.




Messrs,
Hardware and Metal,
143-153 University Ave.,
Toronto,Ont.

Gentlemen:-

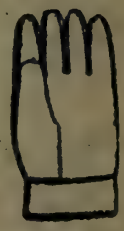
We beg to acknowledge receipt of your favor of the 16th., also cuts as mentioned therein and for which we thank you.

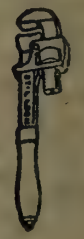
We are now using about fifty of these with good results.

Yours truly,

THE W.W.COOPER COMPANY Limited.

P/H. per.





Since we announced HARDWARE AND METAL'S Electro Service about a year ago, nearly 200 subscribers have availed themselves of the opportunity to secure cuts for their local advertising at low cost.

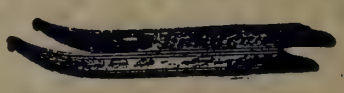
The letter from The W. W. Cooper Company, reproduced above, is only one of many which we have received from merchants who have had good results from using these cuts.

You can have equally good results from a judicious selection of electros combined with good "copy." Write now for free proof sheets showing our complete assortment of hardware electros. They cost only 20 cents each, and they will open up big possibilities for expanding your sales.

HARDWARE AND METAL

143-153 University Ave., Toronto, Ont.



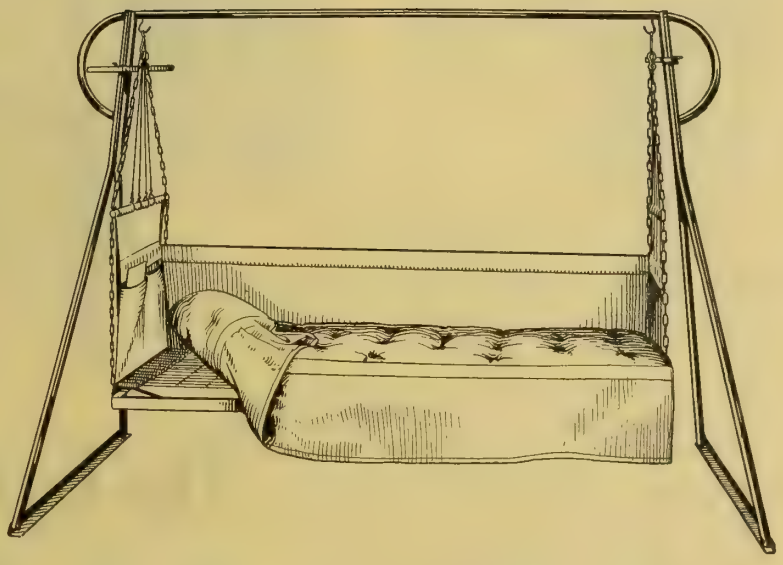

Direct from factory to dealer

Our Travellers

are out with a splendid line of

HAMMOCKS
FOR 1917

They'll be calling on you before long.



It is difficult to get deliveries of almost any kind of merchandise.

We have the raw stock in our factory and will guarantee to deliver within specified time all the Hammocks we may sell.

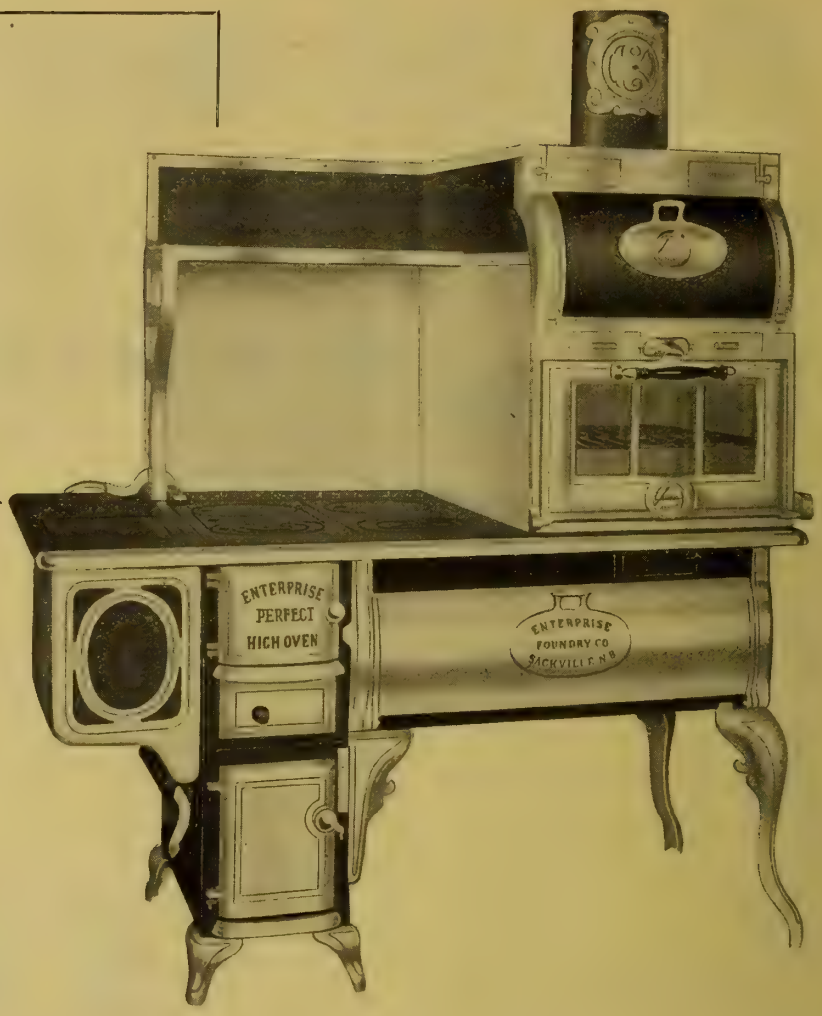
Our salesmen are out with a complete range of exclusive designs. We advise you to place your order for your full requirements and you will have the most saleable line produced in Canada.



Galt Robe and Hammock Company
GALT, ONTARIO

If interested, tear out this page and keep with letters to be answered.

There's Big Money in the Agency for *THIS---*



MANY novel features, as well as its simplicity and ease of operation, mark a new era in range construction and put new life in range demand.

Burns any kind of fuel, and will do more work with less fuel than any other range made, because it has double the oven capacity of the ordinary range. Each oven is 20 inches square and works perfectly. Both ovens have perfectly smooth walls and floors, and the joints being airtight, there is not the least trouble in keeping them beautifully clean.

Each oven door is fitted with thermometer, and made to drop level with the oven bottom; in addition to which the lower of "DAYLIGHT OVEN" is fitted with specially tempered glass, and is just the right height for easy operation. The BACK surrounding the cooking surface is of white Porcelain Enamel, 19 inches high. This not only presents a beautiful appearance, but can be kept perfectly clean, and is the most sanitary finish that can be procured. The SHELF above this back leaves plenty of space below for pots, etc.

The Enterprise Perfect Double High Oven Range

The RESERVOIR IS DETACHABLE. It simply hooks on, and can be attached or detached in an instant. It is made of Heavy Sheet Copper and holds 9 Imperial gallons.

The FLUES are large and of the simplest construction, ensuring easy operation, and will not clog with the dirtiest fuel. The CLEAN-OUT DOORS are so placed that the flues can be easily cleaned from the front.

Secure the Agency for this Wonderful Range for your locality and write to-day for a copy of our New 104-page illustrated Catalog, just out, showing one of the finest and most complete lines of ranges and furnaces made in Canada.

The Enterprise Foundry Company

SACKVILLE, N.B.

If interested, tear out this page and keep with letters to be answered.

Connor-Made Washers

Prized by housewives who know

You'll have something really good in the Connor line of washers. It never fails to give the users the utmost in satisfaction.

It is always working to your interests, building confidence in you, by its distinctive service.

Illustrations below show only part of the Connor line. Send for our complete catalog.



"Canada First"

The Machine that Works Easier Loaded than Others do Empty.

The gears connected to the high-speed fly-wheel (which supplies the momentum) are spiral machine cut, which means that they are accurate to a hair-breadth, true and smooth, and absolutely noiseless. This is one of the features that put the "Canada First" in a class by itself.

The "four-winged" wooden dolly means quick and thorough washing. No chance of tearing the clothes. The machine that works easier loaded than others do empty.

Fly-wheel runs on ball bearings. The special spring attachment on cover permits it being raised without effort of the operator.



Low Pressure Water Motor

The motor on this machine is made on the most approved design. The success of this motor is verified by the thousands now in use, giving such splendid results.

This is not the poppet type of motor which soon gets worn and means leaking connections with the consequent loss of power. The valve moves backwards and forwards, changing the direction of the water. The action is positive and sure and is a method of construction that will give permanent satisfaction.

The most satisfactory water motor washer on the market, try it—where the others won't work.



Connor Ball Bearing Washer

Efficiency with ease is the keynote of this machine, and its sterling qualities are acclaimed by thousands of satisfied users. The whole weight of the tub rests and rotates on a set of large ball bearings.

Two motor springs reverse the motion of the tub as it is swung from side to side by the operator.

The Rubbing Board being attached to the cover when open, allows the water to drain back again into the tub. This is in direct contrast to the machines of this type which require the dripping wet Rubbing Board and cover to be taken out of the machine entirely.

Drop a card for full details.

J. H. CONNOR & SON, Limited

OTTAWA, ONTARIO

If interested, tear out this page and keep with letters to be answered.

Fall House Cleaning—

The Semi-Annual Change for the Better in the Home, is On

This is a time when wants are felt most in the home. A little thing here and there is required to put the finishing touches to the beauty of the home and make things comfortable for the Winter.

THE "HOME COMFORT" RANGE

will bring pleasure to the home in more than one way. It's nicely finished, a splendid cooker and easy on the fuel.

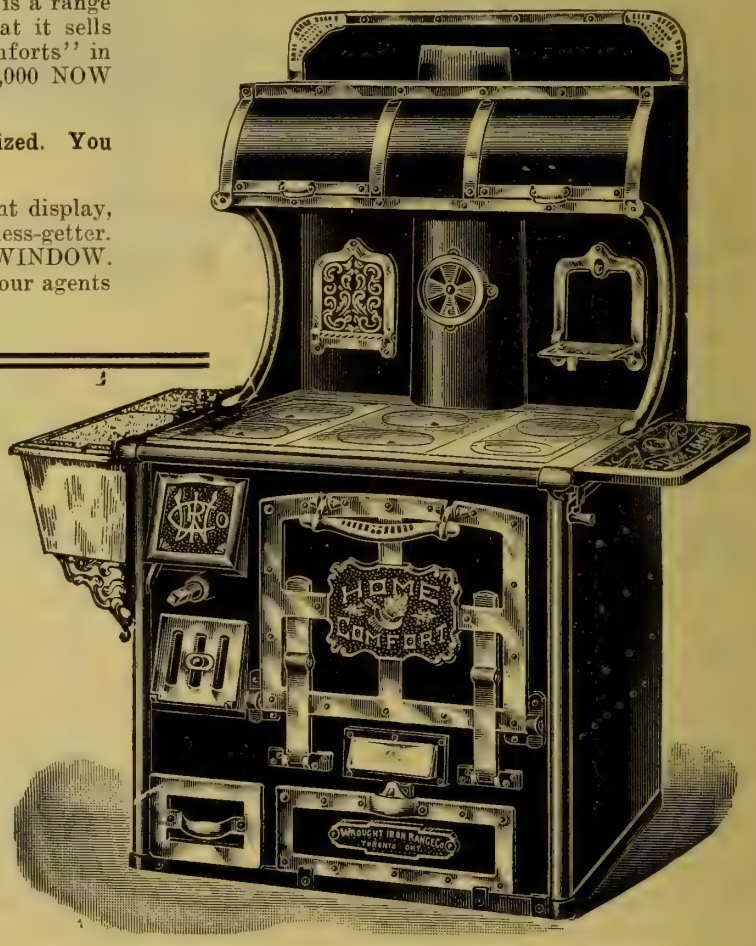
It's as solid in value as it looks in appearance

SOLD DIRECT TO THE CONSUMER FOR MORE THAN TWENTY YEARS

The old policy of going direct to the consumer was abandoned two years ago, and we are NOW SELLING THROUGH THE HARDWARE DEALERS. But we want to say to hardware men that the Home Comfort Range is thoroughly well-known all over Canada and in particular Eastern Canada, and **has a great reputation.** It is a range so well introduced and so greatly esteemed that it sells readily. Doubtless there are many "Home Comforts" in your own vicinity. All told, there are over 50,000 NOW IN USE.

The "Home Comfort" Agency is one to be prized. You satisfy perfectly and profit immensely.

Our hardware dealer agents will find a prominent display, at this time of the year especially, a great business-getter. PUT A HOME COMFORT RANGE IN YOUR WINDOW. Write for our catalogue and proposal. We help our agents to find buyers.



Construction:

MATERIAL: Best quality of open hearth, close annealed cold rolled steel, and trimmed with the best quality of soft annealed malleable iron.

BODY: Sixteen Gauge in one piece.

OVENS: Fourteen gauge with twelve gauge bottoms heavily braced with malleable iron to make warping impossible.

FIRE-BOX is lined throughout with heavy grey iron castings, having projections that retain the fine ashes and thereby increase the extraordinary enduring qualities of these linings.

GRATES: Heavy duplex pattern. They need only be reversed for burning wood.

WARMING CLOSET: Made of highly polished steel with double rolling doors, which may be left open at any time without inconvenience.

TANK: Sixteen oz. copper contact, heater adjustable on front of range.

NICKEL PLATING: Very best quality obtainable and made plain and easy to keep clean, the whole making a highly ornamental effect.

GUARANTEE: The working qualities of the range are fully guaranteed under reasonable draft.

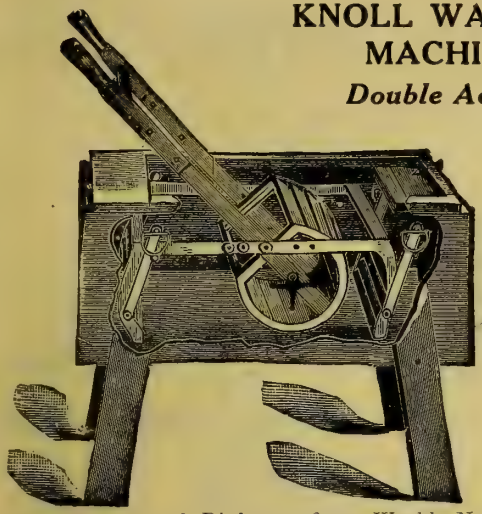
Wrought Iron Range Co. of Canada, Limited

Office: 151 King St. West **Toronto** **Factory: 22 Orillia Street**

If interested, tear out this page and keep with letters to be answered.

KNOLL WASHING MACHINE

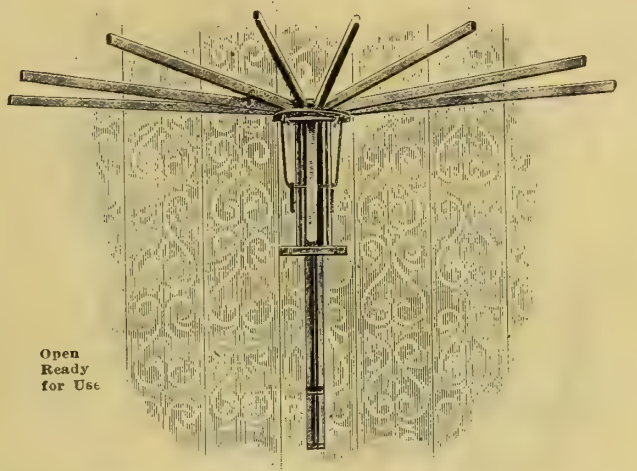
Double Acting



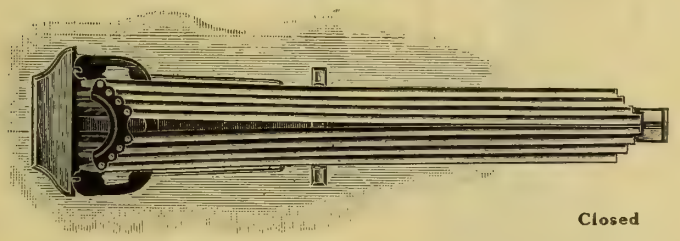
Gold Medals and Diplomas from World, National and Local Fairs.

SIMPLE—SWIFT—DURABLE

Pressure and Suction Principle.
More than one hundred thousand (100,000) of these machines have been sold. Can you beat it?
Those who have it would not be without it, and heartily recommend it to their friends.



Open Ready for Use



Closed

ELEVATING CLOTHES BARS

Necessary in every kitchen. It does not occupy any floor space, and when not in use, drops down out of the way. The bars slide up and down on the wall rod, so that they can be elevated to the desired distance. It saves reaching up to hang the clothes, as the bars can be filled when extended open in the lower position, and then can be pushed up out of the way, "like an elevator."

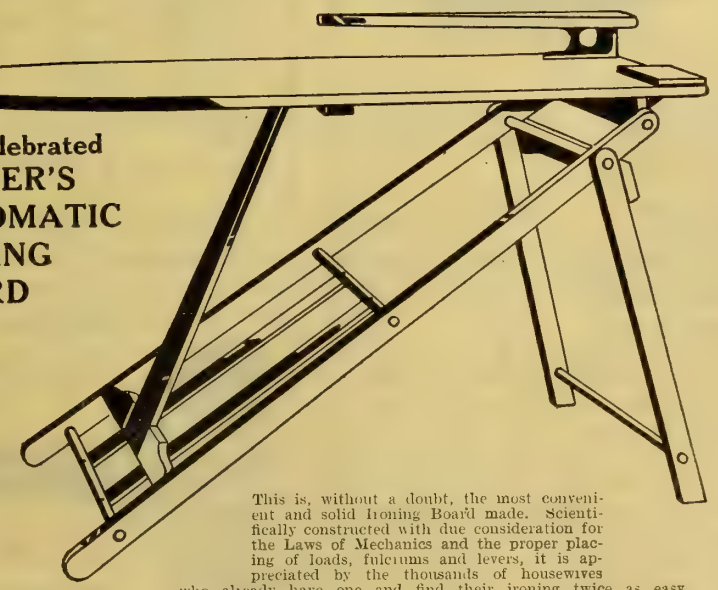
Length of arms, 28" Size, Closed, 35 by 7¾ by 2¾". Weight 5 lbs.



CROKINOLE, No. 2

Beautiful burl walnut finish. Schultz Crokinole Boards always command a higher price on account of their superior quality and finish. Each board is supplied with two sets (twelve each) of black and white discs and a book of rules. Size 31 by 31 by 1¾". Weight, 11 lbs.

The Celebrated BECKER'S AUTOMATIC IRONING BOARD



This is, without a doubt, the most convenient and solid Ironing Board made. Scientifically constructed with due consideration for the Laws of Mechanics and the proper placing of loads, fulcrums and levers, it is appreciated by the thousands of housewives who already have one and find their ironing twice as easy, because the Board is so easy to handle.
The Sleeve Board is mounted on an iron stand, is attached, and works on a pivot, swinging out of the way when not in use, and always ready instantaneously when wanted. It goes with every board.
An Iron Holder comes attached to the Board.
Selected Wood Top, 15 by 54". Sleeve Board 5 by 27". Weight 30 lbs.

Look for Our Label it stands only for the Best

The Schultz Brothers Co., Ltd.

Brantford, Ont., Canada

If interested, tear out this page and keep with letters to be answered.

Sell Hearth Furniture



Every home can use some of the hearth furniture made by us. The line includes:

Fire Irons (various styles)
Andirons;
Portable Baskets;
Grate Guards;
Spark Guards.

Show these useful and desirable home accessories. Sales follow unfailingly.

We specialize in this line. Send for illustrated catalogue. Have stock on hand **now** for this is the season.

Winfield Brewster
HESPLER, ONT.

MACLEAN NEWSPAPERS IN THE LEAD.

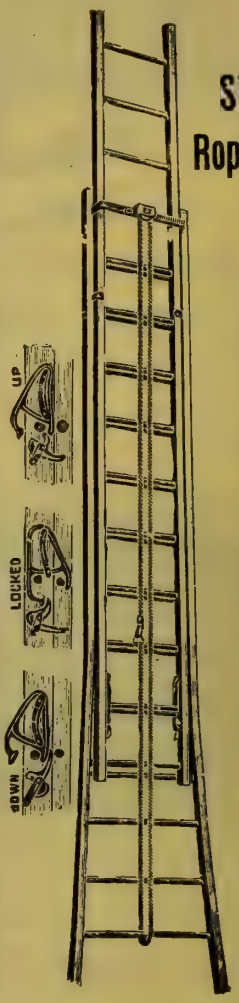
The Sixth Annual Report on Wholesale Prices in Canada has just been issued by the Dominion Government. The report is in book form and consists of 312 pages. In issuing a report of this kind, containing many thousands of quotations, all of which are open to the criticism of wholesalers throughout the Dominion, the Government authorities must of necessity, secure their information from the most reliable sources. The prices on various commodities are given in tables. Some of the tables contain as many as fifty-two prices. In all, there are 242 sets of tables. It is interesting to note that two MacLean newspapers, CANADIAN GROCER and HARDWARE AND METAL, head the list in the number of tables of prices given in the reports. The list of publications, with the number of tables they have contributed, is as follows:—

CANADIAN GROCER	60	*Sets*
HARDWARE AND METAL	49	"
Toronto Globe	37	"
The Canada Lumberman	13	"
The Trade Bulletin	12	"
Maritime Merchant	11	"
Grain Growers Guide	8	"
Can. Pharmaceutical Journal	8	"
Northwestern Miller	6	"
Montreal Gazette	6	"
Manitoba Free Press	5	"
Pulp and Paper Magazine	5	"
Engineering and Mining Journal	5	"
Le Prix Courant	3	"
Canadian Mining Journal	3	"
Canadian Farm	3	"
American Silk Journal	2	"
New York Journal of Commerce	2	"
Le Moniteur du Commerce	2	"
Census & Statistical Monthly	1	*Set*
The Weekly Sun	1	"

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Hardware and Metal, and let it assist you in filling your needs.

This Useful Ladder

Every home really needs a ladder of this style, also factories, farm houses and town homes. A ladder that will reach roofs, high limbs on trees, high places in barns and buildings.



This STRATFORD Roped Extension Ladder

is made of high-grade yellow pine with elm rounds, is reinforced by hardened and galvanized steel wire running the full length of each side.

It extends very easily. Has free sliding motion worked with a light pull on the rope. Note locking device as per illustration.

Can be had in lengths of from 20 to 60 feet.

We make other ladders and a wide variety of woodenware specialties. Are good sellers.

Write for our catalogue.

The Stratford Mfg. Co., Ltd.
STRATFORD, CANADA

The INFALLIBLE GLAZIER'S DIAMOND
Just the Tool for Inexperienced Glass Cutters

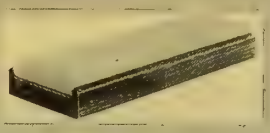


MADE BY
A. SHAW & SON, London, England
Hale Brothers, Canadian Agents, 3 St Nicholas St., MONTREAL

Let Us Introduce You to a New Carborundum Product



IT'S something you can place in practically every home in your community—its the



Carborundum Kitchen Knife Stone

and its mission is to make every knife in the household a sharp knife. The stone, fast, clean cutting, is mounted permanently on a wood base. Two or three strokes and the knife is keen—the stone is just the right handy size and right grit for all kitchen and carving knives.

¶ Every home needs it—the demand, the market, the profit are all there—suppose you add this stone to your Carborundum stock right now.

.....

The Carborundum Company
Niagara Falls, N. Y.

AT LAST
WE HAVE THEM

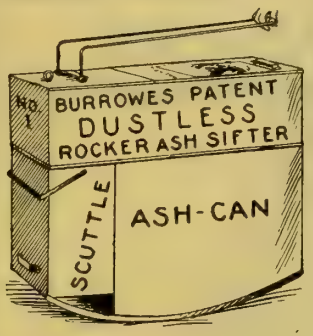
Fibre
Vinegar
Measures

PINT QUART FUNNEL

$2.50 per Set

Used and highly commended by the Grocery Trade in the United States.

WALTER WOODS & CO.
HAMILTON and WINNIPEG





These Ash Sifters can be recommended with confidence.

Order from your wholesale house.

MANUFACTURED BY
The Burrowes Mfg. Co. - - Toronto

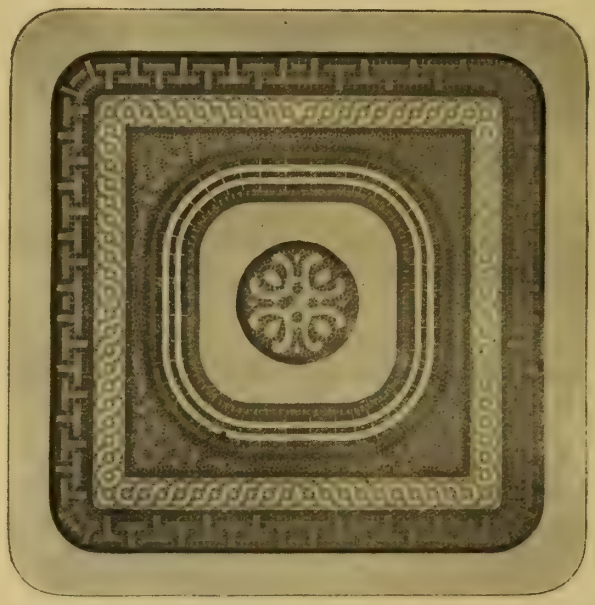
More Dollars

You can make "Dollars Grow" out of your *spare time.* Spare-time efforts have made hundreds of dollars for MacLean Representatives. To-day there are in Canada, men and women, who find that our proposition worked for an hour or two daily provides for many of the added luxuries of life. You supply us the time,—we'll supply you the money. Write for full particulars.

The MacLean Publishing Co., Limited
Dept. M, 143-153 University Avenue, Toronto, Can.

If interested, tear out this page and keep with letters to be answered.

DAVIDSON'S STOVE BOARDS



Square or Oblong

Wood Lined and Paper Lined
All sizes

Our extensive lithographing plant enables us to produce the most artistic in design and the quality is the best, as only specially selected material is used.

Our Stove Boards are seamless, no cracked or shabby corners.

Write us for prices.

THE THOS. DAVIDSON MFG. CO., LIMITED

TORONTO **MONTREAL** **WINNIPEG**

MENDETS

A PATENT PATCH

MEND IT



Every customer of yours needs Mendets to mend holes in granite ware, brass and iron ware. Cooking utensils, hot water bottles, etc. No solder, cement or rivets needed. A child can do the work. A right job done every time. Nothing else takes their place. Sell them, for they sell easily.

Big money-maker for you.

The following wholesale hardware merchants sell Mendets:—Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; The Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; The Marshall Wells Alberta Co., Ltd., Edmonton; Walter Woods & Co., Winnipeg, Man.; The Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Ltd., Guelph, Ont.; Emmerson & Fisher, Limited, St. John, N.B.; R. Chesnut & Sons, Fredericton, N.B.

Collette Mfg. Company

Collingwood, Ont., Canada

Every Day Is Pay Day

THAT'S right—every day you work **our plan**, your pay is given you. "Pay yourself first" that's the idea of our representative plan. When you devote ten hours daily acting as our representative—your pay is sure and certain.

We need a hustling representative right in your district. A young man capable of producing good business, preferably one with salesmanship experience. The position will pay big money to one with enthusiasm, energy and ability. Do you know, or are you such a man?

If you **are** and are willing to exchange **your spare time**, representing our publications, **we will** show you how that same spare time, properly used, **will produce** for you as much **cash** as your regular income.

Does this interest you, if so write us TO-DAY and we will tell you all about it.

The MacLean Publishing Co.

LIMITED

143-153 University Avenue, Toronto, Ont.

If interested, tear out this page and keep with letters to be answered.



Big Market for Brushes



Will you let us say to you that there is a much larger market in every community than is generally perceived. We make a hundred or more different kinds of brushes. For example, there are **Meakins Brushes** for horse stables and carriage cleaning, for garages and automobile needs, for butchers, barmen, stove-makers, for walls, radiators, floors, bannisters, cornices, for kitchens, parlors, schools, for cream separators, gun barrels, bottles.

We do not suggest that you carry stocks or even a sample of every variety of brush; but we do suggest that you have our catalogue and familiarize yourself with our various brushes in order to be able to suggest the right brush to the right person for the right need.

Sell from our Catalogue.—Just a last word: Meakins Brushes are good brushes—and our catalogue will tell you why. Our catalogue is valuable. Have you a copy.

Meakins & Sons Limited

HAMILTON, ONTARIO

Warehouses: Winnipeg, London, Toronto, Montreal

New Profit for You

You can add a new source of profit to your business by selling

Sani-Flush

Something every one of your customers living in a home with plumbing equipment needs.



Magazines reaching nearly all the better class homes in Canada are making your trade familiar with this preparation. Nothing else compares with it for cleaning vitreous china toilet bowls and keeping them sanitary and odorless.

Your jobber can supply you with ***Sani-Flush***—you make a liberal profit.

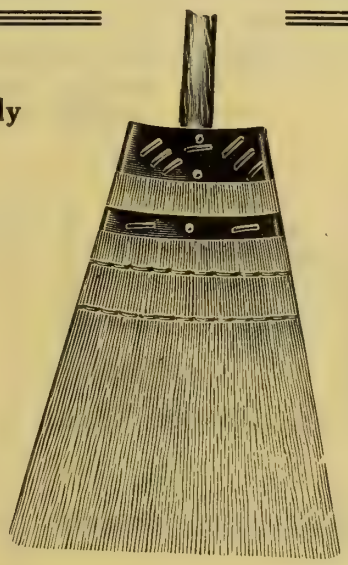
By writing us that you have ***Sani-Flush*** for sale, you get special selling assistance.

Harold F. Ritchie & Co., Ltd., Toronto

10-12-14 McCaul Street

A Thoroughly Good Broom

Stock This New Line



KEYSTONE

STAPLED METAL CASE BROOM

PATENTED

Notice the solid construction throughout. The Broom cannot be pulled or broken from heavy Maple handle, nor can the corn become broken or cut at shoulder. The best broom for heavy work ever made in Canada.

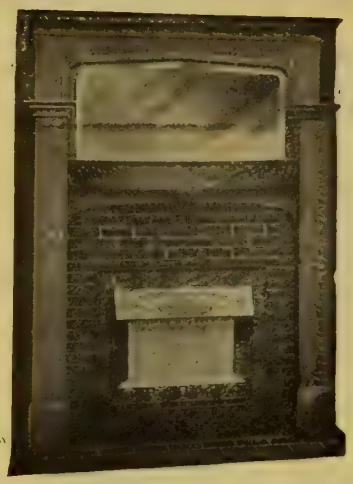
Write for prices, etc., to

TRADE MARK KEYSTONE BRAND REGISTERED

Stephens-Hepner Co., Limited

PORT ELGIN, ONTARIO

The "Metal Case" Broom is only one of the famous Keystone Brand Brooms and Brushes.



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

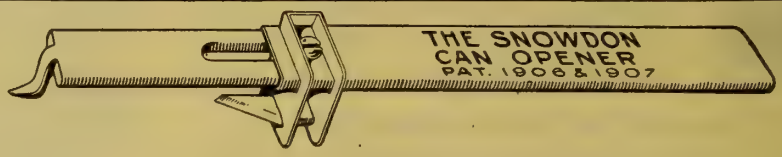
WRITE FOR CATALOGUE AND PRICES



The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.





A Durable, Convenient, Clean Cut, Safety

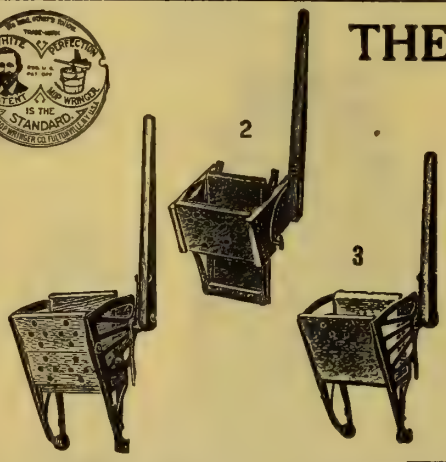
CAN OPENER

That sells on sight. An absolutely necessary article to every family or individual. List price, $10.00 per gross. Liberal discounts, according to quantity. This is a profitable opportunity.

MONARCH ELECTRIC COMPANY, LIMITED

St. Lambert, P. Q.

DISTRICT MONTREAL



THE WHITE MOP WRINGERS

Excel

because they wring dry, easily, quickly, neatly and perfectly.

Hundreds of thousands of them already in use, and our customers tell us they are better than advertised.

Trade-marked and Guaranteed.

Sold by leading jobbers everywhere.

Apply to them or to us.

WHITE MOP WRINGER CO.

FULTONVILLE, N. Y.



Talking to the Point—

CLASSIFIED ADS. get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads. are so productive of the best kind of results.

CLASSIFIED ADS. are always noticed. They are read by wide-awake, intelligent dealers, who are on the lookout for favorable opportunities to fill their requirements.

TRY A CONDENSED AD. IN THIS PAPER.

Gold Medal Winners

at the Panama-Pacific Exposition

FIBRE TUBULAR



6783



6781

Made in various other sizes and designs.

NICKEL TUBULAR



6763



6761

Made in various other sizes and designs.

FRANCO *FRANCO*

Flashlights

HAND LANTERNS, TROUBLE LIGHT AUTOMOBILE SOCKETS AND CONNECTORS, MINIATURE INCANDESCENT LAMPS of every description.

Electric Bicycle and Motorcycle Lanterns Radio Batteries and Lamps.

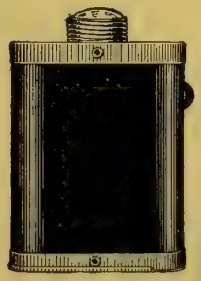
When a customer asks you for any one of the above lines and you show him on "Franco" line, and can say to him—"This line won the gold medal at the Panama-Pacific Exposition," the sale is practically completed. Your customer will then know that you are regardful for his interests and that he himself will be well served.

Our Catalogue will help you get more orders. Send for it.

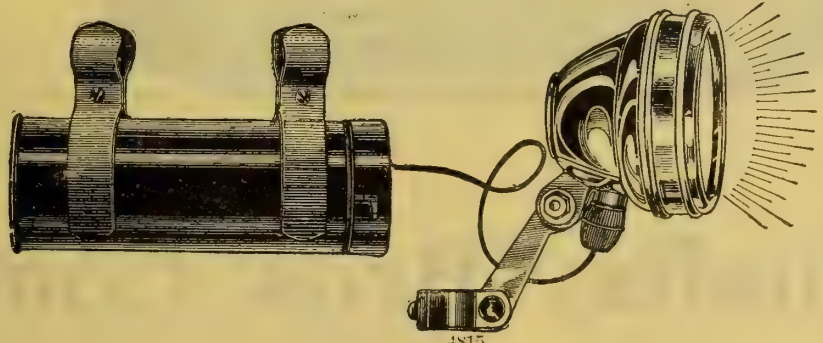
Interstate Electric Novelty Co.
of Canada, Limited
220 King Street West, TORONTO



1009

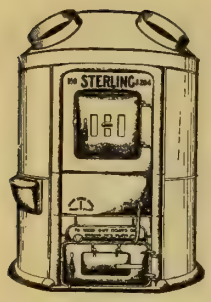


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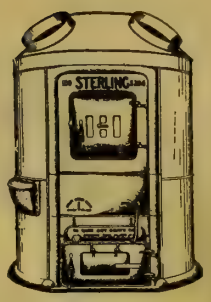


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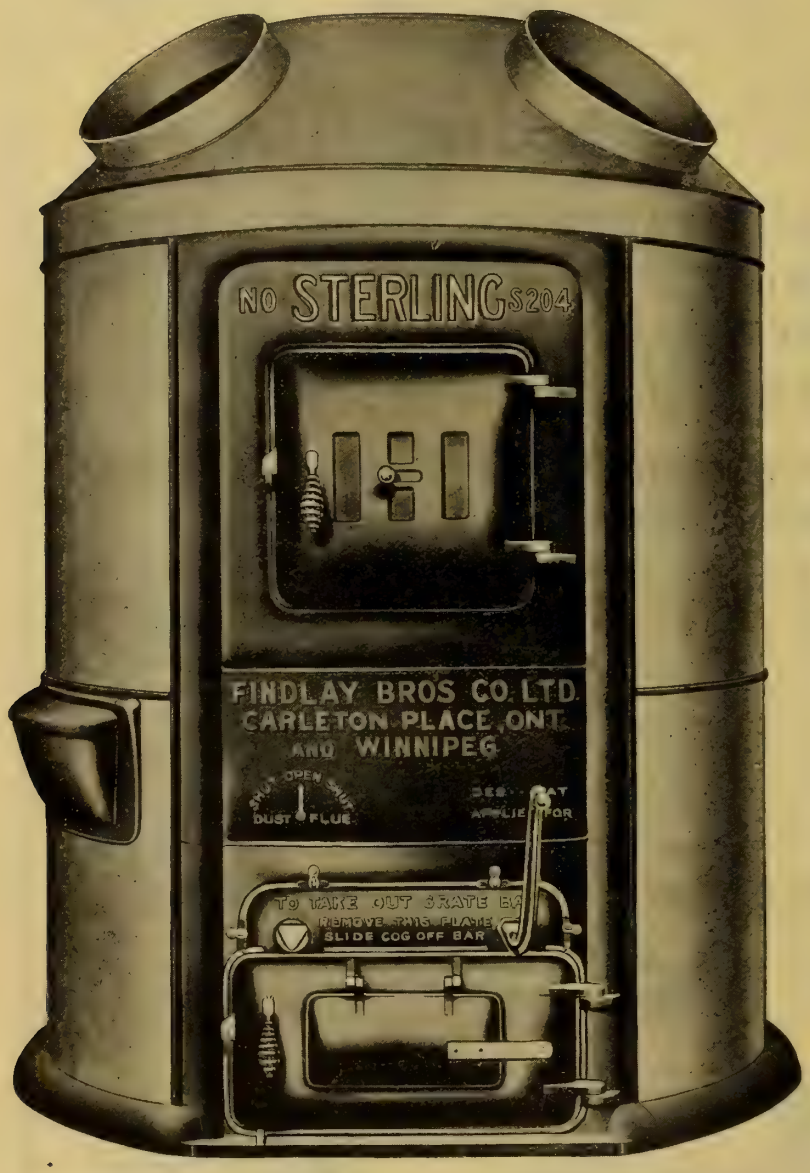
If interested, tear out this page and keep with letters to be answered.



STERLING FURNACE



CARLTON PLACE WINNIPEG



Mr. Dealer:

We know that you know a GOOD THING when you see it. We want you to see the STERLING FURNACE, "The Furnace" with the

Heat-Retaining Apron

The STERLING has a lot of COMMON-SENSE features that will appeal to you.

We are not in a position to load you up, but we would like you to place, even if it were only one STERLING this Fall.

We know it will give results that will pave the way for the sure sale of a number of others for next season.

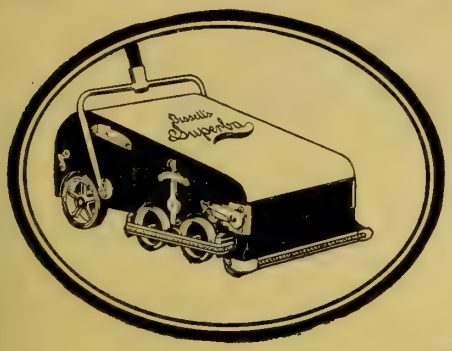
Send for the Sterling Booklet

it tells the full story, or BETTER STILL, ORDER A SAMPLE FURNACE AT ONCE.

Findlay Bros. Company, Ltd.

Carleton Place, Ont. **Winnipeg, Man.**

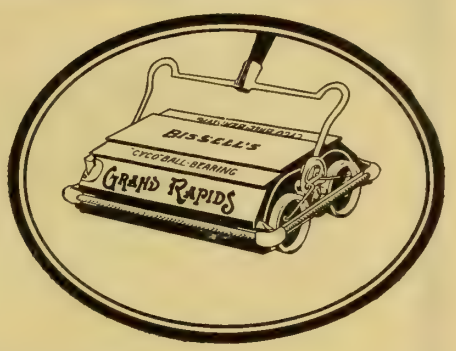
If interested, tear out this page and keep with letters to be answered.



Every Time You Sell a

BISSELL'S

You Are Selling the Product of



40 YEARS OF SPECIALIZATION

Forty years devoted to the exclusive manufacture of cleaning devices has given the name BISSELL'S such prestige in the mind of the prospective purchasers that it requires no effort to sell them a BISSELL'S. Although there are cheaper cleaning devices on the market the recognized quality of the BISSELL line makes the slight difference in price count for nothing.

Every woman knows that when she buys a BISSELL'S she is investing in the most efficient cleaning device that can be purchased. She knows that the price is standard. All our advertisements appearing in the leading national publications state the price plainly, and it makes no difference when or where she purchases it, the price is always the same. No sales, no cutting of profits, the price of a BISSELL'S is always the same the year 'round.

The vacuum sweeper, powerful, easy running, easy emptying, stands alone in its field. It has features and conveniences that you find in no other make.

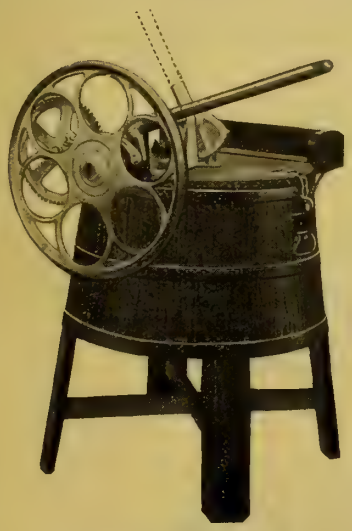
The carpet sweeper, easy to run, requiring no adjustment, makes housekeeping simple, sanitary and easy. It is not equaled by any other cleaning device, regardless of cost.

Standard in quality, standard in price, backed by the prestige gained through forty years of the exclusive manufacture of cleaning devices, offer BISSELL dealers an ease of sale and an ultimate profit that is equaled by no other device of its kind.

BISSELL CARPET SWEEPER CO., Dept. 285, GRAND RAPIDS, MICH.

Oldest and Largest Exclusive Manufacturers of Carpet Sweeping Devices in the World

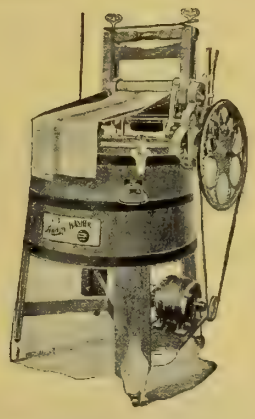
Made in Canada, too **New York (25 Warren Street)** **Paris** **Agencies Everywhere** 321



London No. 1.
Hand power with cut gear.

Patented

Guaranteed



London No. 3.
Electric. Also equipped for gasoline power.

Write for Prices.



London No. 2.
Water motor.
Satisfaction guaranteed.

Write for full particulars.

THE LONDON FOUNDRY CO., LTD.

London, Ontario, Canada

If interested, tear out this pageand keep with letters to be answered.

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

The Merchant who orders Fruit Jar Rings, the Contractor who requires Belting, the Architect who uses Tiling and Matting, or the Engineer whose Valves and Pipes need Washers and Packings, will always find the greatest satisfaction when selections are made from the Dominion Rubber System products, because,

THE QUALITY is dependable, and meets every possible requirement.

THE VARIETY is wide enough to meet every possible demand.

THE VALUE, no matter what the price or article, is the best within reach.

THE SERVICE is prompt and satisfactory, and there is no occasion for disappointment.

Back of all is the broad policy of the Dominion Rubber System to serve and please under all circumstances.

Write to our nearest Branch or direct to our Head Office for Catalogue and Prices.

Canadian Consolidated Rubber Co.
LIMITED

Head Office—Montreal, P. Q.

28 "Service" Branches Throughout Canada

If interested, tear out this page and keep with letters to be answered.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, OCTOBER 7, 1916 No. 31

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THE MACLEAN PUBLISHING COMPANY, LIMITED

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H. V. TYRRELL, *General Manager.*

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Cable Address: Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

HARDWARE AND METAL

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H. M. REID, Eastern Manager.
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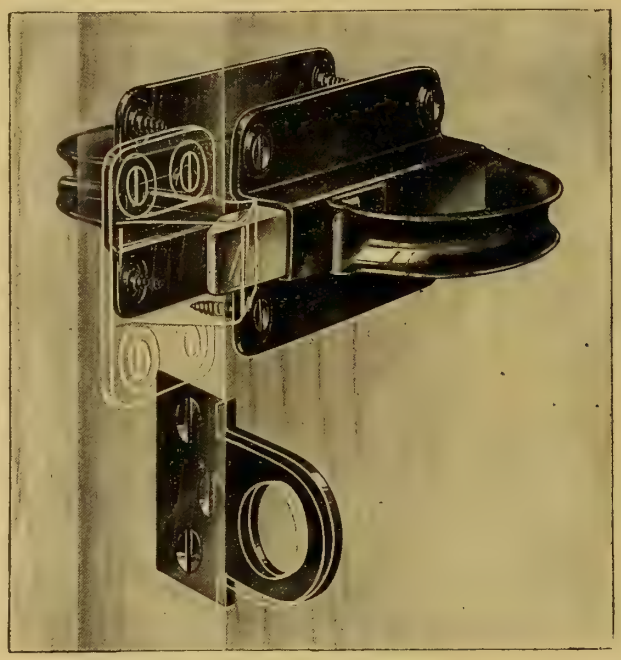
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CANADA—Montreal, 701-702 Eastern Townships Building; Toronto, 143-153 University Ave., Telephone Main 7324; Winnipeg, 22 Royal Bank Building, Telephone Garry 2313.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director. Telephone Central 129600. Cable Address: Atabek, London, England.

UNITED STATES—New York, R. B. Huestis, 115 Broadway, N.Y., Telephone Rector 8971; Boston, C. L. Morton, Room 733, Old South Building, Telephone Main 1024. A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., Chicago, Telephone Randolph 3234. Cleveland, R. G. Langrill, 3112 Euclid Ave., Cleveland, Ohio, Telephone Prospect 1026R.

SUBSCRIPTION PRICE—Canada, 3$ a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year; Single Copies, 10 cents. Invariably in advance.



The Watrous-Acme Barn Door Latch

is being applied to many new and old barn doors each year. Among its many good features are the following:

1. Firm, strong action. Operated easily with a single motion.
2. Generous size. Long springs of Sherardized piano wire.
3. Adjustable for doors from ⅞" to 1¾" thick.
4. Well placed handle, remote from joint—no danger of pinching fingers or bruising knuckles.
5. Even should the door sag, the latch and padlock attachment are so constructed as to operate effectively.
6. Comes japanned or galvanized. So constructed as to practically preclude rusting.
7. The latch locks automatically and is operated from either side of the door, as shown in cut.

The difference in cost between this and an ordinary latch is not as great as some barn-owners think. Tell them so.

Are you carrying this latch in stock? It provides a good margin of profit and satisfied purchasers. Write our Dealers' Service Department for information and your letter will have our prompt and careful attention.

Stanley Works

NEW BRITAIN, CONN., U.S.A.

Canadian Representatives

A. MACFARLANE & CO., Coristine Bldg., Montreal

Every inch of

"QUEEN'S HEAD" GALVANIZED IRON

Is thorough and uniformly galvanized. This means uniform wear.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch

"DOMINION"

Charcoal Tinplates

High-Grade Genuine Charcoal Plates
Tissue Packed.

Specify "DOMINION CROWN" on your next order.

A. C. LESLIE & CO., LIMITED
MONTREAL

If interested, tear out this page and keep with letters to be answered.

Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 28 TORONTO, OCTOBER 7, 1916 No. 41

Expanding by Modern Merchandizing

Firm Located in Small Western Town Has High Ideals and Believes in Letting the Public Know About Them—Every Employee a Booster for Better Service.

"WE haven't in our employ by any means all those who are devising ways of better serving the people of Vermilion; but we will say that all those connected with our big business undertaking are daily endeavoring to better the service we are rendering."

The foregoing statement by Nellis & Law, hardware merchants, of Vermilion, Alta., briefly sets forth the aims of a firm located in a town of slightly over 1,000 population. This firm is constantly reaching out for new lines which will interest the residents of Vermilion and the surrounding country. By giving a better service daily, and by endeavoring to keep the public well informed regarding the new necessities which are constantly being placed on the market, Nellis & Law are working to win the confidence of their customers. "Service and the ability to serve their customers" is the principle upon which they are building up their business.

The Town of Vermilion is on the Vermilion River. It is served by the Canadian Northern Railway main line from Winnipeg to the Pacific Coast. The population is estimated at 1,300. The town is located in the centre of a mixed farming, grain growing and stock-raising district. It has banks, churches, implement agencies and other institutions usually found in a town of its size.

Well Displayed Goods

Believing that goods well displayed are half sold, Nellis & Law endeavor to have samples of all goods on display. Samples of shelf goods are shown on the face of shelf boxes. A recess in the shelving has been provided for showing guns and rifles, etc. Another is used for displaying hatchets and tools, etc. The office is at the rear on the right side.The paint department is at the rear—to the left.

The centre aisle of the store is used for displaying heavy goods, such as stoves, churns, washing machines, forges, mounted grindstones.

A display table near the front of the store is used for displaying seasonable goods. At the time the accompanying picture was taken, the table held a display of horse brushes, curry combs, scrub and household brushes, grinders, food choppers, horse blankets, etc. The table is located where customers are bound to see it when they enter the store.

Naturally a large portion of the firm's trade is secured from farmers. The stock is one such as might be found in a good farming district.

A tinshop and plumbing department is carried on in connection with the business.

Household lines are always kept well to the fore.

Several Advertising Mediums

Various forms of advertising are used. Personal contact counts for a great deal in this business.

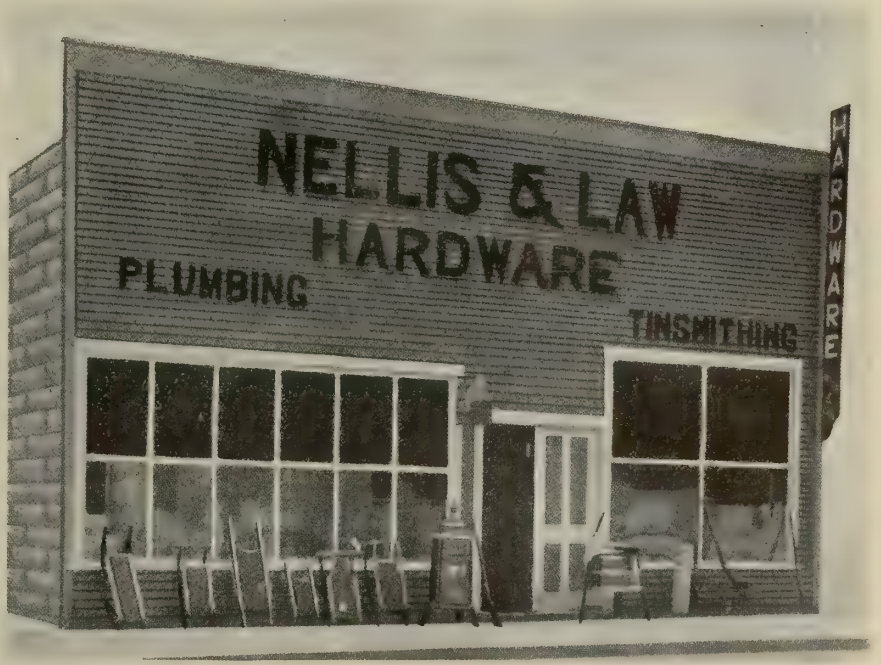
Good use is made of advertising literature supplied by manufacturers. Calendars are distributed around the first of the year. Last year's calendar was an exceptionaly attractive one. An illustration of the store front occupied a prominent place. Cuts of the proprietors, W. B. Nellis & John Law, were also shown. A list of the various products carried by the firm was also featured in the calendar.

A Strong Appeal

Nellis & Law also believe in printer's ink. The following strong appeal under a two-column heading recently appeared in a Vermilion newspaper:—

"In the business of to-day there are countless people who are discovering new ways of doing the old things.

"Sometimes we think—'Ah, here is an idea, a new thought, a new service'—whereas if we but knew it would be not a new principle or new law, but a new interpretation of the old one. Mer-



Nellis & Law, Vermilion, Alta., are believers in publicity and have placed their name prominently before the public.

chandising is not a new discovery. The old laws of barter laid the foundations for our modern conceptions of the principles governing business.

"In the last analysis, it is the man who best serves his fellow-men who is most worthy of their support and patronage.

"We haven't in our employ by any means all those who are devising ways of better serving the people of Vermilion; but we will say that all those connected with our big business undertaking are daily endeavoring to better the service we render.

"This year saw many new obstacles created over which we had to climb our way. That we are daily climbing higher, and that the wheels of our progress are not being mired in the slough of derision and the adverse circumstances with which we must contend, speak marvels for the calibre of our employees, and the support given us by the residents of Vermilion and district.

"Our stocks of merchandise are being constantly replenished and enlarged, even in the face of war markets and the increasing shortage of goods.

"With us the spirit to conquer and the spirit to serve go hand in hand. That our customers' wants may be supplied in a way even better than that of bygone years, we have been forced to find new worlds and then to conquer them.

"Only those upon the floor of the world's markets can in any way conceive the Herculean task involved in getting goods to supply our customers' wants.

"Our stocks are larger than ever before, our staff is more efficient, more highly-tuned, more responsive to your call for dependable, speedy service.

"To a man we fully appreciate the bounden duty of service with which we are entrusted. No obstacle is too great, no demand too insistent, no service too exacting for our organization to master or render, and always we are eagerly devising new ways of perfecting the old laws of supply and demand.

"The 'we' is everyone connected with 'The Big Hardware House.' To be one of us, a man must have foremost in his mind the value of service. We give the best we have, the best in us, the best work of which we are capable in order that the service we render our customers may be the best in Vermilion.

"Service this year means going further and further afield for the goods our customers want. It means to relieve them of the constant thought that markets are daily receding, and that many articles are almost impossible to get. It means to make our business better than usual in the face of unusual conditions. We cannot emphasize too strongly the position we strive to occupy in your daily scheme of things—we are symbolic of new thought—of new ideas—of new creations, of ever striving towards a higher goal, of eagerly endeavoring to better all merchandising conditions—back of our thoughts and enthusiasm, back of our ambitions and eagerness to serve—is the dominant, vibrant will which is determined to do.

"Our business is to serve you, our business will be to serve you; and every man with us is responsive to the spirit of service. Every day we introduce new ideas, every day we push our business higher up; every day we give greater value, dollar for dollar, than anyone else is equipped to give. We lead, and our leadership is based on our ability to serve.

"We appreciate our position as a supply house, and in this hour of struggle to get goods, we are fighting day and night to obtain our stocks in satisfactory quantities. To improve the way we handle these goods in your orders, every member of the Big Hardware House is devising new and better ways of service.

"Ours is a vital, throbbing, humanized undertaking buoyed up above all obstacles and spurred into greater efforts by the knowledge that we owe you at all times the best of which we are capable. That best is rapidly expanding.

"NELLIS & LAW,
"The Big Hardware House."



Interior view of the haraware store of Nellis & Law, Vermilion, Alta.

Stoves Are In Brisk Demand

The Problems of the Manufacturer, and Methods of the Retailer for the Present Season Involve Certain New Points Worth Noticing—To Effect a Sure Stove Sale.

STOVE and range manufacturers in Canada are this fall confronted with several problems. Every separate item in the manufacture of stoves, heaters, and ranges has increased in price. Steel is more expensive; iron is more expensive; asbestos and nickel, rivets, bolts and nuts are more expensive; last, but by no means least, labor is more expensive. Many men who in past years made stoves have gone to make munitions or fight the country's foes. Women are not available as help in the stove-making industry to the same extent as in other industries, or even in munition making. It is not possible for the manufacturer this fall to place on the market a stove or a range of pre-war-time quality at pre-war-time price. Prices for ranges and stoves and heaters have risen, and are likely to go higher.

Present Costs High

When price lists for these come to be made out on the basis of present cost of materials and of labor there will beyond doubt be considerable changes upwards. At present, prices are not so tremendously increased, for the manufacturers had very large stocks of the necessary materials on hand about the time the war broke out, and although labor cost has increased quite considerably, the producers have been contented with smaller profits than ruled before the war. The first increases in the price of stoves and ranges did not go by any means all the way to offset the increased value of materials and the greater cost of labor.

Pays to Make Good Goods

It is not likely that anything lighter in material or less perfect in workmanship will go on the market to replace or substitute for the original qualities and designs in stoves and ranges as they increase in price. Canadian manufacturers find that it pays best to put out a good substantial stove or range, with weight and wearing qualities, worth while. The Canadian-made range or stove is an article very perfectly adapted to its purpose and the country of its use. Heavy in the parts where a stove ought to be heavy, and lighter where lightness is an advantage, Canadian-made stoves and ranges can hardly be improved by any new economy in metal, consequently the market is unlikely to find novelties introduced at lower prices, or pre-war-time prices. As a matter of fact, manufacturers are adhering largely to standard, and well tried lines for the present season's production, and probably for the production also which is destined to go on sale next year.

There is a good demand this fall for the ordinary standard style of range with high warming closet. The variations of this style are in request as usual in particular cases, but the plain average stove keeps on selling, and is as a matter of manufacturers' experience this fall in even greater demand than ever. Demand for elaboration in ornament or for the simpler styles of nickel-plating depends upon district. Quebec will always as a province go in for more of the ornamented styles of stoves than Ontario or the West.

The use of tiles white, tinted, patterned, or colored is growing in popularity where high-class stoves are asked for, and enamelled surfaces are also proving attractive in many lines of stoves.

Retailers Could Improve Sales Methods

While the demand is brisker this season for stoves even than usual in fall, and indicates a period of more than merely passing prosperity in the Dominion, the methods of retailers in making sales or inviting attention to stoves do not seem always calculated to produce the best results, declare manufacturers.

Stoves Should Stand Out

In the opinion of one leading manager in the stove-making industry, too many retailers have a day of displaying stoves all jumbled one against the other, or at any rate, too near together to allow the prospective customer's eye to take in the good points of any particular stove without being confused by the nearness of another range. While the nickel and mirrors on one are dazzling, the tiles on another are trying hard to attract notice, and the oven thermometer or enamelled surfaces of a third are claiming attention. The result is that the customer decides to look around further, and probably buys where one stove is so displayed as to give opportunity for close particular examination of its excellences undistracted by the excellences of other stoves in too close proximity.

Let the Customer Look Around

"In selling a stove," said one expert, "it pays the salesman to let the customer look all around the stove display quietly, but the salesman should carefully note which stove takes the customer's fancy first. That stove (if the price quoted upon it is within range of the customer's purse) will be the one to talk upon, the one which will eventually make the sale. It is very doubtful salesmanship for a retailer or his clerk to talk about the various points of a number of stoves in trying to effect the sale of only one stove."

All the good points of the stove should always be brought out in the selling talk, and freest possible opportunity provided for examination of the range in every part.

Women Keen Judges

Women are keen judges of the working and interior parts of stoves, even more so than men. If a salesman has quietly and convincingly talked up the good points of a good range or stove, the chances are that the customer will return and make the purchase later even if inclined at the time to "look round further." But if a bewildering display of stoves has been talked up at random, and a dozen different advantages of a dozen different ranges have gone whirling through the customer's mind, the chances are that the customer will buy at the first store where the better method of display and salesmanship is used.

Weight Important Factor

A point in clinching a good prospective sale is the point of weight in regard to stoves. It is never to be forgotten that one of the chief values in the stove after the workmanship is the weight. Every retailer and range salesman should know and emphasize the weights of various stoves in showing them, and especially where the weight argument is in favor of the sale to be made. Men are more interested in the weight argument perhaps than women, but a woman does not invariably judge of a stove by its appearance and convenience. She wants quality also, and weight means quality.

"And yet," said one manager of long experience in the stove trade to HARDWARE AND METAL, "not one retailer in a hundred, as a rule, can tell off-hand the weight of a stove or range."

The Mail Order Menace

In issuing lists and advertising to meet the growing menace of the large mail order firms in the supply of stoves and ranges the excellent arguments of service, substantiality, weight, and opportunity to examine the stove or range

(Continued on page 42.)

WOMAN THE BUYER

WOMAN is the big buyer nowadays. She buys practically everything for the household. Sometimes she even helps to purchase her husband's clothing. If an automobile is to be acquired the wife, despite the fact that she knows less than nothing about machinery, is a very potent force in the matter of making a selection; at the very least she holds and exercises the power of veto. Yes, woman is the big buyer and most sales campaigns are focused directly on her.

It follows that the woman is becoming a buyer of hardware. She goes there primarily for household goods—kitchen utensils, silverware, specialties of all kinds—but her interest in hardware, which begins there, does not end at that point. She is gradually branching out and taking an interest in practically everything the hardwareman carries. It is the commonest of occurrences for sales of paints and varnishes, glass and putty, nails and tacks, locks and bolts—and so on through the list of hardware staples—to be made to women.

This is perhaps the most important development that has come about in the business in recent years. The time was when the hardware store was the almost exclusive haunt of the men. When anything in that line was needed the head of the household saw to it himself. The change, it is important to note, came about through the gradual absorption of the household goods business into hardware. When the dealer in hardware began to handle extensively and feature such lines as constitute this department, he first won the interest of women as buyers. This is important to bear in mind for it establishes the fact that the household goods department is the starting point, the foundation on which all trade with women is built.

There is a certain dealer in Western Ontario who now has one of the livest hardware stores you will come across in a week's travel. He began twelve years ago as a stove dealer exclusively. His experience then was that he had to win over the woman every time before he made a sale. Consequently, he began to realize that his success depended upon winning the interest of the women of the community, and with that purpose in mind he began to go extensively into all kinds of kitchen utensils. He was about the first dealer in town to feature aluminum ware on a large scale. His first two years in business had been full of financial subterfuges and strenuous efforts to make both ends meet owing to his lack of capital. For that reason he had not done any advertising. As soon as he began to increase his stock of kitchen utensils, however, he saw that it was going to be necessary to advertise. He went to the proprietor of the leading local newspaper and arranged for a line of credit; that is, the publisher agreed not to press his account for whatever space the merchant used until there had been an opportunity to "cash in" on the publicity.

The embryo hardwareman decided to "splurge." He used a half page. It sold so many sauce pans and tea kettles and preserving pans and nutmeg graters that rush repeat orders were sent off by the next mail and the publisher heard the good tidings that his patience would not be strained.

The next step was to make his line of household supplies absolutely complete. He took on some fancy lines as well—brass goods, a little crockery and some glass ware. Then he worked into washing machines, wringers, carpet sweepers, etc. Almost by imperceptible degrees he took on line after line. One bright day he made up his mind to handle paint. It was the demand for specialties, wall tints, floor wax, etc., that got him started here. To-day he has a complete hardware stock, is making a good profit and is rated well.

The point of it all is this: The household goods department was the foundation on which was built a flourishing business. By concentrating on that department the hardwareman can build up his business in other directions and improve his hold on his community. He wins the ear of the housewife who is the buying power.

Looked at from this standpoint the household goods department assumes an added importance. It appears not only as a profitable field in itself but as a lever to bring bigger business in other departments.



HARDWARE & METAL
CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, OCTOBER 7, 1916 No. 41

PRICES STILL SOARING

A READING of the market reports elsewhere in this issue will furnish an idea of how hardware prices continue to soar. A few months ago it was expected that by the end of the present year a general decline in prices would have set in. At present there is no indication of lower prices. Six months ago many people were predicting that the war would be over before the end of the year. Views have changed somewhat since then, and at least another year, or possibly two years, it is thought, will pass before hostilities have ceased. As long as the war continues and the demand for munitions continues, there will be no great reduction in prices. Scarcity of raw materials and labor have greatly aggravated the situation and have helped to force prices upwards. Manufacturers are falling away behind in deliveries. With an insistent demand for Fall goods, many jobbers' stocks are becoming depleted of certain lines with little hope of replacement for some months to come. Even after the war is over, there is likely to be a period of high prices on steel goods. The leading article in last week's issue of HARDWARE AND METAL went into this phase of the situation in detail.

OUTLOOK IN THE WEST

A WINNIPEG hardware jobber says that, to take a look at the orders coming in by mail, one would be surprised, especially after reading the unfavorable crop reports of the past few weeks. From these orders he gathers that conditions in some districts are bad, but generally speaking, the outlook in Western Canada is good for the coming Winter.

There is considerable money in the West, and there has been all year, owing to the railways handling last year's crop right up to the present moment. The high price of grain to-day will go a long way towards making things much better than they would have been considering the partial crop failure in Manitoba.

A large volume of business is coming in from Alberta and Saskatchewan. Dealers are buying freely of all seasonable goods, especially stoves. This is an unusual year for the latter, and dealers apparently are not content to wait for the traveler. Those merchants who have been reading their trade paper know that manufacturers are having difficulty making deliveries. Their trouble is lack of labor. Because of this, and most dealers know it, when new stocks are placed on the market, they will be from ten to fifteen per cent. higher than they were a year ago.

Orders for Christmas goods are beginning to come in. Business in sporting goods generally is only fair. The demand for building supplies has been good all year from the country, but not from the cities. Considering the state of the building trade generally, it is surprising to learn from a manufacturer of building paper that his sales are away ahead of last year.

In Western Canada collections are very satisfactory as far as hardware dealers are concerned. Many dealers are taking their cash discounts who never did so before. They have been doing more cash business during the past year, which is helping them out in districts where the crop suffered. Even in parts where they have been hailed out, dealers appear to have considerable money to spend.

LET US GIVE THANKS

AS a result of the combined efforts of the Moon and the Federal Government, Monday, October 9, has been declared Thanksgiving Day. On that day the mid-day feast will be of especial importance, and then, speaking in all seriousness, we will give thanks to Almighty God, for—well for what?

Canada is at war. As a nation we are engaged in the most destructive, most terribly consequential war of all time. At many Thanksgiving dinner tables there will be the vacant chair—the chair that in some cases will never again be wanted.

Those engaged in business have passed through a trying year, they have been beset with unprecedented difficulties. They have been face to face with problems for which the history of business offered no solution. They encountered entirely novel hindrances.

The harvest has been but fair and labor difficulties have proved a great handicap. The weather was not altogether kind either early or late, for sowing or harvesting, and in West and East the crops have been reduced.

What have we to be thankful for?

Well there is much.

Thankful we should be, and are, that Canadian men have proved their worth at the unaccustomed tasks of war; that they have in such large numbers seen the gleam and followed it unafraid.

Thankful we may well be for the pride in the sorrow of those who mourn.

Thankful as business men we may be for the prosperity which this virile country has enjoyed, and prouder for the spirit of undismay in which unaccustomed problems have been faced—yes and to a large degree mastered.

Thankful we may be for the goodly revenue which the crops will bring, ensuring further plenty for all; and thankful most of all for the desire to serve evidenced on every hand.

Let us give thanks to Almighty God!

Cardwriting Made Easy

by R.T.D. Edwards

Lesson 21.

PAYZANT PEN WORK

TO the professional cardwriter the art of proper pen lettering presents numerous features of interest and many difficulties that do not occur or appeal to the uninitiated. This art has gradually become one of the most important branches in cardwriters' work. Consequently cardwriters who wish to do up-to-date work should also keep up-to-date in the different devices for lettering, providing those devices are practical.

The Payzant pen, while not one of the latest cardwriting tools, is one of the most practical pens for lettering with black ink. With it you can develop a speed and an accuracy, in small black lettering, never before known to the cardwriter.

A study of the accompanying illustration (Fig. I.) shows the lower part of the pen. It consists of four parts—the pen, the reservoir, set screw and handle. The first three are made from brass and the latter from wood.

This pen was first invented and used for mechanical drawing purposes, but its usefulness for show card lettering being discovered, it has become more of a cardwriting tool than for the purpose it was originally intended.

The point of the pen is round like a wire and flat on the end. It is split up the centre, and through this passage the ink flows from the reservoir. To make a stroke the flat end is drawn along the surface of the card.

Cardwriters in the largest departmental stores in America use them with great success for very rapid lettering, and make a quick style of knock-out lettering with them. They also use them for very neat small upright lettering. Outline lettering can also be done with it with great success. Many varieties of letter formation can be made, as the accompanying illustrations shows. A cardwriter can work up many styles of lettering of his own with this pen.

With the round writing pen, which was taken up in a previous lesson, you can make small, very neat Roman lettering, but with the Payzant pen you can make just a neat small block letter.

The Payzant pen is made in six different sizes, but an assortment of three sizes is plenty for the best cardwriter. Extra large sizes are made, but are not advisable.

Keep Pens Clean

In order that the best results may be obtainable, it is absolutely necessary that the pens be kept perfectly clean at all times. The ink when left in the pen dries and causes the ink passage to become blocked up, and the result is an uneven flow of ink. Do not put the pen away without first opening the reservoir, rinsing in clean water and drawing a sheet of paper through ink passage. Do this with set screw loosened. This removes anything which may tend to harden and stop the flow of ink. If you dip the pen in benzine occasionally it will cut any hard substances that often form.

How to Letter

As soon as you have experimented with the pen enough to be able to make it mark, start at practice work. Hold it the same as you would a brush, between the thumb and first and second finger. Keep the flat end of the pen squarely on the card at all times while drawing strokes. Remember no fine spurred letters can be made with this pen, so don't expect it. Keep the pen stiff in the fingers. Don't allow it to roll as you do a brush. It must be held rigid. Draw the strokes fairly quickly, having all guide lines and layout ready before starting. One of the features of this pen is that you can work for quite a while with only one filling of ink.

Ink

Care must be taken to keep the ink perfectly clean. No matter how good the ink is, a sediment will form if it is allowed to stand. This is especially true if dust gets into it. The vessel the ink is kept in should be covered while not in use. If ink becomes dirty, strain through two or three thicknesses of cheese cloth. The best ink to use is a good carbon black ink, not necessarily the most expensive grade. A medium ink very often flows better, because it is not so thick.

The manufacturer advises the use of an ink dropper to fill the reservoir and not to put more than two drops in at one time. This may work all right, but if a cardwriter is busy, he cannot afford to wait to fill the pen with a dropper. It has been used successfully by experienced cardwriters by dipping in the ink well. Do not fill too full or the ink will drop on the card from the pen.

The Chart

In the chart this month we have many different forms of lettering made with the Payzant free hand lettering pen. These are only a few of the many varieties that can be worked up. You will notice that the first two full alphabets and numerals are of practically the same formations, with the exception that the first is slanting to the right and the second is straight up and down. Of course, with the slant type you can obtain greater speed, and it should be used on what is termed "rush" or "knock-out" work. Cards that have to be done in a hurry and that probably won't be up for more than a day or two can be done with this form, but if you want a better appearing card, one that is to remain up for a more extended period, it is advisable to use the upright type. Either of these alphabets can be used for small or large cards; in fact, in large stores quarter sheets are lettered with no larger letters than these, from half to three-quarters of an inch in height. The lettering is not as heavy or prominent as outline or heavy brush stroke lettering, but it makes an exceedingly smart and attractive card, especially when hundreds are used throughout the store and uniformity and neatness are the first things to be considered.

These letters and numerals are all made with the one stroke method. That is, one stroke of the pen completes one stroke. No second time over to make it heavier. If you want a heavier letter use a larger pen. The strokes are all drawn pretty much in the same manner as in brush stroke lettering, namely from left to right, and from top to bottom. This rule, with few exceptions, holds good. An exception to this rule

is the "O." This letter can be made with one continuous stroke, starting at the top and ending at the top. This takes more practice, but gives a better formed letter. "C," "J," and "S," are also letters that can be made with one stroke of the pen; with the brush it takes two or more strokes.

One of the most important points about the formation of these letters is to have all lettering at the same angle. In case of the first alphabet, all the main down strokes must slope at the same angle or the word will not appear connected.

As was said before, a fine spurred letter cannot be made with this pen on account of its bluntness, but a heavily spurred letter can be made with good success as shown on the chart.

The words "Heavy Spurred Egyptian," shows what is termed a light faced Egyptian. This is formed after the same style as the alphabet above it, but it has the heavy spurs added. This, in my estimation, is a great improvement, but of course it takes more time to execute. This form is a favorite with many cardwriters for the better class of work.

Outline Letters

For making outline letters and figures, this pen is excellent. A glance at the chart shows three distinct types, which were outlined with this pen. The first shows a spurless Roman letter. This type is especially adapted for emphasizing words on a card.

For outline script lettering, this pen is also valuable. It slides so easily over the surface of the card that a free and easy swing to the lettering is obtained.

The bottom line shows a form of lettering which takes some time to make, style of letter on a card unless it is to but is very effective. Don't use this remain up for a considerable period. It does not pay to spend the time on it if it is to be only used for a short period.

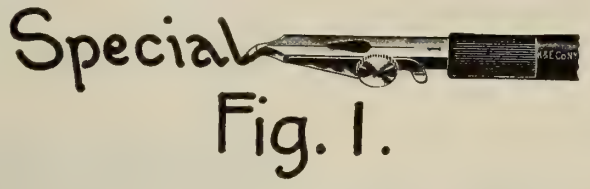


Fig. 1.

Fill in outline letter with small brush and cardwriters' black.

Practice Work

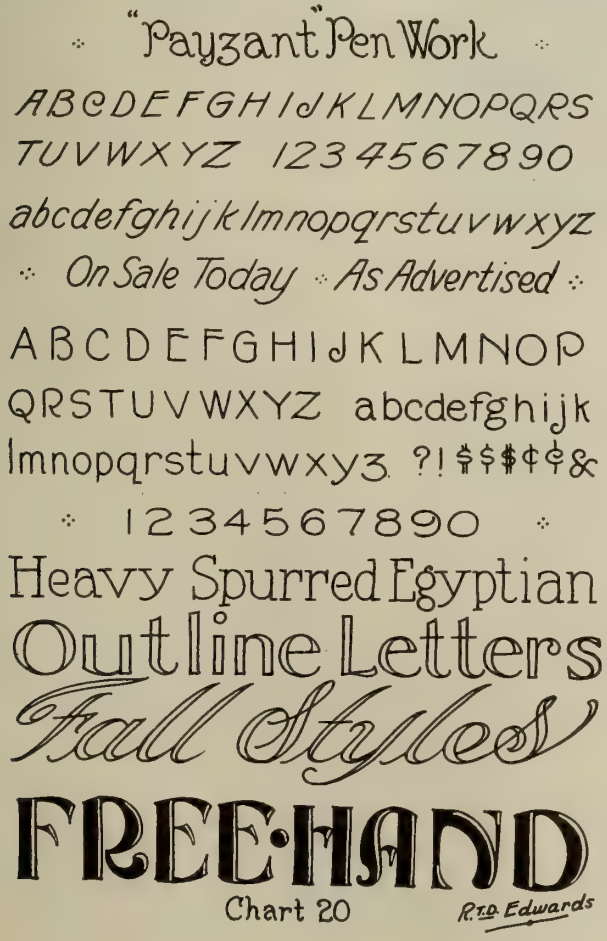
In Fig. 2 is shown a collection of single strokes which give you an idea of how to proceed to practice. Draw upper and lower guide lines and pick out a stroke in the chart and practise it until perfect before proceeding to the next. Don't purposely avoid the ones that are hard to make; those are the ones that you should spend most time at.

The Payzant, besides being good for making large showcards, is excellent for making small price cards.

The complete showcards give excellent examples of what can be done with this pen. All the black work on the cards is the work of the pen except where a brush was used to fill in an outline letter. Special attention to the fancy borders which are shown. These are entirely the work of this pen. The grey color used is applied with a brush. Many varieties of fancy borders can be originated.

FREIGHT EMBARGO HAS BEEN LIFTED

The freight embargo against the acceptance of less than a carload from Niagara Falls to Toronto, has been lifted. The embargo, which has been in operation several weeks, was necessary on account of congestion at Toronto. The news will be welcomed by business firms in the city, who have been considerably handicapped as a result of the restriction.



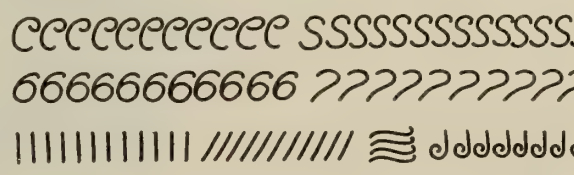


Fig. 2.



Good Time To Shorten Credit Terms?

Canadian Credit Men Favor Short-Term Plan—Claim it Has Decreased Business Failures in 1915.

THE officials of the Canadian Credit Men's Association believe that the present is an opportune time for the shortening of credit terms. The matter is one that has been discussed on many occasions by the credit men.

The matter was again brought to the front by T. D'Arcy McGee, vice-president Credit Men's Association, at a recent meeting held at Winnipeg. Mr. McGee referred to the subject as follows:—

Prompt Payers Get the Goods First

"In the matter of general shortening of credit terms. For years we have been trying to get away from the long crediдt terms, which were a bugbear to every wholesale house. They were largely responsible for the abnormal amount of failures in 1914-1915. The decrease in failures in 1916 can be largely accounted for by the general shortening of credits and, of course, the enormous crop of last year has greatly helped to bring this about, and our files in the Adjustment Bureau are ample evidence of the good effects. We feel that the present is an opportune time for arriving at some definite understanding among the wholesale and retail trade for the general shortening of credit terms. The abnormal conditions created by the war, causing a great shortage in material and labor, has resulted in forcing the manufacturers, wholesalers and retailers closer to a cash basis, and we know from our own experience that the present shortage in the various lines we are handling, means that the man whose account is in good shape and who takes his discount, is the one who gets his goods first, and after that, accounts are graded in order of merit. The retailer has, and is taking the same position with his customer."

Paint manufacturers recently changed their credit terms, and the shortened terms became effective October 1. The matter is now receiving the attention of other branches of the hardware trade.

To Make Half-Holiday Compulsory

Effort Being Made in Alberta to Pass Law Similar to That in British Columbia

IN response to a widely-expressed wish a campaign is being prepared by Secretary W. H. Andrews, of the Alberta Retail Merchants' Association, for a provincial weekly half-holiday, based somewhat on the lines of the British Columbia Act, which was passed in June last. The Calgary by-law, which was passed in July, of course, only affects Calgary, although the provincial law as it stands now gives any municipality the right to make a by-law on petition to two-thirds of the merchants affected. The movement now on foot is to make it compulsory to have one half-day a week as a holiday all the year round.

The British Columbia Act gives the municipalities the power to choose their own day by a vote of the electors, but in the cases of Vancouver, Victoria and New Westminster, they had to choose either Saturday or Wednesday, and Saturday was chosen in every case by a large majority.

An Act something similar will be aimed at by the Alberta merchants, making it compulsory for stores to close one afternoon during the week, the afternoon to be fixed by the municipalities, the same as in British Columbia. It is most likely that the day chosen for the half-holiday in the cities will be Wednesday and not Saturday, as in Vancouver, New Westminster and Victoria. The only difference the passing of such an Act would make to Calgary would be that the half-holiday would be extended to all the year round instead of just the three summer months. Anyway, it is most likely that the Calgary merchants will petition next spring to have the holiday for six months instead of three. The butchers are already talking of closing voluntarily on Wednesday afternoons during the entire year, commencing Jan. 1, 1917, but, of course, a law to this effect would be far more satisfactory, as there are always some merchants who make a point of breaking away from voluntary agreements, and one merchant such as this very often prevents the making of an arrangement that would be greatly beneficial to the trade as a whole if everyone agreed to it.

With regard to the uniform closing by-law in Calgary, while this might be looked upon as a big success, there is considerable disappointment among the hardwaremen and grocers with reference to the enforcement, or rather non-enforcement of it. There are three or four stores opposed to closing at 6.30 p.m. during the week and 10.30 on Saturdays, and they keep open after these hours in defiance of by-law. The police, who are admittedly not very much in sympathy with the by-law, have not been very energetic in seeing that the stores close at these hours, although their attention has been repeatedly called to the fact. They admit that it is up to them to enforce the law, regardless of whether they think it is fair or not, but the fact remains that it is not being enforced and is consequently unfair to those stores that do close.

A delegation from the Retail Merchants' Association interviewed the police this week and received a promise that something would be done, and the merchants are waiting to see if this promise is kept, and if not, something further will have to be done.

A by-law is not of much use if not enforced, and having gone to such enormous trouble and expense to have the by-law put through, the R. M. A. naturally feels very keenly about the poor manner in which it is being enforced.

STOVES IN BRISK DEMAND

(Continued from page 37.)

before buying are sound lines for the retailer.

Window displays in which stoves feature should follow the line of concentration on a few stoves rather than dispersing the interest of the possible customer. It is advisable in making any stove display to be sure that easy access can be had to any part of the stove, so that it does not pay to place the store's only example of some specially good selling stove in the window where a customer cannot walk round it and take off the lids, etc.

Retailers as a rule buy rapidly in hand-to-mouth orders in spring and fall, so that manufacturers are usually rushed hard to effect deliveries at these buying seasons for stoves. While large stocks of stoves are kept ready for swift shipment, each stove has to be mounted with its nickel-plating, etc., before shipping, so of necessity a couple of days or more must elapse before an order can be shipped. This is a point in retail stove supply to order which guides in promising delivery to the customer.

Canadian Expeditionary Force

A lover of a good nag, C. C. Ballantyne, or the Sherwin-Williams Company of Canada, Montreal, always drove to work behind a first-class steed. The exigencies of the service now call for more speed, and Lt.-Col. Ballantyne, commanding the 245th Battalion, Grenadier Guards, may now be seen calling at the various recruiting stations in an automobile emblazoned with the inspiring letters, C. E. F.

EVENTS IN THE TRADE

Business Changes

Toronto, Ont.—F. H. Stuart has been succeeded by R. J. Cole.

Morinville, Alta.—Morinville store has sold the hardware stock to T. A. Knudson.

Meeting of Association.

The Hardware Association (Canadian) met in Montreal on October 5, a great deal of important business being before the members.

New Industry for Wetaskiwin

The firm of Wagner & Knippel, Wetaskiwin, Alta., recently completed arrangements for the manufacture and sale of clothes reels, in addition to their general blacksmith trade. They also intend to manufacture water carts of different sizes.

Opened Branch Store

Red Deer, Alta.—The Day Hardware Company, who succeeded Smith & Gaetz about a year ago, are opening a branch at Innisfail, Alta. This branch will be under the management of D. A. Smith, who was for seven years with the original firm.

Killed in Action

Lance-Corporal William MacLurg, who has been killed in action, was the eldest of the three sons of Rev. A. MacLurg, Toronto. He was employed by the Gutta Percha Rubber Company before he enlisted in the 4th University Company, which went overseas to reinforce Princess Patricia's Canadian Light Infantry.

Meeting Thanksgiving Day.

A meeting of the Advisory Board Ontario Retail Hardware and Stove Dealers Association will be held at the Queen's Hotel, Toronto, on Monday, Oct. 9. Several matters pertaining to the Association will be taken up. It is also expected that a deputation from the Canadian Hardware Exhibitors will hold a conference with officials of the Retailers' Association.

Ottawa Paint Works, Ltd., Incorporated

The Ottawa Paint Works, Ottawa, Ont., hitherto a partnership, has been incorporated, and from now on will be known as Ottawa Paint Works, Ltd.

At the same time, we have assimilated the stock and assets of the Ottawa Varnish Company, which up to the present has been carried on as a separate concern, although controlled by the partners of the Ottawa Paint Works.



G. REGINALD MARSHALL,

who has recently passed his examination for the Royal Naval Air Service, after ten weeks spent in training at the Curtiss Aviation School, Long Branch, Toronto. He will sail for England in a few days. Mr. Marshall is known to many in the hardware trade. He has been for some time associated with his father, Geo. A. Marshall, 70 Lombard St., Toronto, representing a number of well known Sheffield manufacturers. The above snapshot was taken after Aviator Marshall had descended from a flight in the neighborhood of Toronto. A portion of the aeroplane may be seen in the picture.

Personal.

A. L. Fitzgerald, of the Merrick-Anderson Co., Winnipeg, is on his vacation.

P. Sigurdson, of Icelandic River, Man., recently returned home from a buying trip to Winnipeg.

T. B. Williamson, buyer for H. S. Howland & Sons, Toronto, has returned from a trip to New York.

James Hardy, of Jenkins and Hardy, Toronto, was in Montreal this week attending the Hardware Association Meeting.

Robert Keith Gerrard, formerly in the employ of the Marshall Wells Co., Winnipeg, is reported wounded at the Front.

Hon. Sir Lyman Melvin Jones, president and general manager of the Massey Harris Company is making his annual tour of Massey Harris branches in Western Canada, accompanied by a party of directors of the firm and some eastern business men.

Captain Frank Ross Newman, reported in October 2 casualty lists, was manager of the Canadian Fairbanks-Morse Co., when war was declared. His father, the late Thomas H. Newman, was a member of the firm of Caverhill, Learmont & Co., wholesale hardware merchants, 89 St. Peter Street, Montreal.

E. Fielding of E. Fielding & Sons, oils and turpentines had the misfortune to be injured by being struck by an automobile at the corner of Jarvis and Earl Streets in Toronto. He is now confined to his home and it is expected that several weeks will elapse before he is able to attend to business.

Curent news

Ontario Incorporations

Ontario Toys, Ltd., capitalized at $50,000, head office, Toronto, to manufacture and deal in dolls, toys, novelties, etc.

Canadian Wood Products, Ltd., has been incorporated at Toronto, with a capital of $40,000, to manufacture wood products of all kinds, with head office at Toronto.

Brunner Mond Canada, Ltd., has been incorporated at Ottawa with a capital of $3,000,000, to manufacture soda ash, caustic soda and other chemicals. Head office in Toronto.

The Dodge Metal Hose Co. of Canada, has been incorporated at Ottawa, with a capital of $150,000, to manufacture metal hose, couplings and connections. Head office at Toronto.

The Tip-It Welding Co. has been incorporated at Ottawa with a capital of $20,000 to manufacture all kinds of engineers' hardware, contractors', build-

ers' and machinists' supplies at Montreal.

Charles Jackson & Sons, with incorporation in Great Britain, has been granted a license to carry on business as manufacturers of linoleum, floor cloth and similar materials, in the Province of Ontario, with a capital not to exceed $40,000.

The Panther Rubber Co. has been incorporated at Ottawa, with a capital of $100,000, to take over the Canadian business of the Panther Rubber Co., of Stoughton, Mass., and to manufacture rubber goods of all kinds. The head office is at Sherbrooke, Que.

INDUSTRIAL NOTES

Goderich, Ont.—The Doty Engine Co. has changed its name to that of the Britannic Engine Co.

Hamilton, Ont.—The Dominion Steel Castings Co. will build a factory here to cost about $75,000.

Hamilton, Ont.—The Dominion Steel Foundry Co. propose making further additions to their plant to take care of the increase in business.

Hamilton, Ont.—A permit has been issued to the Canadian Steel and Wire Goods Co., for erection of addition to factory at a cost of $1,500.

St. Thomas, Ont.—A. F. Voege, manager of the Canadian Woodenware Co., whose plant was destroyed by fire recently, will rebuild at once.

Niagara Falls, Ont.—Fire of an unknown origin broke out on Sept. 24 in the Dominion Chain Co.'s factory and caused damage to the extent of about $500.

Toronto, Ont.—The city architect has issued to the Russell Motor Car Co. a permit to erect machine shops on Dufferin street, corner of Liberty, to cost $40,000.

Belleville, Ont.—The Maple Leaf Tires, Ltd., have commenced the erection of a factory, estimated to cost $100,000. The president is H. C. Long, Toronto.

Quebec, Que.—The International Paper Co. are building an addition to their mill at Donnacona, near here. A paper making machine is being installed at a cost of about $150,000.

Montreal Que. — The Dominion Bridge Co. has been awarded the contract for 3,000 tons of steel shapes for the International Nickel Co. plant, which will be erected at Port Colborne, Ont.

NEW ASBESTOS WAREHOUSE

At their wharf on the waterfront, Montreal, Messrs. Turner Bros (Canada), Ltd., have just completed the construction of a large new warehouse for storage of their heavy asbestos goods, such as fibres, cement, shingles, and asbestos lumber. The shed itself is built of asbestos lumber, and is 400 feet long by 70 feet wide, erected of lumber in sections 8 feet x 4 feet and ¼-inch thick. It is, of course, absolutely fireproof. Asbestos as a building material is coming to the front, and many new uses for it are being discovered and the corresponding demand filled through enterprising hardware merchants.

WELL KNOWN HARDWAREMAN DIES.

George T. Jenkins, for 32 years stockkeeper with H. S. Howland, Sons & Co., Toronto, died in the General Hospital on Friday, September 29, after an illness extending over several months. The funeral took place on Monday. Mr. Jenkins was born in London, England, 72 years ago. He came to Canada about



O. W. ROLPH,

Representing Beatty Bros., Ltd., east of Toronto.

50 years ago and has been identified with the hardware trade all that time. Prior to his connection with the H. S. Howland Company, Mr. Jenkins was with the McGiverin Company of Hamilton and came to Toronto when that firm removed to this city and was established under the name of McGiverin & Kerrigan. This latter company was purchased by H. S. Howland and Mr. Jenkins continued his connection with the concern. Mr. Jenkins was a bachelor. He was a member of New St. Andrews Presbyterian Church where he had been an usher for the past five years. He also took a great interest in the work of the House of Industry, being one of the valued volunteer workers of that institution, among the poor. He was a man very highly esteemed for his kindly disposition and genial nature and had many friends. He was particularly well known among the manufacturers with whom he came in contact intimately in his position with the Howland Company.

CATALOGUES AND BOOKLETS

Issues New List Prices

The Meriden Britannia Company, of Hamilton, Ont., have recently issued a circular and catalogue, showing new list prices covering their entire line. In conjunction with this is re-issued the previous catalogue, with suggested prices to consumer plainly stated.

Retailer Issues Catalog

A handy and comprehensive list of hardware goods with illustrations and prices, and a hang up loop to encourage the preservation of the list has been issued by A. R. A'Bear of Fairmount Ave., Montreal. This is rather a new departure in the retail hardware business, and looks like a useful business-getter. Encouraging philosophy in the form of verses and aphorisms with here and there a funny story, feature throughout the catalogue.

"How a Boy Made the First Remington."

The centenary of the making of the first Remington rifle by Eliphalet Remington, the twenty-three-year-old son of a farmer-blacksmith, in his father's smithy, near what is now the village of Ilion, New York State, offered an exceptional opportunity for the Remington Arms Union Metallic Cartridge Company, New York, to demonstrate the romantic side of business activity. The company have issued, in the unique form of a narrative written by Irving Crump, a widely known juvenile writer, this story of Remington arms. Mr. Crump is the author of a number of other books. The book, "How a Boy Made the First Remington," is virtually an entertaining story and catalogue in one. It tells graphically the struggles of young Remington to obtain a rifle, and how, after overcoming many obstacles, he finally made one himself and unknowingly established what has ultimately become an arms and ammunition business of gigantic proportions. The use and care of firearms, the pleasure to be derived from hunting and marksmanship, the delights of clean, competitive sport in the outdoors—all are treated in "boy" language in narrative form. It will be mailed post free for the asking.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

Several of the most important changes for a number of weeks past have occurred this week. Advances in price have been recorded on spades and shovels, nail hammers, padlocks, wrenches, taps, dies, stocks, cast hollowware, cap screws, cotton rope, oil and sharpening stones, perfection oil stoves, brass wire, rifles, black and galvanized pipe, lead pipe, tinned iron, snow shovels, cotton twine, rules, planes, brass wire. A series of phenomenal advances have taken place during the week on linseed oil following unfavorable reports from Argentine, inquiries from the United States and uncertainty regarding the Canadian crop. There is an insistent demand for iron and steel and deliveries are again falling behind. A revision of prices is again under way and new prices being issued show advances of about 15c per 100 lbs. over those previously in effect. There is a brisk demand for all hardware lines. Stocks of certain lines of goods are becoming depleted and chances for immediate replacement are very remote. Quotations on all paints are very firm, and the recent advances in linseed oil will create a tendency towards even higher prices.

MONTREAL MARKETS

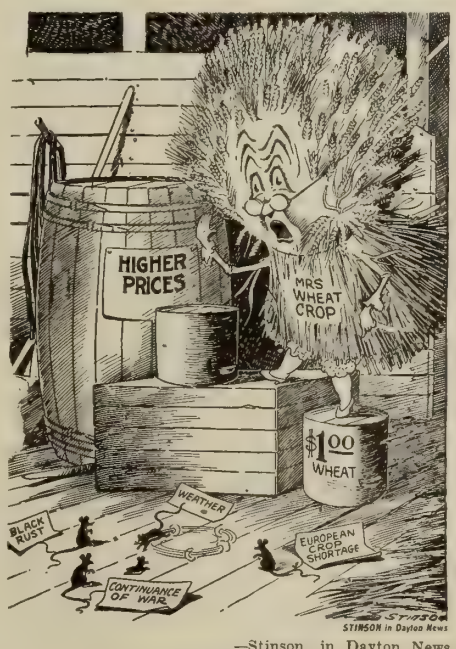
MONTREAL, Oct. 4.—There has been a considerable revival of small business in hardware and metal during the past week or so. This is in line with the usual state of affairs in business for the time of year. Business is reported brisk, especially in the country districts, where demand for many lines of hardware is good. The linseed oil situation has been noticed by the hardware trade also, with a great firming of prices. In three days linseed oil leapt 11c, from 94c to $1.05, and the market for this is still very firm. Shortage of iron plate makes a big shortage of many sizes of washers apparent. Screws in certain sizes are scarce, and the general difficulty as regards steel is very marked indeed. Many important price changes have taken place this week.

Metal Markets are Firmer

Copper remains very firm at 32½c to 33c, and has risen since last week. Lead is very firm also at $9.50 to $9.75. Sheet zinc is unchanged at 26c to 27c. Tin is again firmer at $46 to $46.50. Spelter is in a weaker market at 16c to 16½c. Antimony steady at 15c, and tinsmiths' solder firmer, but at 29c, as last week, while wiping solder is also firmer at 26c. A noticeable condition of the market was the movement of prices in odds and ends, rather than in main lines, but iron pipe is up further, as will be noticed elsewhere.

Delivery is the Thing in Steel

STEEL.—With demand greater than ever for steel and steel products, and the market in such a condition as regards supply and deliveries as to make quotation of prices a task for a diviner, the situation is interesting, if altogether too erratic for hard business instincts to delight in. "Much bigger business could be done in steel if we could get delivery" declared one prominent man in the market for heavy metals. "It is not so much a matter of price now as of delivery. Price cuts a small figure. Delivery is the chief thing. If we could get delivery, we could sell steel at almost any price."



—Stinson, in Dayton News.
CLIMBING.

Iron Pipe is Up a Further Notch

Both Black and Galvanized Qualities Show the Upward Trend in the Trade

IRON PIPE.—Both black and galvanized iron pipe are up in price for all sizes from ¼-inch to 4 inches. The increased prices are in line with the general upward trend of the market, and are the second increase in a few weeks. The new net prices are shown in a panel on page 47. Pipe nipples also firmed up in price to 70 per cent. off for sizes up to 4 inches, and 65 per cent. off for 4½ inches and upwards.

Tin and Terne Plates Demanded

United States Buyers Ready to Pay Top Prices Plus Duty for British Product

TIN AND TERNE PLATE.—Great scarcity of tinplate and charcoal terne plate exists on the markets at present, and there has been during the past week a very pronounced inquiry from the United States for these commodities. Several large American orders have been filled from Montreal. One large Montreal firm is not only shipping more of these plates to the States than ever before in trade experience, but is also sending them over far wider territory, from Vermont to Ohio, in fact. Prices in Canada are firmer in consequence, though unchanged from last week's current quotations.

Shelf Hardware Goes Firmer Yet

Many Lines Take Upward Trend in Prices This Week

SHELF HARDWARE.—Many lines of shelf hardware are this week affected by the general rising tendency of the market for steel and allied metal products. The predicted rise in price of American padlocks has taken place. HARDWARE AND METAL indicated this tendency some weeks ago. The new

lists show increases in price, ranging from 5 per cent. to higher percentages not easy to calculate for all lines of imported padlocks. New prices are coming out for all Stanley goods, rules, planes, etc., and the increase will run from 5 per cent. to 10 per cent. Maydole nail hammers are up 10 per cent. Coe's knife-handle wrenches are up 10 per cent. also. All Butterfield goods are also altered in price in the general upward direction, stocks and dies, blacksmiths' taps, shell reamers, stove bolt taps, and machine screw taps being principally affected, as noted here:—

Stocks and dies, sizes 0-3 and 4, 50 per cent. off list.

Machine screw taps up to No. 12, no change; No. 14 and larger, 50 per cent. off list.

Shell reamers, 10 per cent. discount.

Blacksmiths' taper taps (each), ¼, 45c; 5/16, 50c; ⅜, 55c; 7/16, 60c; ½, 70c; 9/16, 80c; ⅝, 90c; ¾, $1.20; ⅞, $1.60; 1 in., $2; 1⅛, $2.25; 1¼, $2 60; 1½, $3.50.

Hand taps are changed a little; 1/16, 70c; 5/64, 60c; 3/32, 50c; 7/64, 40c; other sizes unchanged.

Machine screw taps from 1 to 4, 70-40, with 10c variation on each number; 5 to 12, all 35c each; 14 and 16, 45c; 18 and 20, 50c; 22, 24, and 26, 55c; 28 and 30, 60c each list.

Stove bolt taps alter to 5/32s, 35c; 3/16, 35c; 7/32s, 35c; ¼, 45c; 5/16, 50c; and ⅜, 55c each.

Cast Hollow-Ware is Up in Price

Imported Pots and Pans, Glue Pots, Cauldrons, etc., Higher

HOLLOW WARE. — All imported cast metal hollow-ware has gone up in price this week by 10 per cent. This includes saucepans, both round and oval, large and small, glue pots, melting pots, and domestic ware of this class generally. Stamped and enamelled ware has not increased, and demand for these popular articles of similar utility to the cast hollow ware may be slightly increased, where cast hollow ware was previously used, but many firms do not handle cast hollow ware, and some since the war have ceased to import it.

Lead Pipe Goes Up in Price

Traps and Bends So Far Unchanged, But Market Very Firm

LEAD PIPE.—The very firm state of the market for lead has had its effect after some delay upon the manufactured product, lead pipe being increased in price this week to 13c on coils, and 14c on cut lengths per lb. Traps and bends in lead pipe remained unchanged, but with cost of lead and of labor firming up steadily, changes may later affect these also.

Band Steel and Valves Down

MISCELLANEOUS.—Two of the anomalies of the hardware market were noticed in Montreal this week when band steel, which by every law of the market for steel should have gone upwards, was quoted a shade easier at $3.20, when last week's quotations were $3.30 for this.

Globe Valves Down

The other item is that of Jenkin's genuine globe valves (brass), now listed at 27 per cent. off, where last week these were 25 per cent. off.

Tinned iron shows the usual upward trend, being quoted now at $15.50 instead of $14.25, and snow shovels are at 30 off list, where they used to be 35 off.

Cap screws are 50 per cent. off, where they were formerly 55 per cent. off, but

New Prices on Spades and Shovels

Two weeks ago Hardware and Metal announced an advance of 10% in the price of American spades and shovels, etc., and stated that if precedents counted for anything advances were not improbable here. Advanced prices have gone into effect and discount lists and net prices are given herewith. All prices and discounts are subject to change without notice:

SPADES AND SHOVELS.

For Province of Ontario (East of but not including Port Arthur), Province of Quebec, and Maritime Provinces.

	1st Grade	2nd Grade	4th Grade
Shovels	45%	40%	20 and 7½%
Draining Tools	45%	45%	.....
Hollow Back Scoops	30 and 10%	....	20/10 and 5%
Hollow Backs, Sand Shovels & Coal Shovels	45%	....	20 and 7½%
Riveted Back Scoops	35%	35%	35%
Jones Miners Spring Point Riveted Shovels, List Nos. 42 and 43	35%		

Above discounts apply whether goods are sold in carloads or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	——Per Dozen——		
	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	....
Hollow Back Scoops, No. 2, black	16.80	....	13.80
Sand Shovels, No. 3, black	16.00	....	11.50
Hollow Back Shovels, No. 2, black	18.00	....	10.50
Coal Shovel, No. 2, black	17.50	....	12.00
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:

Full polished ..... 50c per dozen net

Half polished ..... 25c per dozen net

F.O.B. London, Hamilton, Toronto, Peterboro, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

Freight will be equalized on railway rates only.

NET PRICES ON SHOVELS, SPADES, ETC.

The following are net prices figured from above lists and discounts:

	Doz. net
D. H. Spades—	
Black Cat, No. 2	$ 8 30
Parrs, No. 2	7 15
Olds, No. 2	9 40
Jones, No. 2	10 95
Fox, No. 2	9 40
Bull Dog, No. 2	10 95
L. H. Spades—	
Olds, No. 2	9 40
Jones, No. 2	10 95
Bull Dog, No. 2	10 95
Fox, No. 2	9 40
D. H. S. P. Shovels—	
Parrs, No. 2	7 15
Olds, No. 2	9 40
Jones, No. 2	10 95
Jones, No. 2 Black	10 45
Black Cat, No. 2	8 30
Fox, No. 2	9 40
Bull Dog, No. 2	10 95
B. D. Contractor, No. 2 Black	10 45
Star, No. 2 Brt.	8 30
L. H. R. P. Shovels, Regular and Narrow—	
Black Cat, No. 2	8 30
Parrs, No. 2	7 15
Olds, No. 2	9 40
Jones, No. 2	10 95
Fox, No. 2	9 40
Bull Dog, No. 2	10 95
Star, No. 2	8 30
D. H. R. P. Shovels—	
Star, No. 2 Black	8 30
Parrs, No. 2 Brt.	7 15
Olds, No. 2 Brt.	9 40
Jones, No. 3 Brt.	11 25
Parrs Socket Black	6 65
Star, No. 2 Brt.	8 30
Jones, No. 2 Black	10 95
Black Cat, No. 2 Brt.	8 30
Fox, No. 2 Brt.	9 40
Bull Dog, No. 3 Brt.	11 25
B. D. Contractor, No. 2 Black	10 45
L. H. S. P. Shovels—	
Star, No. 2	8 30
Olds, No. 2	9 40
Jones, No. 2	10 95
Fox, No. 2	9 40
Bull Dog, No. 2	10 95
Black Cat, No. 2	8 30
Sand Shovels—	
Moose, Black, No. 3	8 80
Moose, Black, No. 4	9 10
Moose, Black, No. 5	9 35
Jones, No. 4, Hf. Pol.	9 35
Jones, No. 5, Hf. Pol.	9 60
Jones, No. 6, Hf. Pol.	9 90
Moulders' Shovels—	
Jones, No. 2 Brt.	10 95
Bull Dog, No. 2 Brt.	10 95
Jones Ditch Spades, Brt.	10 95
Jones P. H. Spades, 12, 14, 16	10 95
Jones Drain Spades, No. 2	10 95
Jones Drain Spades, Nos. 3, 4	9 85
Jones Clay Spades, Brt.	9 85
B. D. Drain Spades, 14, 16	10 95
B. D. Post Hole Spades, 14, 16	10 95
Jones' Socket Scoops, Black—	
No. 2	10 60
No. 4	11 20
No. 5	11 55
No. 6	11 85
No. 8	12 50
No. 10	13 10
Jones' Break-Down Scoops, No. 6 Blk.	12 70
Black Cat Scoops, Brt.—	
No. 2	9 95
No. 4	10 65
No. 5	11 00
No. 6	11 30
No. 8	12 00
No. 10	12 70
Jones Riv. Scoops—	
No. 2, Brt.	11 90
No. 4, Brt.	12 55
No. 6, Brt.	13 20
No. 8, Hf. Pol'd	13 60
No. 10, Hf. Pol'd	14 25
Crescent Scoops, Hf. Pol'd.—	
No. 2	9 70
No. 4	10 40
No. 5	10 75
No. 6	11 05
No. 8	11 75
No. 10	12 45

set screws are now 55 per cent. off, where they used to be 50 per cent.

Cotton Rope and Twine Firmer

COTTON TWINE.—Cotton rope and cotton wrapping twine are in a steadily firming market at present, the price for wrapping twine quoted now being 36c per lb. on an average. Three-ply could be had at 34c and 4-ply was 38c. All sizes of cotton rope were reported up about 2c more per lb.

Spades and Shovels Higher

Spades and shovels have advanced, as predicted by HARDWARE AND METAL two weeks ago. The advances range from 5 to 7½ per cent., and are shown in a panel elsewhere in this issue.

TORONTO MARKETS

TORONTO, Oct. 5.—Prices of hardware are still soaring upwards. A large number of important price changes have gone into effect this week, and further changes are expected.

Insistent Demand For Steel

There is no sign of any break in the extraordinary activity which prevails in the steel trade, and indications point to a continuance of present conditions for an indefinite period. There is no improvement in the situation as regards the scarcity of steel, the demand is exceeding the supply to a greater degree than at any other period in the history of the trade. Although the mills are operating at capacity, they are unable to keep pace with the requirements for munitions and general purposes, and are getting further behind all the time on deliveries.

The serious shortage in steel rails, which has developed, is due to the war, as those steel mills, with the one exception, which have rail mills, are engaged in producing shell steel and are not taking orders for rails.

The urgent demand for steel for munitions preludes the possibility of much improvement in the situation, in the meantime, although the proposed remission of the tariff duties to permit rails coming in from the United States may help matters. Whether this will give the desired relief is uncertain, as the mills in that country are congested, and may not be able to make satisfactory deliveries.

The markets continue very firm and all prices have an upward tendency.

The metal markets generally are firmer, but prices are unchanged, with the exception of copper, which has advanced.

Copper Advances

The market is strong and active, following the big order placed in the States by the Allies. The order represents three months' output, and is by far the largest of its kind ever closed. Delivery is to be made over the first six months of 1917, and the price is stated to be between 26c and 27c. The new contract, following on reports of the sold out condition of the producers emphasizes the broad extension of current activity. As the buying of copper for domestic account continues heavy, the fact that a quarter of the 1917 output of the American copper producers is bespoken in one block postpones the date at which new orders for home account can be filled well on to the end of the year. Copper has advanced 1c per pound, and is now quoted locally at 31c per pound.

WOOD SCREWS UP IN PRICE

Advices received as HARDWARE AND METAL was about to go to press, stated that an advance on bright and brass screws had gone into effect. Following are the new discounts:—

Flat head, bright	**77½%**
Oval and round head, bright	**72½%**
Flat head, brass	**45%**
Oval and round head, brass	**42½%**
Flat head, bronze	**37½%**
Oval and round head, bronze	**35%**

This advance has been forecasted by HARDWARE AND METAL several times during the past few weeks.

Tin Firmer

The market is firmer, with quotations well maintained, due to increased demand. London market has advanced and New York is also slightly higher, but to local quotations are unchanged at 44c per pound.

Spelter Steady

The market has improved on large buying recently, and is now firmer, although quotations are unchanged. It is expected that the recent large order for copper will eventually benefit the spelter market, which might result in higher prices. Local prices, 12c per pound.

Lead Firm

The market is firm and fairly active at unchanged prices, the Trust figure still being 7c New York. The lead situation is a strong one, and will possibly remain so for the remainder of the year. Local quotation, 9¼c per pound.

Antimony Dull

Quotations are unchanged and nominal, and the market continues dull. Local price, 18c per pound.

Aluminum Steady

Sellers report good demand, and the market holds steady at 68c per pound.

Black and Galvanized Sheets

The market for galvanized sheets in the United States is considerably stronger and higher prices are anticipated, in which case an advance may be looked for in this market. The reason for the renewed strength is the unusually heavy demand, and also because of the continued high cost of black sheets. The demand for both black and blue annealed sheets is heavy, and the market is stronger. As sheet bars will be higher for fourth-quarter delivery, sheet prices will no doubt be advanced in the near future.

Prices are shown in the current quotations.

Dealers Still Have Trouble With Shipments

Business in all hardware lines has been exceptionally good during the past week. There is no relief in sight from higher prices. Merchants still experience the difficulty of getting prompt shipments through. Higher prices have had the effect of stimulating buying. Many merchants have been holding back but recently some have come to the conclusion that high prices are to be expected for some time to come. "Indications point to high prices until midsummer next at least," stated the manager of one of the large wholesale hardware houses to a HARDWARE AND METAL representative. "There is a big shortage of goods. There is no way out. Merchants placing their orders now may find themselves in a much better position for

STANDARD LAPWELD PIPE S/C.

	2	2½	3	3½	4	4½	5	6	7	8 L	8	9	10 L	10
Black	$17.76	$26.33	$34.43	$41.40	$49.05	$59.69	$69.56	$ 90.24	$121.40	$127.50	$146.90	$176.00	$163.20	$210.10
Galvanized	24.24	36.56	47.81	57.50	68.13	83.19	96.94	125.80	165.40	173.80	200.20	239.80	222.40	286.30

STANDARD BUTTWELD PIPE S/C.

	⅛	¼	¾	½	¾	1	1¼	1½	2	2½	3	3½	4
Black	$3.50	$3.18	$3.18	$4.08	$4.95	$ 7.31	$ 9.89	$11.83	$15.91	$25.16	$32.90	$39.56	$46.87
Galvanized	5.00	5.31	5.31	5.65	7.07	10.46	14.15	16.91	22.76	35.98	47.05	56.58	67.04

delivery by spring. This is based on the assumption that the war will continue into next year, which seems very likely. If it ends sooner there will be much labor released but prices will not drop rapidly even in that event. Readjustments must necessarily be slow."

Iron and Steel Prices Make General Advance

An advance of 15c per 100 pounds went into effect during the week, making the price on bar iron now $3.40 base. Angles tees and channels will also be affected by this advance in price. Although at the time of going to press the prices had not been definitely fixed it is understood the new price that will prevail on angle iron will be $3.75 per 100 pounds base as compared with the former price of $3.50. On tees the new price will be $4 as compared with the old price of $3.75 per 100 pounds, while channels will be sold in all probability at the same price as tees. Sleigh shoe steel, tire steel, mild steel, band steel, domestic, reeled machinery, toe calk steel, mining tool steel, spring steel, sheet steel, black diamond and silver tool steel have all advanced approximately 15 per cent. Refined iron, horseshoe iron and Norway iron have all advanced to a base of $3.90. The former price was $3.50 base. These changes are quite sweeping and general in all lines of iron and steel.

Cotton Twine Goes Up 1c Per Pound

An advance of 1c per pound on 3-ply and 4-ply cotton wrapping twine went into effect this week. The prices for three-ply now range from 29c to 36c and on four-ply from 32c to 40c per pound. There has been a big demand for all cotton twines and this coupled with the uncertainty over the cotton crop in the southern United States has operated to cause a firmness in the market. There has also been a very good trade in hemp and jute twines, used in wrapping heavier parcels sent by express. Wholesalers have started shipping goods for the Christmas trade and this has caused heavier shipments by express. The trade in these lines of goods is most gratifying to twine manufacturers for this time of the year. Cordage prices hold firm with a fair demand for rope.

Spades and Shovels Advance in Price

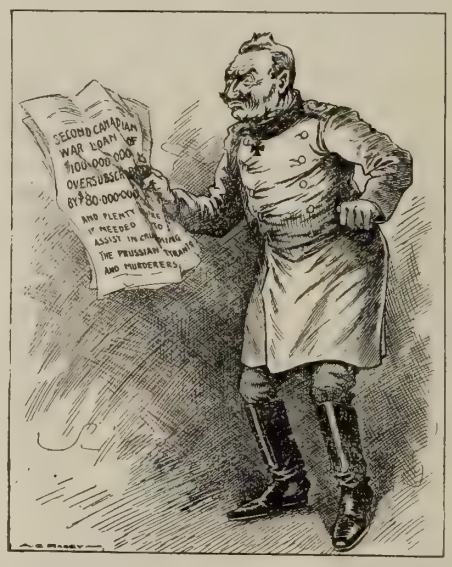
The advance in spades and shovels that was forecast two week's ago in HARDWARE AND METAL has gone into effect and provides approximately for a 5 to 7½ per cent. increase in price. In addition to spades and shovels there are advances on socket scoops, break-down scoops, riveted scoops and crescent scoops. Advance in the cost of raw materials and the difficulty of the manufacturers to get right and sufficient help to do the work are given as the reason. The new prices and discounts are shown elsewhere in a panel, on page 46.

Wire Rope Advances.

An advance of 10 per cent. in the price of wire rope was recorded by wholesale hardware dealers during the week. This is in accordance with the firmness in the market in other lines of wire products. An advance on all wire products and wire nails is looked for.

Coppered Coat Hooks Up.

Three-inch coppered wire coat hooks are now selling at 75c per gross, which represents a substantial advance.



Chief war starter: Himmel and that's the country my spy system informed me was ripe for rebellion, ready for insurrection, and only awaited a chance to break from the British Empire.

—Racey, in Montreal Star.

Carborundum Goods All Up.

The prices on all lines of carborundum goods have all been advanced from 20 per cent. off list to 15 per cent. off list. The increase is general and makes provision for all lines.

Snow Shovels to Go Up.

At the time of going to press there was strong probability that the price of snow shovels would advance. A new resale price is expected in the near future.

Black and Galvanized Pipe Up 1 Per Cent.

An advance of 1 per cent. in black and galvanized iron pipe went into effect on October 2 from Coast to Coast. For points west of Fort William the price quoted in the net list is in car lots. There has also been an advance of 2½ per cent. in wrought iron nipples, the new discount for 4-inch and under being 70 per cent., 4½-inch and larger 65 per cent., while 4-inch and under wrought nipples with running thread carry a discount of 50 per cent. The net prices on pipe under the new list will be found in a panel elsewhere.

Higher Prices in Castor Oil Expected

With the coming of the winter season castor oil is expected to increase in price. It is now selling at 23c per pound in 40-lb. tins and 21c per pound in cases of four tins or 160 pounds. Castor oil is one of the oils that will not congeal in frosty weather and for this reason is used extensively by the artillery branch of the army. Last winter it sold as high as 45c per pound. It plays a most important part in modern warfare. It is stated on good authority that the Russians were driven out of Poland and lost Lemberg largely because their supplies of castor oil for their artillery played out. They used other kinds of oil and their cannon jammed which put them out of business effectually.

Advance in Tinware

A considerable advance is recorded this week in piece tinware by manufacturers. The discount has been changed from 17½ per cent. off list to 10 per cent. off list. Cast hollow-ware has also shared in the general advance of 5 per cent. made on all foundry goods.

Oil Stoves Go Up

There has been a general advance in all lines of Perfection oil stoves and heaters. Prices that now prevail are as follows:—Two-burner oil stove, $7.95; three-burner oil stove, $10.45; four-burner oil stove, $13.40; No. 37 Perfection fireless cooker, $33.40; No. 21G oven, $2.20; No. 22G oven, $2.75; No. 120 heater, $3.20; No. 125 heater, $3.05; No. 130, $3.45; No. 160, $5.70; No. 230, $4.80; No. 260, $7.05

Brass Screen Wire Advanced

Another advance is recorded this week in the price of brass screen wire. Nos. 12 and 14-gauge are now selling at 70c net; Nos. 15 and 16-gauge at 72c net; Nos. 17 and 18 at 73c net, and No. 20-gauge at 74c.

Snaring Wire Goes Up

There has been an advance in the price of brass snaring wire during the week. No. 22-gauge is now selling at 76c net, and No. 24-gauge at 83c per pound.

Stevens Rifles Price Changes

Prices on Stevens rifles have changed during the week, and are now quoted at the following prices:—No. 14½, $3.85

net; No. 26, $4.75 net; No. 12, $6.25 net; No. 17, $7.75 net; No. 19, $11.50 net; No. 44, $14 net.

Brass Wire Prices Increased

Manufacturers of brass wires have increased the price of their product. To the old lists there is added 40 per cent. for gauges Nos. 3 to 24, and 25 per cent. for gauges Nos. 25 to 36. Following is the current list price:—3-8 gauge, 46c per lb.; 9-11, 47c; 12-14, 48c; 15-16, 49c; 17-18, 50c; 19-20, 51c; 21-22, 52c; 23, 54c; 24, 56c; 25, 64c; 26, 70c.

LONDON MARKETS

LONDON, Ont., Oct. 5.—From the standpoint of price changes the week has been one of the most spectacular for some time past. A great many changes have taken place, indicating that there are no signs of a let-up in the upward trend of prices.

Business continues good, there is a brisk demand for stoves and stove accessories. Fall hardware lines are moving freely. Collections are good. The scarcity of many hardware lines is becoming more keenly felt as stocks become depleted and the fall demand becomes more insistent.

Spades and Shovels Go Higher

As predicted by HARDWARE AND METAL two weeks ago spades and shovels have advanced from 5 to 7½ per cent. A complete list of prices, discounts and net prices appear in a special table elsewhere in this issue. The advance here follows an advance of about 10 per cent. which took place in the United States about two or three weeks ago. The discounts briefly are 1sts, 45 per cent.; 2nds, 40 per cent; 4ths, 20-7½ per cent. This makes the net prices 1sts, $10.95 doz.; 2nds, $10.40 doz.; 4ths, $9.38, doz.

Many Other Prices Go Higher

Carborundum Goods Higher.

Carborundum sharpening stones have advanced and the new discount is 15 per cent. instead of 20 as formerly.

Mrs. Potts' Irons Up.

Mrs. Poots' irons have advanced and the new price is as follows: No. 55 plain—90c set; No. 50, nickel plated, $1 per set of three.

Cotton Twine Up 1 Cent.

Cotton twine has advanced 1c lb. and is now quoted; 3-ply, 35c lb.; 4-ply, 38c lb.

Fox Scales Higher.

Fox platform scales have advanced and the new price is:—1200 lb., $18.50 each; 2000 lbs., $28 each; stamping included at foregoing prices.

Maydole Hammers Up.

Maydole Hammers have advanced about 33 1-3 per cent. and the new net prices are as follows per dozen:—No. 1, $13.10; No. 1½, $12.00; No. 11, $13.10; No. 11½, $12.00; No. 2, $11.25 No. 3, $10.15; No. 12, $11.25; No. 13, $10.15.

Perfection Stoves Higher.

New Perfection oil stoves have advanced in price and are now quoted as follows:—

2 Burner Oil Stove, $7.95 each; 3 burner oil stove, $10.45 each; 4 burner oil stove, $13.40 each; No. 120 heater, $3.20 each; No. 125 heater, $3.05 each; No. 130 heater, $3.45; No. 160 heater, $5.70 each.

It will be noted that both cook-stoves and heaters have been advanced.

Steven's Rifles Up 10 Per Cent.

Stevens' rifles have advanced 10 per cent. and the new net prices are as follows:—

No .14½ Little Scott, $3.85 each; No. 26 Crack Shot, $4.75 each; No. 12 Marksman, $6.25 each; No. 17, Favorite, $7.75 each; No. 27 Favorite, $8.00 each; No. 70 Repeater, $11.50 each; No. 70½ Repeater, $11.50 each.

Linseed Oil Takes Big Jumps

Linseed oil has gone over the dollar mark. On Tuesday it was quoted at 93c for raw and 96c for boiled in single barrel lots. Wednesday the price was advanced to the following prices:—1 to 2 bbls., raw $1.05 per gal.; boiled, $1.08 per gal.; 3 to 5 bbls,. raw $1.04 per gal.; boiled $1.07 per gal.; 6 to 9 bbls., raw $1.03 per gal.; boiled $1.06 per gal.

Turpentine remains at 71c per Imperial gallon in single barrel lots; 70c in 2 to 4-barrel lots; 78c in 5-gal. lots.

The oil market has gone up by leaps and bounds since last week. Unfavorable reports from the Argentine and uncertainty regarding crops in the northwest are given as the cause from the recent heavy advance in flax seed prices.

White Lead Firm.

White lead in oil is firm at the advance prices given last week. Some concessions are made by jobbers who have heavy stocks of lead on heand. The manufacturers price to the trade is ton lots $13.95 per 100 lbs.; less than ton lots, $14.25 per 100 lbs.

Glass Moving Well.

There is a good movement in glass. The discounts are as follows:—Single diamond, 20 per cent.; double diamond, 20 per cent.; cut lights, 50-5 per cent. Prices open for 50 cases and over.

Putty remains unchanged at the following prices:—

Standard 100-lb. drums, $3 per 100 lbs.; standard, 25-lb. drums, $3.10 per 100 lbs.; pure, 100-lb. drums, $3.70 per 100 lbs.; pure, 25-lb. drums, $3.80 per 100 lbs .

Prices on Seasonable Lines

Cold blast and short globe lanterns are quoted at $8 doz. Cow chains are quoted at 40-5 per cent.

There is a good demand for game traps and prices are firm at the following discounts:—Victor, 67½ per cent.; Jump, 60-5 per cent.; Hanley & Norton, 55 per cent.; New house, 35 per cent.

Stove boards, wood lined are quoted at 50-10 per cent.; paper lined at 60 per cent.

Common wood side ash sifters are quoted at $1.75 doz. Weather-strip is moving well at the following prices:—wood and felt, 75 per cent. off; Frost King, $4.40 doz.

WINNIPEG MARKETS

WINNIPEG, Oct. 5.—The snowstorm which greeted Winnipegers Monday morning certainly was a great change from weather which had been prevailing, and if general throughout the province will retard threshing operations considerably. Some reports from various points in the West indicate that threshing has already been delayed to some extent owing to wet weather, but it is to be hoped that serious consequences will not result.

The action of the Grain Commission, in session last week, in providing three new grades to take care of wheat which is rusted should find favor throughout the West. This will assure a market to those who wish to sell their grain at better prices than might otherwise have been obtainable.

Many Prices Go Upwards

The markets for the past week have

(Continued on page 56.)

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

THE GILSON WEEDER

A new style of weeder has recently been placed on the market by the J. E. Gilson Co., of Port Washington, Wisconsin.

The Gilson Weeder is not swung like a hoe, but has a double-edged blade, which the makers state moves just beneath the surface, cutting the weeds in either direction, and loosening the soil.



The Gibson Weeder.

It can be run close to the plants and in under shrubs and flowers. Turned upside down it is a rake.

The weeder is made in four sizes, each with a 6-foot handle. The junior weeder is made in two sizes, each with a 16-inch handle. It is said that with the weeder florists and gardeners can do as much work with it in one hour as with a hoe in four.

MICATITE SPARK PLUGS

The Micatite moulded top spark plug has been placed on the market by the Pittsfield Spark Coil Co., Pittsfield, Mass. The makers state that the plug



Micatite Spark Plug.

is made by forcing a taper stem into a taper tube, which in turn is forced into a taper hole in the check nut. The end of the taper stem is slightly swedged so as to prevent the stem from forcing its way into the mica core when in use. On the top end of the stem a brass insert is screwed tight against the top of the mica tube, thus preventing any chance of the stem working downward. Over this mica tube and insert, and securely fastened to the top of the check nut in a slot, a top of special composition is moulded. This moulded top, it is claimed, is not affected by heat, cold or water; is not easily broken, never works loose and is absolutely gas tight.

The makers further state that the sparking wires are made of the best imported meteor wire. To clean the plug, all that is necessary is to remove the check nut, to which is fastened the entire core, when any sooted parts will be readily accessible.

The plugs are made in all standard sizes.

HYVOLTAGE SCREW DRIVER

A screw driver called Hyvoltage, that can be used, it is claimed, by electricians under any working current, has been placed on the market by the Strong Machinery and Supply Co., 21 Walker Street, New York, N.Y. The tool is made in three ways. The insulation is made down within ½-inch of the end of the blade for line work. It is made ¾-inch down the blade for regular work and with a short handle for garage work. The makers state that the driver is a thoroughly strong service, high voltage tool. Prices, etc., will be supplied upon request.

ANSWER FROM CANADA.

THE *Paint, Oil and Drug Review* of September 27, published at Chicago, Ill., refers to the recent advance in the price of paint in Canada (as announced in HARDWARE AND METAL of September 20) in part as follows:—

"On all sides the question is being asked: 'What is the outlook for paint prices?' The answer seems to come from Canada, where last week paint manufacturers generally advanced their prices as follows: Outside white, 20c; colors (mixed paint), 10c; floor paint, porch paint and flat wall paint, each 10c per gallon. Particular attention should be given to the marked advance for outside white, and it is a good indication of cost conditions. We are not predicting that this exact thing will happen on this side of the border, but it is a barometer, the reading of which should not be ignored.

"This advance of prices in Canada followed within thirty days of our editorial of August 23rd, and shows the accuracy of our 'Review of Paint Prices' in that issue.

"The value of raw materials has been well maintained for many months past and the stocks of cheaper products have long been exhausted, so that to-day paint manufacturers must figure their costs upon present values. It is a well-known fact that buyers generally of linseed oil have been holding off making their winter contracts, with the firm belief that prices would be cheaper. Fifty cents was the point desired, but never realized, 66 and 67 cents being the low point, with the market now at 71 cents. The increased price in linseed oil is sufficient to warrant higher prices to-day, not to mention the higher costs of other raw materials.

"This article is not intended to justify another advance in paint products, but rather to indicate to the jobbing and retail trade what the real situation is. A few weeks ago one manufacturer advanced all his leading products because the cost prices justified it. These people are undoubtedly working on present-day costs of raw materials. If such is the case, others will have to follow suit ere long.

"Of course, paint manufacturers are holding off action, owing to fear of competition, and then again as a result of the hope that lower prices will be announced for white lead, oxide of zinc, lithopone and linseed oil. These things will soon adjust themselves, and upon them will rest the policy of every paint maker, because they are in the same boat. With short crops of flaxseed and raw material makers oversold, the paint manufacturer hasn't much chance of having cheap raw materials either on hand or in contemplation."

The foregoing editorial indicates that American paint manufacturers are up against many problems almost identical with those facing Canadian manufacturers, as described in HARDWARE AND METAL of Sept. 23.

PRACTICAL SHEET-METAL WORK

THREE PIECE ELBOW WITH GUSSET OR GORE PIECE.

BY THOMAS STANFIELD

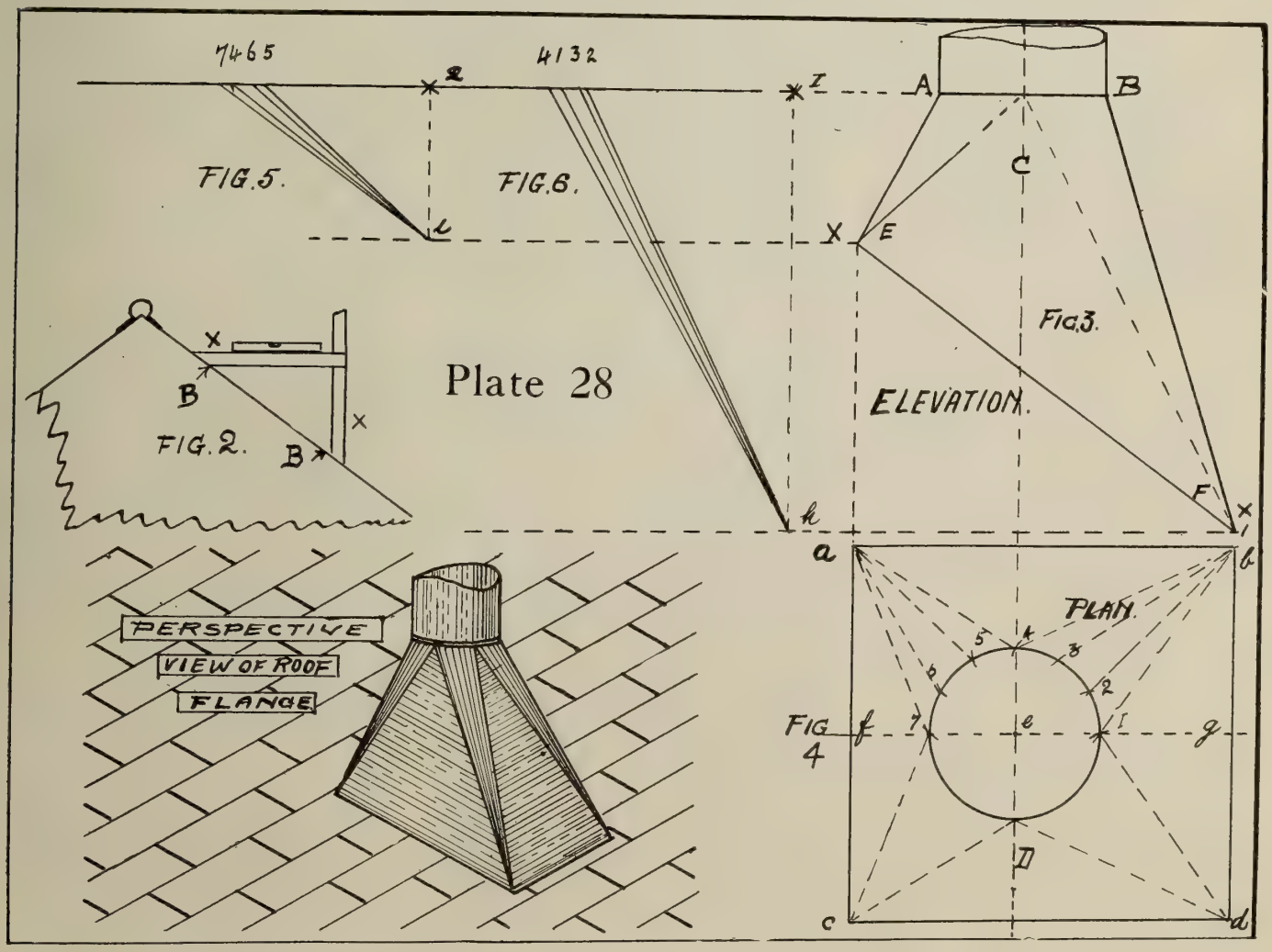
IN the September 30th issue of HARDWARE AND METAL we partially developed the pattern necessary for a roof flange, showing the various stages necessary to follow out in the development of such a pattern, and had progressed so far as to have described Figs. 2, 3, 4, 5 and 6. We will not describe the actual full pattern shown in Fig. 7.

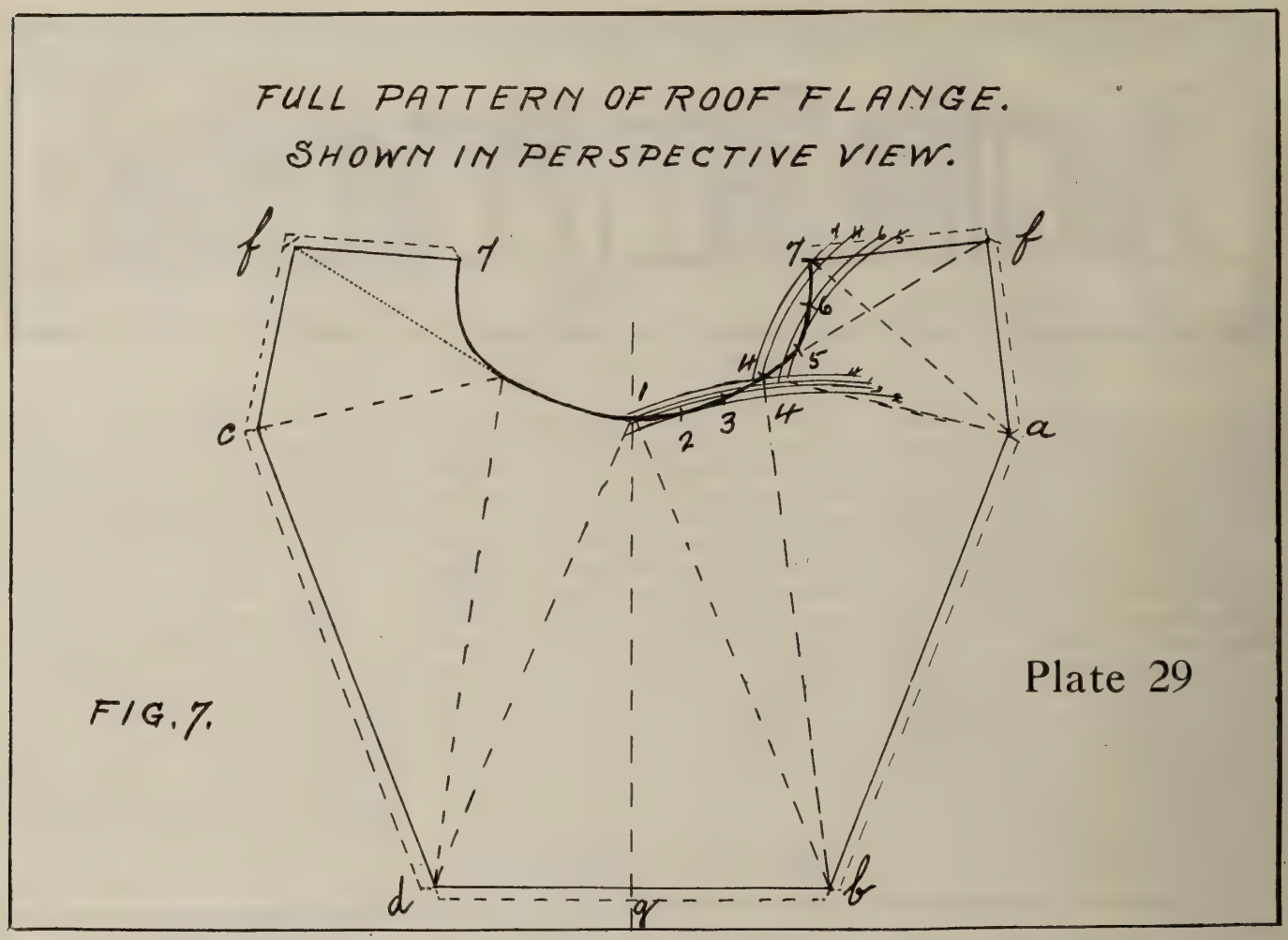
First erect a vertical dotted line shown in Fig. 3, B.X.I. elevation and same length as B.X.I., though giving this pattern the same letters and figures as shown in Fig. 4, viz., the vertical dotted line in Fig. 7 describes g.1., then transfer the length from centre g, Fig. 4, to g. b.d., Fig. 7, and erect dotted lines as shown from b.d. to 1.

Next take compasses and describe arcs 1, 2, 3, 4 formed by using centre k in Fig. 6, and transferring to b., Fig. 7, then use stretchout measurements in circle on plan, Fig. 4, and intersect the arcs 1, 2, 3, 4 in Fig. 7.

Next place the compass at 1, Fig. 5, and open up to 4, then with that measurement from an arc at a., Fig. 7. Next place the compass point at F. and open up to E., this measurement is used to intersect the arc 4.a., now draw the dotted line shown at 4.a. Next transfer the various distances shown from i. 4, 5, 6, 7 in Fig. 5, by placing compass point at a., Fig. 7. Again intersecting these arcs by the measurements found at f., 4, 5, 6, 7 in plan Fig. 7, then by placing compass point at f., Fig. 4, opening up at a. or c., and transferring the distance to a. in Fig. 7, making arc, then placing compass point at E.A., Fig. 3, transfer this measurement to f.7, intersecting arc f. in Fig. 7. Next draw the various solid lines as shown, this finishes the half pattern; the other half may be developed by simply turning the half pattern over at g.1, which will give the results shown, the outer dotted lines are necessary to fasten flange on roof and should be wider than shown. It may be stated that this pattern is always best made in one piece, though only one half-pattern is really necessary. In our next issue we will describe the easiest way to develop the necessary pieces to make up a roof hopper, which are very desirable on flat roofs.

(Continued in next issue.)





Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

1179. **Gas globes and chimneys.**—A large Bristol firm of manufacturers and merchants desire to obtain from Canada gas globes and chimneys.

1180. **Gas burners.**—A concern in Bristol wishes to import inverted and upright gas burners from Canada.

1181. **Sheet zinc.**—Is required by a firm of manufacturers and merchants in Bristol.

1183. **Linseed cakes.**—A Newcastle-on-Tyne firm makes inquiry for linseed cakes in lots up to 500 tons. Offers are asked for c.i.f. Newcastle-on-Tyne grain warehouse, or Tyne dock, including war risk.

1184. **Hammers, hatchets, etc.**—A Sheffield firm makes inquiry for adze eye hammers, wedge head hatchets, tailors' trimmers, and best quality shears with welded steel blades, which are now being supplied in large quantities by the United States.

1190. **Heating system.**—A Johannesburg firm is prepared to take up agency in ore crushing machinery, shoes and dies for stamp mills, which must be forged or pressed. Mining machinery in general will receive their attention.

1192. **Air drill hose.**—A Johannesburg firm of mining suppliers and general hardware dealers requests catalogues and other details on building, mining and household hardware, stoves, ranges. Cheap and Quebec round stoves will be entertained.

1194. **Leather belting.**—A Johannesburg firm requests particulars re leather beltings for agency only.

1195. **Hardware.**—A Johannesburg firm of wholesale dealers who are the representatives of a large Canadian firm, ask for quotations and catalogues illustrating hardware of all kinds, dairy machinery and implements, hand tools, woodenware, brushware, handles and household appliances.

1197. **Hardware.**—A South African firm with wholesale distributing houses in three provinces of the Union, Natal, Orange Free State and the Transvaal, will be pleased to hear from Canadian firms in any line of general hardware covering household, mining or building supplies.

1198. **Refrigerators.**—A South African firm with wholesale distributing houses in Natal, Orange Free State and the Transvaal, asks for quotations and illustrated catalogues on Canadian-made refrigerators.

1199. **Washing machines.**—A South African firm with wholesale distributing houses in Natal, Orange Free State and the Transvaal, will be pleased to hear from Canadian manufacturers of washing machines. Catalogues and f.o.b. quotations requested.

1202 **Building ironmongery.**—A Johannesburg firm of merchants is prepared to take up South African agency in iron and steel building material of any kind, and roofing material.

1203. **Building material.**—A Johannesburg firm is prepared to take up representation on some lines of mining supplies and to purchase outright on other lines. They request catalogues and all details re packing, price, etc., on steel and iron mining supplies of all kinds, including picks, shovels, handles (hammer and pick), bolts and nuts, tubing and bar iron.

1206. **Agency.**—A South African commission house, with headquarters and sample room in Johannesburg, now representing some Canadian firms, is prepared to take up Canadian agencies in stoves and general mining material, not machinery.

1207. **Hardware.**—One of the largest firms of general dealers in South Africa requests catalogues, prices and packing details on all hardware lines for household, mining (not machinery) and farm use. Brushware, handles, hammer and pick, and woodenware included.

1212. **Hardware, mining and household.**—A Johannesburg firm of wholesale dealers requests catalogues, price and packing details on all hardware lines for household, mining (not machinery) and farm use.

1214. **Mining and railway supplies.**—A South African firm, with engineering branch in close connection with the mining and railway supplies of South Africa, request correspondence from firms prepared to ship such lines as rails, light and heavy, steel cars, ore cars, forgings, chain blocks, steel plates and angles, steel structural work, centrifugal pumps, shovels and other lines.

1216. **Hardware and sundries.**—A wholesale firm in Johannesburg requests catalogue and price list on all lines in general, mining and building hardware, shovels, pick axes, hammer handles and other lines.

1217. **Furniture, k.d.s.**—A Johannesburg firm of importers asks for catalogues and prices on all furniture which can be shipped k.d.s.

1218. **Refrigerators.**—A Johannesburg firm of wholesale importers asks for catalogues and prices on Canadian-made refrigerators.

WHAT OTHER PAPERS SAY

HIGH PRICES BIT MAIL ORDER CONCERNS.

A decided change is noted in the recent catalogs issued by the large retail mail order houses.

Heretofore it has been customary to guarantee all quotations until such time as another catalog was issued some six months later.

Current catalogs, however, state very decidedly that these concerns reserve the right to advance their prices at any time, without notice, to conform to market conditions.

Thus it may be seen that one of the strongest planks on which these concerns have appealed for business in the past has been removed from their platform.

If the consumer cannot be certain that the prices quoted him in these catalogs are the ones which he will be called upon to pay, the natural result would appear to be an undermining of his faith in the mail order concerns.

Certainly, if he has one or two instances where his check or money order is returned owing to an increase in price of commodities included in his order, the above result is almost certain to be true.

A comparison of these latest catalogs with those of six months ago indicate many, many instances where marked increases in the price of goods have taken place.

This too will help the local merchant. It has been quite common during the past few months for a retailer to be told that he has increased his prices whereas the mail order concerns have not.

The consumer has therefore doubted to some extent the truth of the many reports regarding merchandise shortage and price advances.

This, with the advent of the new catalogs, is all changed.

Indications would certainly point to this as being the banner time for all retailers to make strenuous efforts to overcome the tendency in their respective communities toward mail order buying.

WANTED—A STATESMAN.

The Dominion Government, dawdling away valuable time on a compromise scheme of national registration, which they know very well is going to be ineffective, if not actually barren of results, are just a little bit more ridiculous than the man who locked the stable door after the horse was stolen. The hero of the allegory was at least able to make up his mind, even if he was too late in doing so; the Cabinet, on the other hand, do not seem to be able to make up their mind at all, on some things. The regularity with which they unanimously adopt a motion to temporize almost makes one wonder whether they really have any mind to make up.

The paramount importance of the issues facing Canada to-day makes it clear beyond question that National Service is the one and only safe foundation upon which to build up our organization for the prosecution of the war. With the illuminating spectacle before us of what England is doing, of what France, Russia and our other Allies are doing, we must realize that to content ourselves with doing less than our best is to brand ourselves as slackers. Now Canada is no slacker, as the votes of her people will one day show, but the men who comprise the Government of Canada are slackers of the worst kind if they persist in negativing the desires and efforts of a proud and loyal race that is determined to maintain the traditions of its volunteers who have poured out their life-blood on the battlefields of Flanders.

The thing is so perfectly obvious, so absolutely unanswerable, that in looking for an explanation of the Government's policy of masterful inactivity, one is forced to conclude either that they are utterly incompetent to administer Canada's affairs in this time of crisis, or that they attach more importance to the preservation of their political life than they do to winning the war. It may be a brutal statement to make, but why not be frank about it?

Now the Cabinet as a whole are not incompetent. Better men for the job might perhaps be found, but nevertheless the men who constitute our Government have sufficient brains among them to know what is the right and proper thing to do. Then why don't they do it?

If France, Russia and England, or if any one of them ,had fought this war in the same laissez faire manner that Canada is fighting it, we should have had a Von Bissing over here by this time as Governor General. And by the same token, if Canada had had a Lloyd George in its Government, a man who not only knew the right thing to do but who had the courage to go out and do it, regardless of political consequences, we would now be enjoying the unspeakable satisfaction that effective participation in the war would afford us, instead of suffering the disappointments and heart-burnings that a lot of time-serving opportunists have not hesitated to inflict upon us. Canada is in sore need of a Lloyd George to-day. Let him show himself, let him declare himself, and the people of Canada will back him to the hilt. Enough of politicians! Give us a statesman!

RETAIL BUSINESS FORGING AHEAD.

(From National Hardware Bulletin.)

In spite of the various drawbacks which have for years beset retail business both from within and without, retailers are steadily forging ahead.

As a whole they are doing more business, their stores are being enlarged, they carry better selected stocks, they are better managers than their predecessors were.

By "they" we mean the great rank and file of the mall retailers.

The fact that so many of them are earnestly striving to improve their business methods is one of the healthiest signs we know of.

Just recently a plan was developed whereby a state university will furnish to dealers who wish it an expert who will go through their stores, examine every department, investigate local trade conditions and submit a scientifically prepared plan for handling the business.

When this arrangement was announced, more applications were sent in for this service than the university could take care of in two years with its present facilities.

There was a time when plans of this nature would have been considered absurd. Now they are looked upon as practical. A real business expert, like a physician, will locate troubles which cannot be diagnosed by the patient.

Right here is where we are moved to utter a note of warning.

There are plenty of self-styled experts in the field and there have been for several years, but the main object with these fellows is to sell you expensive store fixtures or some so-called special bookkeeping system at an exorbitant figure.

This kind of expert service will not save a business that is getting into shoal water.

The real expert gets down to brass tacks, locates real troubles and has a remedy ready.

With the universities and the associations taking this matter up and retailers showing a growing interest in the subject, store wastes and losses will be reduced to the minimum, modern methods will be installed and retailing raised to a high degree of efficiency. This will not only strengthen the dealer's position in the field of distribution, but largely clear the way for continued business expansion.

LIGHT CROPS IN U. S.

(From Cordage Trade Journal.)

The United States, after a year of exceptionally large crops, has this year had the misfortune to produce crops considerably below the average. There is no good to be gained by a failure to look the facts in the face. Light crops are not beneficial for the material welfare of the country, and the poor crops this year are not to be set aside gayly or in any light spirit. Yet, the United States was never in a better position to meet a crop failure than it is at the present time, for it has been blessed with a series of good crop years which have left large reserves of important crops, notwithstanding the great sales abroad. It is certain that the good effects of the active conditions of the last crop year constitute an impetus that will carry trade in this country forward through at least a portion of the new crop year, although various ill effects of the crop shortage will manifest themselves, even as they are now doing.

Crop conditions this month certainly show a startling contrast with those of September, 1915. On September 1, 1915, the United States Department of Agriculture reported that thirty-seven crops showed an average (measured by the average of the crops for a number of years) of 105.5. This year the Department reports an average for thirty-four crops of 94.6. Last year in August the crops made a gain of 1.6, while this year they made a loss of 2.8.

LABOR AGITATORS AND STRIKES

(From New York Commercial.)

All classes of labor should realize the folly, or worse, of those union organizers who are advocating a sympathetic strike in New York City to bolster up the attempt to stall traffic on the traction lines. If half a million or more work people quit work, starvation will force them back in a few days, because the resources of the labor unions are inadequate.

What these labor agitators really want is anarchy in this city. They hope that a walkout of half a million work people will be followed by serious rioting, and that the city and state authorities will not have courage enough to stamp it out in an election year. There is little likelihood of trouble, but the intent to provoke it is evident.

If membership in labor unions involves obligation to break contracts and starve at the behest of a walking delegate when work is plentiful, wages high, and conditions satisfactory, what benefit is derived from paying dues? Never before was the weak spot in labor unionism more clearly exposed. It is not protection; it is destruction of the welfare of the toilers who were never so prosperous as now. Nothing can be gained by starving in the midst of plenty and lowering the consumptive capacity of the masses.

WEEKLY PAINT DEPARTMENT

Well Mixed Paints Go Higher

Linseed Oil and White Lead Have Advanced Since Last Advance in Mixed Paint Prices—Further Advance in Paints Not Unlikely.

TWO weeks ago, when announcing the advances in the price of ready-mixed paints, HARDWARE AND METAL gave the views of paint manufacturers, who stated that unless the costs of raw material came down, there would probably be further advances in the price of liquid paints before the end of the year. Since that time linseed oil has made some remarkable advances in price, following unfavorable news from Argentine, and partly owing to uncertainty regarding the Canadian flax crop. White lead in oil has also advanced 50c per 100 lbs. since the advance went into effect on liquid paints. Pig lead is still very firm. Linseed oil is still rather uncertain, but there is every reason to believe that prices may go higher. The advance for one week has been around 20c per gallon. When the last advance was made in the prices of ready-mixed paint it was said that the advance was barely sufficient to cover the increased costs of materials at that time. With higher costs for white lead and linseed oil, it is only reasonable to expect still higher paint prices in the very near future.

HARDWARE AND METAL, when referring to the advance in the price of ready-mixed paints two weeks ago, stated in part as follows:—

"Since the outbreak of the war, slightly over two years ago, high grade white paint has been advanced in price to the retailer 47½ per cent. Colors have been advanced 31 per cent.

"On the other hand, costs of raw materials to the manufacturer have advanced as follows:—White lead, 77½ per cent.; linseed oil, 60 per cent.; oxide of zinc, 86 per cent.; French zinc, 130 per cent.; C. P. green, 300 per cent.; yellows, 100 per cent.; ultramarine blue (unprocurable), 400 per cent.; Prussian blue, 300 per cent.; lithophone, 125 per cent.

"Not only have costs of the foregoing and other materials advanced, but labor has cost more. Containers for the paint are all much higher in price. Even the literature, which is supplied free to the retailer, has increased enormously in cost.

"One reason why paint prices have been kept down is owing to the fact that most manufacturers have had stocks of low priced materials on hand, and working on an average have held prices down.

"To-day the stocks which were purchased at low costs have been exhausted, and the manufacturers are called upon to pay war-time prices. It is claimed by leading paint manufacturers that unless costs of raw materials decline in the near future, further advances will have to be made in the prices of ready-mixed paints. Raw materials will have to come down to meet the present prices of prepared paints or the manufacturers will be forced to advance prices in order to meet the costs of raw materials and manufacturing."

Shellacs Also Higher

Shellacs have been no exception in the upward tendency in paint prices. Shellac, as every hardwareman knows, figures extensively in floor finishes, filling for woods, lacquers, shellac varnishes, and in many kinds of piano work. The demand at the present time is greater than for a number of years past. Along with this big demand there is a scarcity of supply due to the shutting off in large measure of the transportation facilities. The shellac gum comes from India, where it is formed on the bark of a native tree after a certain insect stings the tree. The sting of the insect causes the gum to fester and ooze out in an irregular mass. This gum is gathered by the natives and taken to the central depots, where it is melted down and taken off in the shape of thin sheets or flakes.

Factors Making Article Scarce

At the present time there is an embargo on the transportation of shellac to England. There is in addition, a blockade of the Suez Canal. Any shellac that reaches America must necessarily come by the way of the Cape of Good Hope. This brings the cost of the material up approximately 3c per pound for freight charges alone. When there is added to this amount an additional 7½ per cent. war tax, the present high price is easily explainable. Furthermore, there is a scarcity in the crop itself in India. When these things are all lumped together it makes the prospect for the future in shellac anything but encouraging so far as lower prices are concerned. Wholesale paint dealers are frank in stating they can see nothing ahead except higher prices in shellac next year.

Putty No Exception

Putty, which is used extensively by painters and others wherever there is any rough surface to be made smooth, is also expected to join the throng of materials in still higher prices. Whiting, from which putty is made, is now coming to Canada by way of the United States. Formerly it came direct from England, but this chalk is one of the things on which there is an embargo. The United States being a neutral country, can secure some of the chalk in bottoms that fly the United States flag. The supplies that are getting out of England are somewhat limited at the best Putty is expected to be even higher in the future than it is at present.

Trade Picking Up

Dealers in paints state the trade during the past two or three weeks has shown much improvement. This increase is more noticeable in points outside of Toronto. Trade in this city is characterized as somewhat dull, due to the fact that there is very little building going on. In other parts of the province considerable paint is being used in the interior decoration of houses. Farmers, too, are showing a disposition to put more paint on their barns and other buildings as a preservative measure.

Open Branch in Toronto

McArthur-Irwin, Ltd., Montreal, have opened a branch warehouse and office at 46 Colborne Street, Toronto. A large stock of paints and chemicals will be carried at the new branch.

Obituary

Owen Sound, Ont.—The death occurred here recently of Jno. A. Thompson, who for 30 years conducted a hardware business at Port Elgin, Ont.

Fall Housecleaning



Requirements will now be in demand

BOECKH TRADE MARK ESTab 1856 TORONTO

Be sure your stock is complete—for you cannot afford to take chances on losing sales.

A good display of all

BOECKH'S HOUSEHOLD BRUSHES



Established 1856

such as Hair Brooms, Bannister Brushes, Scrub, Shoe and Stove, Window and Waxing Brushes, etc., will catch the eye of the housewife and will be the means of effecting a material increase in your sales. They comprise all the best selling designs and each one is backed by our guarantee. Write for prices and full details to

The Boeckh Bros. Company, Ltd.
Toronto, Canada

A Bulls Eye That Counts



Your aim to satisfy will produce the most desirable results if you sell

Jamieson's Pure Purpose Paints

Jamieson's Paints always satisfy the most particular customer—and they bring you more orders from him.

Our Product is guaranteed to the last drop. Write for our proposition. A post card will do.

R. C. Jamieson & Co., LIMITED
MONTREAL, CANADA
Est'd. 1858
Owning and operating P. D. Dods Co., Ltd.

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

(Continued from page 58.)

ed at the opening on Monday at $2.27 which was an advance of almost 2c over previous day. This figure is exceptionally high. Last winter when the price of linseed oil reached high level in January at $1.12 per gallon, flaxseed was not quoted at a figure as high as that at present. Demand for linseed has been fairly good even in the face of the advancing market. The market for oil cake has held firm, quotations being made from $43 to $45 per ton. As to what the outcome in the immediate future will be, oil men will not venture any opinion. It is a time of uncertainty. There are some who look for higher prices in the face of conditions but will venture no positive opinion. Quotations at the time of writing are as follows:—1 to 3 barrels, raw, $1.01½ to $1.05, Boiled $1.04½ to $1.08; 3 to 5 barrels, raw, $1.00½ to $1.04, Boiled $1.03½ to $1.07; 6 to 9 barrels, raw $0.99½ to $1.03, boiled, $1.02½ to $1.06.

Turpentine Prices Firm.

The prices of turpentine hold firm at recent quotations. The demand for these articles is only fair. Quotations locally are as folows:

	Per Imp. gal.
1-barrel lots	69c to 71c
2 to 4-barrel lots	67½c to 70c
5-gallon lots	74c to 75c

Higher Prices for Painters' Materials.

Wholesale paint men are unable to see anything in sight but higher prices for paint materials. They point out that there is little prospect of relief for the supply of dry colors. There is a great scarcity at the present time. Ochres that formerly came from France are now shut off altogether. American manufacturers are supplying an article but it is asserted that it does not compare with the original French product. Umbers nearly all came from Germany. Glues came from Austria. Gold leaf came from Germany. Now practically the only source of supply is the local gold beating plants which have developed since the outbreak of the war. Local beaters are unable to supply half the demand. Pumice stone which came formerly through Italian ports is almost entirely shut off, due to the activity of enemy submarines in the Mediterranean. Pumice is now selling at 5½c to 6c per pound. Before the war it was quoted at 2½c. "If materials continue to be as scarce as they are at present we look for very much higher prices by spring in all mixed paints," stated the manager of one large wholesale paint house.

Glass Is Firm.

Glass is in good demand owing to the advent of cooler weather. Single and double are both quoted at 20 per cent. off the list. Lots of 50 boxes and over are open. The market is firm and further advances would not come as a surprise. The trade is almost entirely dependent upon American producers.

White Lead Firm.

White lead in oil is firm at the recent advanced price. Prices are shaded occasionally by some jobbers who have heavy stocks which were purchased some months ago. The official prices are $13.95 per 100 lbs. in ton lots, with 30c advance in less than ton lots.

WINNIPEG MARKETS

(Continued from page 49.)

been featured by fluctuations in linseed oil, on which two advances over the recent drop in price have been recorded. This is due in great measure to reports from the Argentine of crop failure and the still uncertain development of our own Western crop.

Following on advances in various lines of builders' hardware recorded last week, other items continue to come under revision, and chief among these for the week is Stanley planes, the new prices approximating from 7½ to 10 per cent. increase.

Other lines of cotton goods on which new prices are being made are noted below. The new quotations show in each case advances over previous figures. Lines affected are:—Wrapping twine, 3-ply, balls or cones, 35c lb.; 4-ply, 38c. lb. Lamp wick—O, 45c gross; A, 56c; B, 83c; D, $1.30. Flat stove wick—3-in., $3.60 gross; 3½-in., $4.20; 4-in., $5; 4½-in., $5.60; 5-in., $6.40. Cotton clothes lines—48 ft., $1.80 doz.; 60 ft, $225 doz.

Sweat pads have also advanced, and new quotations are being made at $5.50 and $5.85 per doz.

Clothes Wringers Go Upwards

Clothes wringers suffered another advance in price during the past week of about 5 per cent., and new quotations show these prices to be effective:—Royal Canadian, $43.40 per doz.; Eze, $46.90 per doz.; Crest, $41.40 per doz.

An advance in lamp chimneys is also given out, and the new basis provides these figures:—A—Per case, $4.80; per doz., 65c; B—Per case, $4.50; per doz., 85c.

New quotations given out on white lead are on an advanced basis, and show this line up to the high figure ruling last summer. The advance is 50c per 100 pounds. Decorator's price in ton lots is now $14.55 per 100 lbs., and decorator's special, $13.55, with a further advance on each of 30c per 100 lbs., in less than ton shipments.

Mixed Paint Prices Advance

Following advances recorded in the Eastern markets on various lines of ready-mixed paints, new prices have been issued from Winnipeg showing an increase of from 10c to 20c per gallon. Dry colors and colors in oil have also advanced proportionately.

Another advance of 7½ per cent. has gone into effect on the price of pieced tinware. This affects all lines except such items as are made up with copper bottoms, on which there has been no change.

Rumors of a further increase in the price of all lines of shovels and scoops are afloat, and indications are that the new prices will be considerably higher than those ruling to-day.

The new prices quoted on linseed oil are as follows:—Raw, $1.06 per gal.; boiled, $1.09 per gal. Higher prices are expected.

Wire Higher For Spring

Any quotations so far available for lines of wire for spring shipment show that decided increases are being made. This is evident again in the prices now being quoted on Banner and Blue Ribbon poultry fence for spring shipment. The quotations follow:—24-in., $3.50 per roll; 36-in., $4.50 per roll; 48-in., $5.25 per roll; 60-in., $6.25 per roll; 72-in., $7 per roll.

Other lines on which changes have been recorded are as follows:—Galvd. band iron, all sizes, $8 per 100 lbs.; sand screen cloth, 30 in., 65c lin. yard; 36 in., 75c lin. yard. Crow bars—Wedge point, 5½c lb.; chisel point, 5½c lb.

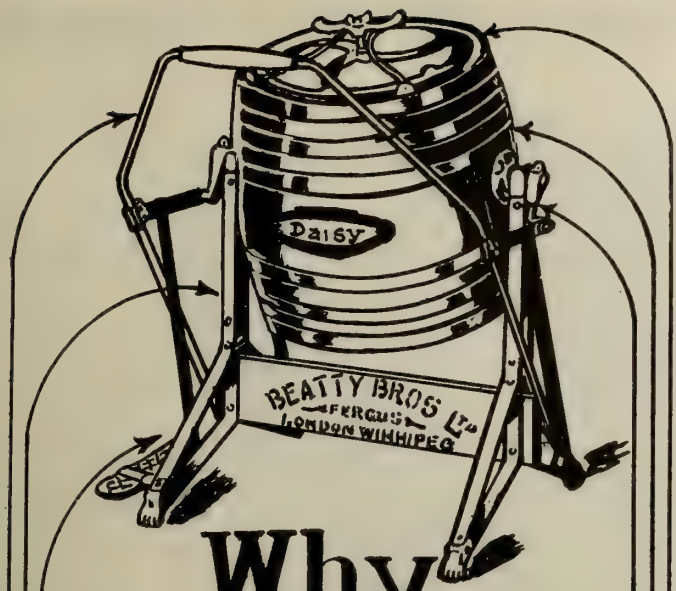
The Quebec Tour.

Plans are being made in Montreal to receive the fifty Ontario business men in connection with their tour of Quebec cities which is being made for the purpose of promoting a better understanding between the two provinces. Arriving in Montreal on Monday, Oct. 9, they will go to Three Rivers and Quebec on Tuesday, Sherbrooke on Wednesday and if time permits the asbestos district at Thetford Mines will also be visited. The party will leave Sherbrooke on Thursday for Toronto and will again visit Montreal on the way home.

TRADE INQUIRIES

1038. ***Scout flag-poles and handstaffs.**—A firm of Leeds flag-makers wishes to hear from exporters of scout flag-poles and handstaffs. Specifications may be obtained from the Department of Trade and Commerce, Ottawa.

1039. **Apples.**—A Glasgow fruit importer, selling by private treaty, solicits consignments of Ontario and British Columbia box apples for sale on shippers' account.



Why The Daisy Churn Sells Ahead of All Others

Note the wide comfortable treadle for the foot. It helps make churning easy. This churn has bicycle ball bearings, which also help to make it run easily.

This crank is made of malleable iron and will not break. Let us mention here the beautiful finish of the Daisy. It is varnished golden oak, the staves are painted gold and the frame coated with expensive grey enamel. The finish alone will sell this churn.

Frame is neat and easily assembled. There are no stove bolts to shake loose. The open construction permits a pail to be set close for draining.

Staves are carefully selected, seasoned oak, and barrels are hand made. The barrel has the correct bulge for handsome appearance. Hoops are center punched to keep them in place if the churn is idle

The bow lever applies the power evenly to both sides so churn does not creep on the floor. There are wheels on the frame so the churn can be moved from place to place with little effort.

Lid is pine and never becomes rough or stringy with use. Peep hole is large and is not enamelled. For these reasons the Daisy is the best selling churn in Canada.

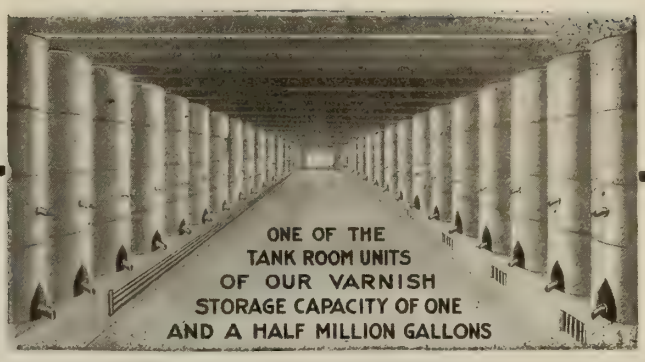
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Manufacturers'
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Stable Equipment

Daisy Churn



THIS is one of the great storage tank rooms where our varnishes are aged before shipping.

Every dealer knows that next to quality, uniformity is one of the leading essentials demanded by the varnish buyer.

All products offered under the same name and bearing Berry Brothers' label are always identical in every particular, no matter how long between purchases.

Body, drying, working qualities, durability and every other feature are fixed facts and not uncertain quantities.

Our accurate methods of manufacture and exceptionally large storage capacity enable us to insure these qualifications.

All our finishes are easy to sell because of their earned record for complete dependability.

LUXEBERRY WHITE ENAMEL—whitest white, stays white Makes a permanent snow white finish in either dul or gloss effects.

LIQUID GRANITE—floor varnish. Makes a smooth, satiny finish. Lasting, waterproof, marproof, also adapted for bathrooms, window sills and casings, and all interior work where great durability is desired.

LUXEBERRY WOOD FINISH—for general interior work. Develops and preserves the grain of all woods, and makes a handsome and lasting finish. Rubs perfectly.

LUXEBERRY SPAR—for exterior work. Especially adapted for durability under extreme exposure—front doors, store fronts, marine work, etc. Makes a handsome finish and will not turn white under the severest conditions of wear.

We make a specially adapted varnish or enamel for every known use.

Write for our price list and interesting dealer's proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

WALKERVILLE, ONTARIO

(408)

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Oct. 4.—While the paint market generally was in an entirely uneventful state, due, of course, to the fact that fall paint business is about over, and spring trade supplying has not yet begun, linseed oil leapt into the very forefront of interest.

Rapid Rise Took Place

Between Monday and Wednesday, following what looked like confirmation of the adverse reports on crops in the Argentine, linseed oil came into very exciting conditions, and rose with rapidity from the 86c to 89c quotations for small lots, of last week, to as high as 97c for raw linseed in carload lots to the jobber. Naturally the price to the retailer went away up in accordance with the state of the market, and some firms were quoting $1 to $1.03 for raw and boiled linseed respectively, one to two-barrel lots. Other firms preferred to hold their hand, and not to quote at all, as still further rises in linseed were anticipated.

U. S. Demand for Seed

A remarkably strong American demand for seed in Canada arose during the week, and as exceptionally good prices were offered by crushers in the States, who seem to be nervous as regards their chances of getting any Argentine seed in time, some brisk business was believed to have been transacted. Altogether the whole market for linseed oil was in a thoroughly aroused state, and prices firmed up, and remained firm without any tendency to ease off at all, but rather the reverse, though there were opinions on the market strongly against any over-pessimistic view as to the real state of affairs on the Argentine.

The Canadian Crop Uncertain

Reports are still vague regarding the outlook for the Canadian crop. Hints of damage done by frost are heard, but not much store has been set by these, and there is a certain confidence evident in references made to the Canadian crop prospects. Prospects seem fairly certain to be higher now for linseed oil for the present.

Turpentine Steady

There was nothing unusual or unexpected in regard to the market for turpentine. Demand continues good and prices firm at the figure quoted last week for small orders, viz., 70c in single barrel lots. Supplies of turpentine are not reported to be plentiful, and the tendency of the market is towards firmness for the immediate future.

Dry Colors Unchanged

No change is reported as regards the situation in dry colors. Scarcity of various anilines continues most marked, and there is always more demand for particular lines of pure and permanent colors than supply to meet the demand. The market is interested in substitutes being tried out, but not to any important degree.

Lead Very Firm

Following the rise of white lead in oil last week, the market for lead keeps very firm indeed, and there is little doubt but that the rise in white lead has come to stay for a time, with even greater firmness in lead in sight on the market at present. Quotations remain at $13.70 per 100 lbs. in ton lots, with 30c advance for less than ton lots.

Brushes Cost More

Paint brushes, bristle and fine hair, have been firming up in price at a rate of about 10 per cent. for every stage of increase since the war began, and at present are on an average up from 20 to 30 per cent., or even as high as 33 1-3 per cent. The fine hair brushes are most affected, but bristle brushes, the materials for which used to come from Russia and Poland via Leipsig, Germany, are also increased, as the bristles now come uncertainly and by devious and unaccustomed routes. Chinese bristles, very good, it is said, for the purpose, are being used more now in America. Metal for the mounts is higher priced, only the cheaper grade brushes are so far affected by this aspect of the market.

Demand and Business Good

In the paint market in general for the past week fair to good demand has been experienced, with good inquiry in some directions for early spring supplies. Manufacturers are already looking towards the spring, and business outlook is reported good.

Window Glass Firmer

Window glass is reported to have risen by 10 per cent. in price in the United States, and a warning note has already been positively sounded in the Canadian trade to expect an increase in prices on this side. So far no change has been recorded, but supplies are scarce, demand is increased with winter's approach, and the market is very firm for glass.

Gasoline Unchanged

No change in the price of gasoline is reported this week, the product being quoted at 27½c per gallon ex-car, as last week, and the same rate in wood packages (returnable at $2 extra for package).

TORONTO

TORONTO, Oct. 5.—The upward stride of linseed oil during the past week has been the feature of the paint and oil market. Retailers are now wondering what will happen in ready mixed paints. Leading paint makers stated two weeks ago that unless costs of raw materials come down in the future, further advance would have to be made in prices of ready mixed paints. None of the materials used in paint manufacturing have receded since that time, and to make matters worse linseed oil has started to climb the ladder.

Oil Market Excited.

The linseed oil market has been in a most excitable condition during the past week. Fluctuations have been violent with advance from 10c to 12c per gallon. Linseed oil is now quoted at from $1.01½ to $1.05 for raw and three cents over these prices for boiled in one to two barrel lots. The upward trend in prices started last week while HARDWARE AND METAL was on the press and the tendency has been upgrade since that time. From day to day there have been fluctuations. Some oil men even do not care to give prices a few hours ahead of the opening of the seed market, and watch the market with almost feverish interest. Reports from the Argentine state that the flax crop has been almost 50 per cent. damaged through drought. The Canadian crop is not yet a certainty as threshing has been interfered with by snow in certain sections of the Northwest. Reports on the condition of the crop in the West continue favorable on the whole. Flaxseed in store at Fort William was quot-

(Continued on page 56.)



Black Lead for the Kaiser

An interesting feature of the Brandram-Henderson exhibit at the Toronto Exhibition was a miniature plant making lead shrapnel bullets, an industry that we have carried on extensively for some time. The bullets were made in plain view of crowds of spectators, and were distributed, warm from the machine, as souvenirs.

Needless to say, the exhibit attracted widespread attention—not only to the shrapnel machine, but also to the display of our complete line of paints and varnishes.

Mr. J. O. Orr, General Manager of the Exhibition, wrote us at its conclusion as follows:—

> *"We desire to express our thanks to you for the very excellent exhibit which you arranged in our Munitions Building, which contributed very largely to the success of the Munitions exhibit, which was considered by all to be the feature of our Exhibition this year."*

These Exhibitions are considered as being part of our National advertising campaign. We have found that they not only stimulate sales for our agents in the cities where they are held, but also impress the quality and comprehensiveness of our line upon visitors from all parts of the country, who go home and buy from our local agents.

BRANDRAM-HENDERSON LIMITED
Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM

Ingots, 99% pure, lb..... 66
Pattern, lb. 64
Sheets, $1 to $1.25 base.

AMMUNITION

Dominion Metallics—B.B. Caps, 25%; C. B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle smokeless, 7½%; other rim fire, 10%; center fire pistol, add. 35% list; center fire sporting, add. 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add. 35% list; empty shot shells, 5%; blanks, add. 25%; bullets, add. 40%.
Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, 2½% off list; "Regal" Dense Smokeless Powder, 2½% off list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

"Winchester" B.B. Caps, $2.05 M. net; C.B. Caps, $3.90 M. net; 22 short, black and Lesmok, 12½%; 22 short, smokeless, 25%; 22 long black and Lesmok, 12½%; 22 long black and Lesmok, rifle, 22 long, rifle, black, add 2% advance; Other R. F. ball, 2½% advance; R. F. Shot, 12½%; Pistol and Rifle Shot, 32% advance; Military Pistol and Rifle Ball, advance 52½%; Military and Sporting advance 66 2-3%; Primers, $3.35 per M. net; Brass Shot Shells, 15%.

Shot, standard, 100 lbs., Toronto, $14.50; Montreal, $14.25; net extras, as follows, subject to cash discount only; Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.
Dominion Hand Traps, $3.50 each, net f.o.b. Montreal.

ANTIMONY

See weekly report.

AUGERS

Ford's Auger Bits, 30 and 10%.
Irwin's Auger, 40%.
Gilmour's Auger, 60 and 5%.
Gilmour's Special, 70%.
Rockford's Auger, 50 and 10%.
Gilmour's car, 47½%.
Clark's expansive, 40%.

AUGERS, POST

B.T.—8 in. net	3 00
B.T.—10 in. net	3 30
B.T.—12 in. net	3 90

AXES

Forrester, doz.	7 25
Cherokee, doz.	9 00
Hand made, doz.	9 00
Model, doz.	9 25
Black Diamond, doz.	9 50
Samson, single bit, doz.	9 75
Samson, single bit, handled doz.	13 50
Samson, double bit, doz.	13 50
Samson flooring axes, No. 2, doz.	10 75
Single bit, doz.	7 75 10 50
Double bit	11 50 13 00
Hunters' Axes	6 00 6 50
"Boy's" Axes	6 25 7 00

Bench Axes, Samson

No. 2, doz., net	10 10
No. 3, doz., net	10 50
No. 4, doz., net	11 50
No. 5, doz., net	12 90
No. 6, doz., net	13 70

BABBITT

Canada Metal Co., Ltd. — Imperial Genuine Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 11 to 60c lb.
Thomas Robertson & Co., Ltd., —No. 1, 32c; No. 2, 23c; No. 3, 19c.
Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D." Nos. 1, 2 and 3. Prices 11c to 60c pound.
Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA." Faultless "A." Reliance "AA." Frost King. C. B., No. 1, No. 2, No. 3, No. 4, from 11c to 60c.
Langwells—Extra, 16c; No. 1, 15c; No. 2, 14c; No. 3, 12½c.

BELTING (Leather.)

Extra, 40%.
Standard, 40 and 10%.
Lace leather, per side, $1.10; cut laces, No. 1, $1.30.

BELLS (FARM)

C x 40 lb.	2 75
B x 50 lb.	3 25
A x 75 lb.	4 50

BENZINE

	Montreal	Toronto
Single bbls., gal.	0 31½	0 30½
Drums, gal.	0 28½	0 27

BOLTS AND NUTS

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 35%.
Carriage Bolts ($1), list, 7-16 in., 20%.
Machine Bolts, ⅜ in. dia. and smaller, 35%.
Machine Bolts, 7-16 in. dia. and larger, 25%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 25%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 20%.
Coach and Lag Screws, 45%.
Skein Bolts, 40%.
Square Head Blank Bolts, 40%.
Bolt Ends, 35%.
Plow Bolts, 25%.
Elevator Bolts, 25%.
Fancy Head Bolts, 20%.
Shaft Bolts ($3 list), 25%.
Step Bolts, large head ($3) list, 25%.
Whiffletree Bolts, 25%.
Nuts, square, 2c off list.
Nuts, hexagon, 2c off list.
Stove Rods, per lb., 8c.
Stove Bolts, 62½%.
Tire Bolts, 50%.

BORAX

Lump, Crystal Borax, lb.. 0 09½

BRASS

	Per lb.
Springs, sheets, 8 in. wide, up to 20 gauge	0 60
Rods, base ¼ to 1 in. round	0 55
Tubing, seamless base	0 55
Tubing, iron pipe size, 1 in. base	0 50

Copper tubing same as brass.

BARS (Clothes)

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

BOILERS (Range)

30-gal. Standard	8 25—8 75
30-gal. extra heavy	11 50

BOARDS, BAKE

	Per doz.
No. 1—18 in. x 24 in.	6 60
No. 2—18 in. x 28 in.	7 20
No. 3—20 in. x 30 in.	7 80

BOARDS (Ironing)

Size 12x60 ins., doz.	7 20
Size 14x60 ins., doz.	8 40
Folding, 14x58 ins., doz.	16 50

BOARDS (Sleeve)

Basswood, stationary, doz.	2 00
Folding, per doz.	3 50

BOARDS STOVE

Wood lined, 50, 10%.
Paper lined, 60%.

BOARDS (Wash)

	Tin Plate Per doz.	Zinc
Pony	$	$1 75
Crown		3 55
Dandy		3 75
Improved Globe	2 65	3 85
Standard Globe	2 75	3 95
Neptune	2 75	3 96
Original Globe	3 00	4 25
Newmarket King		4 25
Victor (Glass)		4 25
Jubilee		4 25
Diam'd King (Glass)		4 50
Western King (Enamel)		4 25
Beaver, brass		6 00
Wood, double faced		1 25

Subject to small discounts for quantities.

BRUSHES

Weighted, 15 lbs., per doz.. 16 13
Weighted, 20 lbs., per doz.. 18 50
Weighted, 25 lbs., per doz.. 22 32

BUTTS

Nos. 840, 800, 838, 30 and 2½%; No. 804, 40%; Nos. 808, 802, 842, 844, 37½%; Nos. 810, 814, 25%; Nos. 820, 910, 37½%.

CANS

Milk factory cans, 15%.
Cream cans, 20%.
Railway cans, 20, 5%.
Land delivery and creamery cans, 20%.
Cream cans, 35%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%.
Milk can trimmings, plus 10%.
Common, cork-lined, 3%.

CEMENT AND FIREBRICK

Less than carload lots	1 85
Portland, per bbl., carload lots, f.o.b. Toronto	1 50 1 50
White Bros. English	2 00 2 05
"Lafarge" cement, in wood	3 40
Fire brick, Scotch, per 1,000	23 00 28 00
Fire brick, English	17 00 21 00
Fire brick, Mm., low	23 00 25 00
Fire clay, 2½-lb. tins, doz.	1 25

CEMENT (FURNACE)

1¼ lb. tins, per doz.	1 00
6 lb. tins, per doz., lb.	0 05
25 lb. tins, per doz., lb.	0 04

CEMENT, ROOFING

	Per gal.
Roofing cement (in bbls.)	0 29
Cement (in 5 and 10 gals.)	0 23
Cement (in 2 gals.)	0 30
Cement (in 1 gal.)	0 35

CHALK

Carpenters' lead pencils, per gross	2 40	6 75
Crayons, per gross	0 20	0 20
Carpenter, red, gr.	1 25	1 20
Carpenter, blue, gr.	1 25	1 30
Carpenter, white, gr.	1 05	1 10

CHISELS

Cold chisels, 5x6 in., doz. 2 20
Bevel edge, 1 inch, doz. 2 50
Common cold, ½, $1.35; ⅝, $2; ¾, $2.75; ⅞, $3; 1, $4.
Straight Shank Drills, 45%.
Socket Chisels, 65% off list; if B edge, add 90c doz.

CHAIN

Quotations nominal.
Proof coil, per 100 lbs., ¼, $9.45; 5-16, $9.10; ⅜, $8.35; 7-16, $7.15; ½, $6.95; 9-16, $6.95; ⅝, $6.80; ¾, $6.70; ⅞, $6.55; 1, $6.40
Electric Weld Coil Chain—BB 3-16 in., $10; ¼ in., $7.25; 5-16 in., $6.75; ⅜ in., $5.75; 7-16 in., $5.25 per 100 lbs.
Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.
Steel Jack, 15% net.
Brass Jack, net.

CHURNS

List No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 35%; f.o.b. Ottawa, Kingston, and Montreal, 32½%.

CHOPPERS, FOOD

Universal No. 0	$12.00 doz.
1	12.80 doz.
2	16.20 doz.
3	23.40 doz.

COPPER

	Montreal	Toronto
Casting ingot, see weekly report		
Bars, ½ to 2 in.	46 50	46 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	45 00	45 00
Copper sheet, tinned, 14x60, 14 oz.	54 00	54 00
Copper sheet, planished, 14x60 base	57 00	57 00
Braziers' in sheets, 6x4 base	46 50	46 50

COPPERINE

No. 2, 25c; No. 1, 30c; finest, 35c; tough, 45c.

CORD (SASH)

No. 6, lb.	0 38
No. 7, lb.	0 37
No. 8, No. 9, No. 10, No. 12	0 36½

COAL TAR

Crude coal tar, per bbl. $4 50
Refined coal tar, per bbl. 5 50

CURRY COMBS

Discount, 25% off list.

CRATES

Humpty-Dumpty, egg, doz., $4; Ideal, egg boxes, with filler, 12 doz. size, per doz., $4.

CANADA PLATES

	Montreal	Galvanized Apollo	Crown	Gorbals
Ordinary, 52 sheets	4 50			
All bright, 52 sheets	6 30			
18x24x52	6 25	6 25		6 50
60	6 50	6 50		6 75
20x28x47	6 75	6 75		7 00
20x28x94	13 50	13 50		14 00

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 14x20 base	$ 8 00
IX, 14x20 base	9 00
IXX, 14x20 base	10 25
IXXX, 14x20 base	10 25
Raven and Murex Grades—	
IC, 14x20 base	7 00
IX, 14x20 base	8 00
IXX, 14x20 base	9 50
IXXX, 14x20 base	12 00
"Allaway's Best" Standard Quality.	
IC, 14x20 base	8 75
IX, 14x20 base	9 75
IXX, 14x20 base	10 75

CHARCOAL TERNE PLATES

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 210 lbs., $11.50; 216 lbs., $12.

COKES, BRIGHT

Bessemer Steel—
10x14x20 base 6 50
20x28, double box 13 00

CLOCKS, ALARM

Good Morning, each	0 95
Look Out	1 10
Big Ben, each	2 25
Baby Ben, each	2 25
Sleepmetre, each	1 10

CROWBARS, 5¼c per lb.

DRILLS

Bit Stock Drills, 50%.
Wood Drills, 20%.

TIN
COPPER
ANTIMONY
ALUMINUM
SPELTER
LEAD
THE CANADA METAL CO.
LIMITED
Montreal - TORONTO - Winnipeg

Catalogue "A" Mailed Free

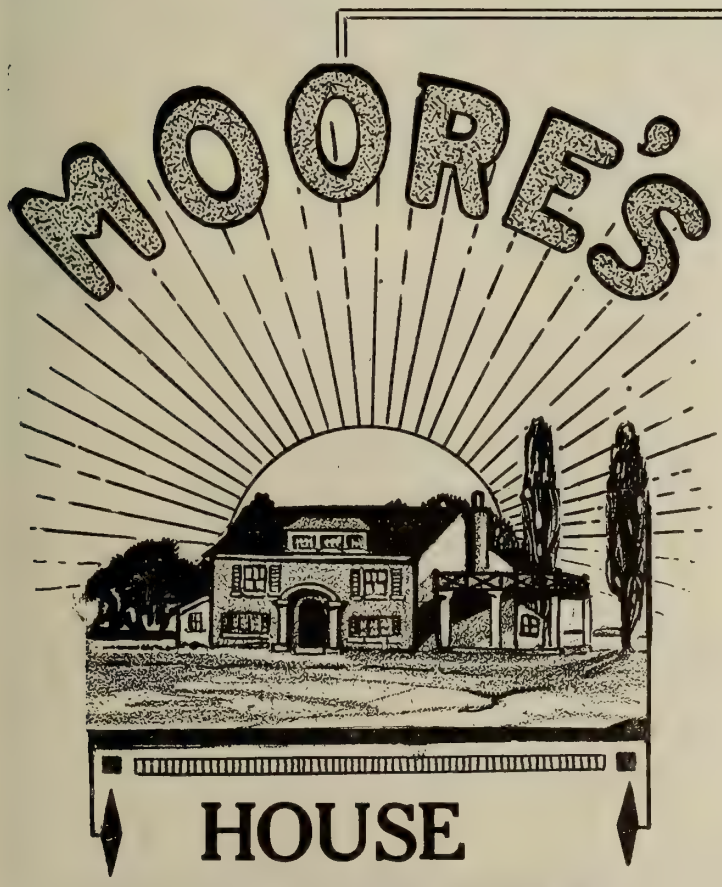
EVERYTHING
IN
METALS







THE CANADA METAL CO., LIMITED, TORONTO
Hamilton Montreal Winnipeg Vancouver



A Good Fat Profit Plus Highly Pleased Customers

is the result of selling these pure linseed oil paints.

This claim is based upon the verdict of our dealer agents—they all speak highly of the remarkable Moore value. There's no better time than now to secure the agency in your vicinity. Write for our proposition.

BENJAMIN MOORE & CO.
Limited
WEST TORONTO, CANADA

If interested, tear out this page and keep with letters to be answered.

"DOMINION CROWN BEST" — DOUBLE-COATED TISSUE.

I C, 14 x 20 base	7 00	7 00
I X, 14 x 20 base	8 25	8 25
I X X, 14 x 20 base	9 50	9 50

FILES AND RASPS. Per cent.

Great Western, American	65 10
Kearney & Foot, Arcade	65 10
J. Barton Smith Eagle	65 10
Disston Brand	60 10
McClellan Globe	65 10
Black Diamond	55
Delta Files	60 10
Nicholson	55
Globe	65 10
Vulcan Brand	65 10

FITTINGS (IRON PIPE)

Montreal discounts: Canadian malleable, 25%; bushings, 60%; flanged unions, 50%; malleable bushings, 55%; nipples, 72½%; malleable lipped unions, 60%; plugs, 55%.

London discounts: B. & C., 20%; A, net; bushings, 60%; unions, 60%; nipples, 72½%; plugs, 60%; iron stop cocks, 52½%.

FIXTURES, STALL. Doz.

Hollow and pressed steel	0 81
Solid	1 20

Special Stall Fixture, 40%.

FRAMED MIRRORS. Doz.

Size glass, 4 x 6	1 00
Size glass, 5 x 7	1 25
Size glass, 6 x 9	1 60
Size glass, 7 x 9	1 75
Size glass, 8 x 10	2 00
Size glass, 9 x 12	2 60
Size glass, 10 x 14	3 10
Size glass, 10 x 17	3 75

GASOLINE. Montreal.

Barrels	0 32
Drums	0 29
Tank wagon	0 28½

Toronto

Any quantity, in bbls	30
Drums, 40-gal., per gal	26½
Tank wagon	26½

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	1 50
Smaller sizes	1 70
Mounted No. 115, each	3 75
Bi.-Treadle, each	4 25

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 7 75
Russet rope shank, 1¼ in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1¼ in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL)

7-16 in. gross, $15; ½ in., $18; ⅝-in., $21.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	11 00
Masons, 5 lbs. and over, per cwt.	13 00
Napping, up to 2 lbs.	0 13½

HANDLES (WOOD) Net

Axe, No. 3 culls, doz.	1 01
Axe, No. 1 hickory, doz.	2 14
Axe, 2nd growth, doz.	3 00

Extra quality, 40 per cent.

All second growth hickory handles, 40%.

All pick handles (all kinds), 35%.

All other hickory handles, 37%.

All ash and maple axe handles, 40%.

All hickory team neck yokes, oval and round whiffletrees and wagon doubletrees and eveners, 25%.

All oak, ash and rock elm team neckyokes and singletrees, 30%.

All doubletrees and eveners, 25%.

All hickory cant hooks and peevies changed to 25%.

All maple cant hooks and peevies changed to 35%.

Second growth and No. 1 neckyokes, ash and hickory heavy team neck yokes and whiffletrees are struck off the list, and in future all these goods will be known as: White ash and hickory neckyokes and single teams, and will be sold at the present list price of second growth.

Boys' axe handles, 28 in., extra, $2.50; No. 1, $2; No. 2, $1.60; maple, $1.75; ash, $1.90 per dozen.

Prospectors, miners and drift pick handles, 22 in., $3.20; 34 in. and 36 in., $3.40 per dozen.

Manure fork handles, short, $3.60 per dozen.

Hickory pick handles, No. 1, $3, and No. 2, $1.75 per dozen.

Hickory axe handles, No. 3, 30 in. to 36 in., $1.60 per dozen.

All second growth ash hay fork, manure fork, shovel and spade, hoe and rake handles, 30%; extra quality, 40%, and No. 1, 45%.

HANGERS, BARN & PARLOR

Stearns, wood track, Special, Zenith	9 00
Atlas, steel covered	$5 25 6 60
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible, doz.	6 50
Steel King Hangers, doz. sets	6 40
Storm King and safety hangers, doz.	6 50
Steelall	9 00
Storm King rail	4 70
Crown	4 85
Crescent	7 25
Sovereign	6 50
Steel track, 1 x 3-16 in. (100 ft.)	$ 3 25
Steel track, 1¼ in.	6 00

HATCHETS.

Per doz.	Samson Shingle	Samson Claw
No. 1	7 20	8 25
No. 2	7 80	8 50

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 80
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch		14 40

Subject to discount of 40 per cent. off list.

Light.		
3 in., doz. prs.	1 00	1 00
4 in., doz. prs.	1 20	1 10
5 in., doz. prs.	1 40	1 30
6 in., doz. prs.	1 70	1 50
8 in., doz. prs.	2 50	1 80
10 in., doz. prs.	3 50	2 40

Discount 40% off list.

Screw Hook and Strap Hinge—	
Under 12 in., per 100 lbs.	6 00
Over 14 in., per 100 lbs.	5 25
Larger	4 60
Extra hooks for above, ⅝ in., per lb.	7
Extra hooks for above, ¾ in., per lb.	6¾

Crate hinges and back flaps, 65 and 5%.

Chest hinges and hinge hasps, 55%.

Blind, discount, 50%.

Spring, per gross—No. 5, $18.60; No. 10, $19.50; No. 20, $11; No. 50, $30; No. 51, $10.20; No. 120, $18.60; No. 2255, $22.20.

Chicago hold back screen door iron, gross, 12%.

Chicago spring hinges, 15%.

Triplex spring hinges, 40%.

Chicago surface door (6,000), 45%.

Garden City fire house hinges, 12½%.

"Chief" floor hinge, 50%.

HOES. Grub, 3½-lb., $4.55 doz.

HOOKS, CORN.

Cyclone, doz.	2 40
Hoes, corn, doz.	5 40

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	2 40	3 25
No. 3, per doz.	2 50	3 70
No. 4, per doz.	2 60	4 00
No. 5, per doz.	2 80	....
Little Grant	4 40	....

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, $4.40; No. 1 and smaller, $4.65; show pattern, No. 2 and larger, $4.65; No. 1 and smaller, $4.90; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.85; No. 1 and smaller, $5.10; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $6.25; special countersunk steel, all sizes, 0-4, $6.75; toe weight steel shoes, all sizes, No. 1 to 4, $7.25.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.60; No. 2 and larger, $1.50; "Sharp" No. 2 and larger, $1.70; "Sharp" No. 1 and smaller, $1.80. Put up in 25-lb. boxes.

HOSE, LAWN.

Corrugated, ½ in., ft.	0 12
Corrugated, ¾ in., ft.	0 16
Corrugated, 1 in., ft.	0 22

Less 5% for full reels, 500 ft.

Cable, 70%.

Leader, 60, 10%.

HAT AND COAT HOOKS

Coppered wire, 3 in., 75c gross.

IRON AND STEEL

	Montreal	Toronto
Angles	base 2 50	3 50
Common bar, per 100 lbs.	3 00	3 25
Refined iron, per 100 lbs.	3 05	3 50
Horseshoe iron, per 100 lbs.	3 45	3 50
Norway iron	7 50	6 00
Mild steel	3 30	3 50
Band steel	3 30	3 50
Sleigh shoe steel	3 30	2 25
Domestic	3 30	3 25
Reeled machinery steel	4 50	4 50
Tire steel	3 50	3 50
Toe calk steel	4 20	4 25
Mining tool steel, per lb.	0 11½	0 12
Cammell Laird, lb.		0 20
Sheet, cast steel, lb.	0 20	0 20
Black Diamond tool steel, per lb.	0 12	0 11
Silver tool steel, lb.	0 17¼	0 18½
Spring steel	4 50	4 50

IRON, TINNED.

72x30, up to 24 gauge, case lots	14 25
72x30, 26 gauge, case lots	14 75

Less than case, 25c per 100 lbs. extra.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	9 60
Sad irons, common, plain	5 00
Sad irons, common, plated	5 50
Princess Electric, each	2 75
Ideal Electric, each	2 50
Canadian Beauty	2 50
Gasoline Sad Irons, each	3 50
Ideal Gasoline, each	3 15
Dover Electric, net	3 00
No. 70, Dover, per doz.	19 20

LADDERS, ETC.

(Step Ladders)

Shelf-lock	14c ft.
Ontario	17c ft.
Faultless	21c ft.
Mechanic	26c ft.
Hercules	24c ft.
Perfect	22c ft.
Faultless, extra heavy	26c ft.
Hercules, extra heavy	29c ft.
Mechanic, extra heavy	31c ft.
Chair ladders, each	$2 00
B.T. Standard	17c ft.
B.T. Economy	13c ft.
B.T. Iron Bound, 4-9 ft.	25c ft.
B.T. Iron Bound, 10-14 ft.	30c ft.
B.T. Iron Bound, 15-16 ft.	40c ft.
B.T. Iron Bound, 17-20 ft.	50c ft.
Crescent	16c ft.
Household	12c ft.
Standard	19c ft.
Electrician	25c ft.
Heavy duty	45c ft.
Extension	23c ft.

Common and Roped Extension.

Up to 32 ft.	16c ft.
Up to 36 ft.	18c ft.
40 to 44 ft.	19c ft.
48 to 52 ft.	24c ft.
56 to 60 ft.	29c ft.

Single and Fruit Picking.

10 ft. to 16 ft.	12c ft.
18 ft. to 22 ft.	13c ft.

LANTERNS Per doz.

Cold Blast, doz.	$ 8 00
Short Globe, doz.	8 00
Jumbo, doz.	9 25
Jap'd Dash, doz.	10 75
Search Dash, doz.	11 25
Searchlight, No. 20, doz.	19 00
All brass	24 25
Little Bobs A.C., doz.	2 00
Copper, well japanned, doz.	12 75

LANTERN GLOBES

Cold blast, short	0 65
Cold blast	0 65
Prism globes	1 20
Cold blast, short ruby	2 50
Cold blast, common ruby	2 50

Less 5c a doz. in 6 doz. lots.

LATHS (METAL) Per sq. yd.

24-gauge, pa'ted metal lath	0 15
24-gauge, pa'ted metal lath	0 15
23-gauge, pa'ted metal lath	0 17
24-gauge, galv. metal lath.	0 21
23-gauge, galv. metal lath	0 23

LEAD Montreal Toronto

Trail, 100 lbs., see weekly report.

Lead Wool, 11c lb.

Sheets, 3 lbs. sq. ft.	12 00	12 00
Sheets, 3½ lbs. sq. ft.	11 75	11 75
Sheets, 4 to 6 lbs. sq. ft.	11 50	11 50

Cut sheets, ½c per lb. extra.

Cut sheets to size, 1c per lb. extra.

LINES, PLOUGH

Russian hemp, $3.80 doz. pair.

Bleached flax, $5.75 doz. pair.

MACHINES (WASHING)

	List Each
Canadian	$ 5 00
Dowswell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	8 75
Momentum	8 75
Waverley	10 00
New Century, style A	9 00
New Century, style B	10 00
New Century, Power, style D	24 00
New Idea, style B	11 00
Playtime, engine drive	11 00
Ideal Power	16 00
Seafoam, electric	60 00
Seafoam, engine drive	25 00
New Idea, electric	80 00
Sunshine	4 50
Popular, No. 1	5 25
Economic	6 00
Champion	9 00
Excell-All	11 00
Blue Bell, without stand	9 00
Puritan Water Motor Washer, complete	16 00
Hydro, One Tub, engine drive	26 00
Low pressure water motor washer, each	16 00
Connor ball-bearing, with rack	10 25
I X L	10 00
Gem	8 75
Winner	8 00
Connor Improved	5 00
Jubilee	4 50
Canada First	11 00

Discount, 20 per cent. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

	NET
Stephen Washers	$ 6 00
Sterling	9 50
B.T. Bonnie, style A	4 25
B.T. Bonnie, style B	4 50
B.T. Ideal	6 25
B.T. Ideal Power	7 00
B.T. Ideal Water Motor	12 80
B.T. Cyclone	6 25
B.T. Cyclone Water Motor	12 80
B.T. Vollmar, No. 2	6 50
B.T. Vollmar, No. 3	7 00
Forest City, engine-driven	22 00
Forest City, electric	48 00

MALLETS Per doz.

Tinsmiths', 2½ x 5½ in.	1 65
Carpenters', round hickory	1 95
Lignum Vitae, round, 5 in.	3 65
Caulking, No. 8, oak	17 80

MANGLES

Victor, each	$15 65
Woodyatt, each	7 25

MOPS

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	3 75
Mop Sticks, doz.	1 40
Cast head mops, doz.	1 40
Lemon oil mops	9 00
Crescent, doz.	1 75
Crank wringing, doz.	6 00

Extra Cloths.

Challenge, doz.	2 10
Woven, cloths, doz.	1 75

KEEP AHEAD OF YOUR COMPETITORS

CP
TRADE MARK

"CANADA PAINT"

EXCLUSIVE AGENCY

WILL DO THIS FOR YOU!

Every product bearing our name is now recognized by the consumer as a guarantee of quality and satisfaction.

Our selling plans for 1916-17 will enable our full line dealer agents to control the paint and varnish trade in each locality.

If we are not represented in your town, it will be to your interest to ask us for particulars, to-day.

The Canada Paint Co., Limited

572 William Street, Montreal
112 Sutherland Avenue, Winnipeg

If interested, tear out this page and keep with letters to be answered.

NAILS

Standard steel wire nails, Toronto, $3.80 base; Montreal, $3.85 base; London, $3.80 base; Collingwood and Owen Sound, $3.85 base.

Cut nails — Montreal, $3.40; Toronto, $3.40; London, $3.40.

Miscellaneous wire nails, 65 p.c. Coopers' nails, 15 p.c.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.90, Montreal base.

Galvanized roofing nails, $10.15.

NAILS (HORSE)

M. R. M. cold forged process

Size	Length	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 10
No. 4,	1¾-inch	3 80
No. 5,	1 15-16	3 25
No. 6,	2¼	3 00
No. 7,	2 5-16	2 85
No. 8,	2½	2 75
No. 9,	2 11-16	2 65
No. 10,	2⅞	2 55
No. 11,	3 1-16	2 45
No. 12,	3¾	2 48

London, Hamilton, Montreal, Toronto.

Less 10 per cent.

NETTING, POULTRY

Discounts given below on 1 in. and 2 in. mesh only. Other prices withdrawn.

Montreal, 20%; Toronto and London, 32 1-3%.

POULTRY FENCING

	Per rod
Invincible, 1640	0 68
Invincible, 1848	0 72
Invincible, 2060	0 83

Put up in 10, 20 and 30-rod rolls

OAKUM

	Per 100 lbs.
Best (American)	19 25
U.S. Navy (American)	18 50
New hemp (English)	15 00
U.S. Navy (English)	13 00
Plumbers (spun)	8 00

OIL

	Montreal	Toronto
Can. prime white petrol	0 14	0 13½
Royalite	0 14	0 13½
Palacine	0 17½	0 17
Castor Oil, per lb.	0 45	0 25
Black Oil (Summer)	0 14½	0 12½
Black Oil (Winter)	0 12½	0 13½
Cylinder Green	0 35	0 35
Paraffine	0 24	0 22
XXX Machine	0 25½	0 21

OLD MATERIALS

Tea lead, pack, 5½c lb.
Tea lead, chest, 5½c lb.
Lead, heavy, pipe, etc., $5.50.
Brass, heavy, 15½c lb.
Brass, light, 11½c lb.
Zinc, heavy, 11c lb.
Copper, heavy, 19½c lb.
Old cast iron, $14.75 per ton.
Wrought iron, No. 1, $18.75 ton.
Wrought iron, No. 2, $11.00 ton.
Stove plate, $11.00 per ton.
Mach. compos., No. 1, 15c lb.
Compos. turnings, No. 1, 13c lb.

Rubbers, such as old rubber boots and shoes, according to trim, 7c to 8c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4½c.; bicycle tires, 2½c.

PACKING

	Per lb.
Fine jute	0 11½
Coarse jute	0 09½
Square braided hemp	0 25
No. 1 Italian	0 30
No. 2 Italian	0 23

PAPER, ETC.

Per 400 ft. roll.

Tar Paper, per roll	0 95
Resin sized Fibre, per roll	0 55
Tarred Fibre, No. 1	0 90
Tarred Fibre, No. 2	0 51
Tarred Fibre, Good Luck Brand	0 71
Dry Fibre, Good Luck Brand	0 59
O.K. Brand corded sheathing	0 95
Sheathing, Shield Brand, dry	0 43
Sheathing, Shield Brand, tarred	0 51
Sheathing (Surprise)	0 43
Dry fibre, No. 1	0 80
Dry fibre, No. 2	0 43
Sulphate, Black Cat, tarred	0 80
Sulphate, Black Cat, dry	0 60

	Per 100 lbs.
Heavy dry straw	2 05
Heavy tarred straw	2 05
Spruce sheathing	3 00
Carpet felt, 16 oz.	4 00
Carpet felt, 20 oz.	3 50
Tarred felt	3 25
Asbestos, Bldg., per 100 lbs.	4 50
Heavy fibre, 32 ft. x 60 ft.	2 00
Oiled waterproof building paper, 600 sq. ft. roll	1 50

ROOFING PAPER

Cyclone, dry	0 68
Cyclone, tarred	0 80
Surprise sheeting	0 43
Heavy, dry	2 15
Heavy, tarred	2 15

PAPER, EMERY

Emery paper and emery cloth, 25%; B and A, 25%.

PAPER, SAND

Sandpaper, sheets or rolls, 25%; "Garnet," add 37½%.

PARERS

Gen. Hudson, per doz.	$7 75
Little Star, per doz.	6 50

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.		5 50
6 to 7 lbs. doz.		5 95
7 lbs., doz.		6 75
7 to 8 lbs. doz.		6 25
8 lbs., doz.	7 00	6 50

PINS, COTTER

Cotter pins, 85 and 10% discount.

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	$0 85
5 gross, 4½-in. (loose)	0 90
5 gross, 5 in. (loose)	1 00
4 gross, 4-in., (12 pkgs., of 4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each)	1 00

PIPE, STANDARD WROUGHT

See new price this week in weekly report.

Buttweld	Per 100 feet Black	Galv.
⅛ in.	$	
¼ and ⅜ in.		
½ in.		
¾ in.		
1 in.		
1¼ in.		
1½ in.		
2 in.		
2½ in.		
3 in.		
3½ in.		
4 in.		

Lapweld.

2 in.	
2½ in.	
3 in.	
3½ in.	
4 in.	
4½ in.	
5 in.	
6 in.	
7 in.	1
8 in.x25 lbs. per ft.	1
8 in.x25 lbs. per ft.	1
9 in.	1
10 in.x32 lbs. per ft	1
10 in.x40 lbs. per ft	2

Prices Ontario, Quebec and Maritime Provinces.

PIPE (LEAD)

Lead pipe, $13-$14 net.
Lead waste pipe, $13 net.
Traps and bends, 10% off.

PIPE (SOIL)

Medium and extra heavy pipe up to 6-inch, 65%.
8-inch, 45% off.

PIPE (CONDUCTOR)

2 inch, in 10-ft. lengths	8 00
3 inch, in 10-ft. lengths	9 70
4 inch, in 10-ft. lengths	12 80
5 inch, in 10-ft. lengths	17 50
6 inch, in 10-ft. lengths	21 30

Discount 45 and 2%.

PITCH

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

PLASTER

Paris, per bbl., London	2 25

PLANES

Wood bench, Can., 15 per cent.
Wood, fancy, 15 per cent.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER)

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	4 75	4 50
Heads, per 100 lbs.	5 25	4 75
Tank plates, 3-16 in.	5 25	4 75

PLUGS (METAL)

Painted wall plugs, per 1,000	$20 00
Galv. wall plugs, per 1,000	23 00

POLISH

O-Cedar, 4 oz. bottles	$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1 gal. cans	24 00

PUMPS

B.T. Pump, No. 1, net	$ 3 96
B.T. Pump, No. 2, net	4 80
B.T. Pump, No. 3, net	7 20
B.T. Pump, No. 4, net	9 00
B.T. Pump, No. 5, net	9 60
B.T. Pump, No. 6, net	10 80
B.T. Pump, No. 7, net	15 00

RIVETS AND BURRS

Iron rivets, blacked and tinned, 37½%.

Iron burrs, 37½%.

Copper rivets, usual proportion of burrs, add 30 p.c.; burrs, add 50 p.c.

Extras on Copper Riets, ½-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.

Coppered Rivets, net extras, 2½c per lb.

ROOFING

	Per roll
2 ply R.R.	1 05
3 ply R.R.	1 30
2 ply R.R., complete in roll	1 55
3 ply R.R., complete in roll	1 70
Samson, 1-ply, roll	1 60
Samson, 2-ply, roll	2 15
Samson, 3-ply, roll	2 65
Comet, 1-ply	1 05
Pluvius, 1-ply	1 30
Pluvius, 2-ply	1 70
Asphalt roofing, 1 ply	1 55
Asphalt roofing, 2 ply	1 95
Asphalt roofing, 3 ply	2 35
Compo Certainteed, 1 ply	1 70
Compo Certainteed, 2 ply	2 20
Compo Certainteed, 3 ply	2 75
Excello, 1-ply	1 60
Excello, 2-ply	2 15
Excello, 3-ply	2 65
Jewel, 1-ply	1 25
Jewel, 2-ply	1 65
Jewel, 3-ply	2 00
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 75
Everlastic, 3-ply	2 00
Liquid roofing cement, per gal., in barrels	0 22
Roofing caps, per lb.	0 05
Roofing nails, per lb.	0 06¼
Roofing Pitch, 85c per 100 lbs.	

F.o.b. Toronto, London, Montreal.

ROPE

	lb.
Pure Manila basis	22½
British Manila basis	18
African hemp basis	18
Sisal basis	15¼
Single lath yarn basis	15½
Double lath yarn	16
Yacht marline	41
White polished halyards	23
Hemp, deep sea line basis	31
Hemp, tarred ratline basis	27
Hemp, tarred belt rope basis	29
Marline and Houseline	29
Jute rope basis	15-16
Italian rope basis	31

Above quotations are basis prices (5/8" and larger), and are subject to usual advances for small sizes.

	Per doz.
Cotton rope, 3-16 in.	0 30
¼ in. and larger	0 29
Sisal Clothes Line, 3 ply, 20 ft.	0 48
3 ply, 40 ft.	0 64
3 ply, 48 ft.	0 76
3 ply, 60 ft.	0 96
3 ply, 72 ft.	1 15
6 ply, 60 ft.	1 44
6 ply, 72 ft.	1 72
6 ply, 100 ft.	2 40

SCALES.

Imperial Standard	25 p.c.
Champion	25 p.c.
Steel weigh beams	20 p.c.
Gurney Standard	25 p.c.
Fairbanks Standard Scales	25 p.c.
Crown Even Balance	40 p.c.
Richelieu Union Scale	40 p.c.
Dominion Plates Scales,	40 p.c.

Net prices on Champion scales are as follows:

Champion, 4-lb., $4.60, plus 20c for stamping. Champion 10-lb., $6, plus 30c for stamping. Champion 240-lb., $9, plus 50c for stamping. Champion 600-lb., $25, plus $1 for stamping. Champion 1200-lb., $30, plus $1 for stamping. Champion 2000-lb., $39, plus $1 for stamping. Champion 2000-lb. with drop lever, $46, plus $1 for stamping. Household, 10-lb., $4, 10c net extra for stamping; 25-lb., $5.20, 30c net extra for stamping.

Discount from list on above 25 per cent.

SCREWS (MACHINE)

Flat head, iron, 27½%; flat and round head, brass, net; Fillister head, iron, 10%; Fillister and oval head, brass, net.

SCREWS

	Discounts off Standard List
Wood, F. H., bright	80
Wood, R. H., bright	75
Wood, O. H., bright	75
Wood, F. H., brass	47½
Wood, R. H., brass	45
Wood, O. H., brass	45
Wood, F. H., bronze	40
Wood, R. H., bronze	37½
Drive screws	65 10 10
Set case hardened	65 10
Square cap	65 10
Hexagon cap	60 10
Bench, wood, per doz.	$5 00
Bench iron, per doz.	4 75

Cap screws, 55%; Set screws, 60%.

SHEETS (BLACK)

	Montreal 100 lbs.	Toronto 100 lbs.
10 gauge	6 00	6 00
12 gauge	6 10	6 10
14 gauge	5 90	5 90
16 gauge	5 95	5 95
18-20 gauge	4 05	4 45
22-24 gauge	4 10	4 55
26 gauge	4 15	4 60
28 gauge	4 25	4 70

Re Gauges of Sheets.

On account of it being practically impossible to secure galvanized sheets from England, owing to the war, American mills have decided that they will no longer roll the English gauges to meet this competition. However, they will continue to roll at 10¾ oz., which will be known as such or a 30 gauge, and will take the place of the former English 28 gauge.

SHEETS, CORRUGATED

	Per 100 sq. feet. Galvanized	Painted
28 ga.	$ 5.50	$2.75
26 ga.	6.00	4.25
24 ga.	8.00	5.25
22 ga.	9.00	6.25
20 ga.	11.00	7.25
18 ga.	13.50	9.00

Above prices are subject to 7½ per cent. discount to dealers.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16-20	7 15	6 65	7 15
22-24	7 25	6 95	7 25
26	7 50	7 10	7 50
28	7 75	7 40	7 75

"Premier" galvanized sheets — 10¾ oz., $6.50; U.S. No. 28, $6.20; U.S. No. 26, $5.90; 22 and 24 gauge, $5.75; 18 and 20 gauge, $5.85; 16-gauge, $5.45; 14 gauge, $5.30. F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $6.65; 22-24 gauge, $6.80; 26 gauge, $6.95; 28 gauge, $7.25.

Apollo Brand.	Montreal	Toronto
14 gauge	5 80	5 30
16 gauge	5 80	5 30
18-20 gauge	5 90	5 65
22-24 gauge	6 00	5 85
26 gauge	6 25	6 00
28 gauge	6 65	6 25
10¾ ozs.	6 95	6 50

Add 25c for less than case lots

SHOVELS AND SPADES

1st 2nd 4th

Shovels, 1st, 45%; 2nd, 40%; 4th, 20 and 7½%.

Socket scoops, 30 and 10%; 4th, 20, 10 and 5%; Rivet scoops, 35%.



A STRAIGHT LINE is the shortest distance between two points. When you handle Pratt & Lambert Varnish Products, you deal in a *straight* line of goods, a line that is made on honor — not simply to sell but to re-sell, time after time, to consumers who buy it because every item in it is *right*. This is the straight line — the shortest route to Safe and Sure Profits for You. It will pay *you* to get in line with us. Write us today.

THE P & L LINE is Complete. It includes a varnish for every purpose. Behind the goods there is a chain of factories, ready to fulfill any demands; a research department continually working to improve the present P&L brands, and to create new ones; a policy of national advertising which brings business into your store; and a liberal plan of dealer co-operation and selling help — all of which enable you to turn over your stock quickly and MAKE YOUR PROFITS.

Pratt & Lambert-Inc.

Varnish Makers 67 Years

24 Courtwright Street, Bridgeburg, Ont.

Factories
Bridgeburg, Ontario

New York **Buffalo** **Chicago**
London **Paris** **Hamburg**

Pratt & Lambert Varnish Proposition
Quality Sales Profits Repeats...

If interested, tear out this page and keep with letters to be answered.

Drain spades, 45%.
Hollow backs and sand, 1st, 45%, and 4th, 20 and 7½%.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SHINGLES Per square
Standard galvanized $5 75
Shipping weight, 90 lbs.
Standard painted 4 15
Shipping weight, 80 lbs.
Discount 7½%.

SINKS.
Flat rim enameled sinks, 16x24, $3.65; 18x30, $4.

SNAPS Harness, 25 per cent.

SOLDER Montreal Toronto
See weekly report.

SOLDERING COPPERS.
Base, per lb., 52 cents.

SOLDER, BAR
Guaranteed 0 27½
Strictly 0 25½
Commercial 0 24

SOLDER, WIPING
Star extra 0 25½
Easy 0 23¾
Acme 0 23

SPELTER. See weekly report.

SPOUTS
Warner Malleable Winged Shank, per 1,000 .....$18 00

STAPLES Per cwt.
Montreal, Toronto and London
Fence staples, galv., in kegs 4 90
Fence staples, galv., 25 lb. boxes 5 15
Fence staples, bright, in kegs 4 05
Fence staples, bright, in 25-lb. boxes 4 30
Poultry netting staples, 100 lb. kegs 12 00
Galvanized discount 40 and 5%; bright, deduct $1.10 from galvanized net. Extras, 50 lb. kegs, 30c; 25 lb. kegs, 40c; 10 lb. kegs, 80c.

STUFFERS
Enterprise No. 25, each.... 6 25
No. 35, each.... 8 50

SWEEPERS, CARPET Bissell's
Boudoir 31 00
Champion Nic..... 25 00
Champion Jap..... 23 00
Univ. japd., cyco bearing... 26 00
Univ. N.P., cyco bearing... 29 00
Grand Rapid, japd., ball-bearing 28 00
Grand Rapid, N.P., ball-bearing 31 00
Princess, N.P., ball-bearing. 32 00
Elite, ball-bearing 36 00
Am. Queen, N.P., bal-bear.. 34 00
Parlor Queen 37 00

SWEEPERS (Vacuum)
Grand Rapids Vac, doz.....$77 00
Household Vac, doz..... 63 00
Superba Vac, doz. 92 00

SWINGS
Baby, 2-passenger, each ...$2 75
Ontario, 2-passenger, each... 3 75
Ontario, 4-passenger, each... 4 50
Stratford, 4-passenger, each 6 00
Boyers Gliding Settees with awning, each 13 50
Without awning, each 9 00

TACKS
Strawberry box tacks, bulk; cheese box tacks, blued, bulk; trunk tacks, blank and tinned, bulk; carpet tacks, blued; carpet tacks, tinned; carpet tacks (in kegs); cut tacks, blued, in dozs. only; cut tacks, ¼ cut tacks, blued and tinned, in weights; Swedes; Swedes upholsterers' bulk; Swedes brush, blued and tinned, bulk; Swedes gimp, blued, tinned and japanned; zinc tacks, prices quoted on application; leather carpet tacks; copper tacks. Discount 75%.

NAILS
Copper nails; trunk nails, black; trunk nails, tinned; clout nails, blued; clout nails, tinned; chair nails; cigar box nails; patent brads; fine finishing; picture frame points; lining tacks, solid head (in bulk). Discount 75%.

CAPPED GOODS
Lining tacks, in papers; lining tacks, in bulk; saddle nails, in papers; saddle nails, in bulk; tufting buttons, 22 line, in dozs. only; tin capped trunk nails; zinc glaziers' points, prices quoted on application. Discount 75%.

SHOE FINDERS' LIST
Shoe tacks, in dozens; shoe tacks, 1 lb. packages; Swedes shoe nails; soft steel nails; iron nails; zinc nails, prices quoted on application; hard steel nails; tempered steel shoe nails; channel nails; Hungarian nails; miners' tacks; hob nails; zinc shank nails, prices quoted on application; steel wire shoe rivets; brass wire shoe rivets; clinch point shoe rivets, steel; Swedes shoe; clinch point shoe rivets, brass; steel cobblers'' rivets; brass cobblers' rivets. Net list.

TAPES—Lufkins
Ass skin, No. 713, 50 ft., doz. 3 60
Ass skin, No. 714, 66 ft., doz. 4 20
Linen, No. 404, 66 ft., each. 1 50
Metallic, No. 603, 50 ft., ea.. 1 60
Challenge steel, No. 263, 50 ft., each 3 45
Reliable Jr., No. 103, 50 ft. 3 25

THERMOMETERS
Incubator, doz. 5 40
Dairy, dozen .....2 40—4 45

TIES (METAL)
Galv., wall ties, per 1,000..$5 00
Painted wall ties, per 1,000.. 5 00

TIES, COW
Open Ring, Closed Ring, 40 and 5 per cent.
3 Chain and 4 Chain, 40 and 5%.
Stall Fixture Bars, 35%.
Tie Out Chains, 70%.

TIN See weekly report.

TINNERS' TRIMMINGS
Discount, 27½%.
Plain, 66 2-3%.
Re-tinned, 60 and 10%.

TOOLS, HARVEST
Ordinary brands, 40%.
Samson and Sovereign, 30 and 10%.

TROUGH (EAVE)
G. G. Square bead and half round
Size in girth Per 100 feet
8 in. .....$ 6 90
10 in. 7 70
12 in. 9 10
15 in. 12 50
18 in. 16 00
Discount 45 and 2%.

TRACK
B.T. Single Rail .....24c ft
B.T. Double Angle .....22c ft.
B.T. Double Tee .....20c ft.
Discount off above, 40%.

TRESTLES
6 ft., each $1.50 14 ft., each $4.20
8 ft., each 2.00 16 ft., each 4.80
10 ft., each 2.50 18 ft., each 5.40
12 ft., each 3.60 20 ft., each 6.00

TWINE (Binder) Per lb.
650 ft., per lb. 0 13
600 ft., per lb. 0 12
550 ft., per lb. 0 10½
500 ft., per lb. 0 09⅞
5-ton lots, ½c per lb. allowance.
10-ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

TWINE (COTTON) 5-lb.
Montreal Toronto
5-ply and up 0 28½
4-ply, London, 35c 32-40
3-ply, London, 32c 29-36

TUBES
Boiler Tubes, Lapwelded.
100 ft., 2 in. 17 50
100 ft., 2½ in. 23 00
100 ft., 3 in. 27 00
100 ft., 3½ in. 32 00
100 ft., 4 in. 40 00

TUBS Samson Galvanized
No. 1, doz., net 13 20
No. 2, doz., net 15 60
No. 3, doz., net 17 40
Hercules
No. 4 ..... 12 40
No. 5 ..... 13 83
No. 6 ..... 15 40
Common Galvanized
No. 0, doz. 8 33
No. 1, doz. 11 16
No. 2, doz. 12 15
No. 3, doz. 13 86
Per nest
Nests of 3—0, 1 and 2 .....$2 38
Nests of 3—1, 2 and 3 .. ... 2 05
Nests of 4—0, 1, 2, and 3 .. 2 95

WOOD TUBS
No. 0, per doz. 11 00
No. 1, per doz. 9 50
No. 2, per doz. 8 00
No. 3, per doz. 7 00
Less 15 p.c. Ont., $20.00 lots.

VALVES, ETC.
Ground work, 56 p.c.
Stand, compr. work, 65 p.c.
High grade compr. work, 59 p.c.
Cushion work, 50 p.c.
Fuller work, bibs, 58 p.c.; No. 0 basin cocks, 58 p.c.; and 1 and 2 basin cocks, 53 p.c.; bath bocks, 64 p.c.
Flatway stop and stop and waste cocks, 60 p.c.; roundway, 60 p.c.
J. M. T. Globe, Angle and Check Valves, 35 p.c.; Standard, 45%.
J. M. T. Radiator Valves, 50 p.c.
Standard, 57½; patent quick opening valves, 70 p.c.

WARE, COPPER AND NICKEL
Copper boilers, kettles, 10%.
Copper tea and coffee pots, 10%.
Copper boiler and tea kettle pitts, plus 10%.

WARE, JAPANNED
Colored, 22½%; Coal hods, 17½%

WARE, ENAMELED
Scotch grey, 65, 10%.
White ware, 66 2-3%.
White decorated, 12½%.
Colonial, 50, 12½%.
Premier, 40%.
Hollow ware, tinned steel, 30% off.
Enameled street signs, on application.

WARE, GALVANIZED.
Dufferin pattern pails, list.
Crescent, 65 and 10%.
English pattern, list.
Galvanized washtubs, list.
Galvanized coal hods, plus 10%.
Other lines, list.

WARES, JAPANNED.
Japanned ware, 22½%.
Japanned ware, white, 17½%.
Japanned feed pans, 25, 5%.

WARE, TIN, PIECED
Discount, 10%.
6, 10 and 14-qt. flaring pails, 17½%.
Copper bottom tea kettles and boilers, list.

WARE, STAMPED. Plain 66 2-3%.
Retinned, 60-10%.
Tinners' trimmings, plain, 66 2-3%.
Tinners' trimmings, retinned, 60, 10%.
Tinners' trimmings, general, 27½%.

WASHERS, IRON.
Full box, 25%; smaller lots, 25%, assorted. Price less 50 lbs. add 1c lb.; less 25 lbs., 2c lb.

WEIGHTS, SASH.
Sectional, 1 lb., per 100 lbs.. 1 95
Sectional, ½ lb., per 100 lbs. 2 50
Solid, 3 to 30 lbs., per cwt. 1 60

WEIGHTS. Horse, 5c lb.

WHEELBARROWS.
Navvy, steel wheel, doz.....31 25
Garder, steel wheel, doz....43 20
Light garden, each 2 50
Heavy garden, L-side, each. 3 75
Heavy farm, solid side, ea.. 3 75

WHIFFLETREES
Tubular steel, 28 ins. ....
Tubular steel, 34 ins., per doz. ....
Tubular steel, 36 ins., per doz. ....
Tubular steel neckyokes, 26 inches, per doz. ....
Tubular steel doubletrees, 40 inches, per doz..... ....
Tubular steel lumberman's, 44 inches, per doz. ....
Prices temporarily withdrawn.

WIRE. Copper wire, 10%.
Brass wire, 3 to 24 gauge, add 33 1-3%; 25 to 36 gauge, add 20%.

WIRE, CUT HAY BALING.
No. 9, $4.10; No. 10, $4.15; No. 11, $4.25; No. 12 and 13, $4.35; No. 13½, $4.45; No. 14, $4.65; No. 15, $4.85. Plus 7½%.
F.o.b. Toronto, Hamilton and Montreal.

WIRE CLOTH (Galvanized)
4 mesh 7 70
6 mesh 8 15

WIRE, STOVE PIPE.
No. 18, $5.50; No. 19, $5.75.
F.o.b. Toronto, Hamilton, Montreal, and freight equalized.

WIRE CLOTHES LINE.
No. 17, $6; No. 18, $4.55; No. 19, $4 in 1,000 feet coils, including reels. F.o.b. Hamilton, Toronto, London and Montreal.

WIRE, FINE STEEL.
Discounts 15 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $3; Nos. 26-31, $5; Nos. 32-34, $7; Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.
Montreal, No. 13, $4.05; No. 14, $4.10; No. 15, $4.20.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, $4.25 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE CLOTH.

WIRE (FENCE) Toronto & London Montreal
Barb 4 25 4 50
No. 9, coil spring. 3 95 4 55
No. 9, plain galv. 3 90 4 50
No. 12, plain galv. 4 05 4 65
No. 13, plain, galv. 4 15 4 75
O. & A., No. 10.... 4 41 4 41
O. & A., No. 11 ... 4 47 4 46
O. & A., No. 12 ... 4 55 4 55

WIRE BALE TIES.
Single Loop— Per cwt.
No. 12 .....$ 4 55
No. 13 ..... 4 65
No. 13½ 4 70
No. 14 ..... 4 80
No. 15 ..... 5 00
No. 16 ..... 5 25

WRINGERS.
Royal Can., 11 in., doz. list.$ 84 80
Eze, 11 in., per doz..... 91 80
Trojan, 12 inch 105 00
Favorite, 511E 105 80
Unexcelled, 1041E 129 40
Easy Work 90 50
Challenge, 2111E 94 30
Gem, 141E 91 80
Sunlight, 111 ..... 82 80
Ottawa, 341E 103 30
Empire, 11 in. 93 80
Superior, 11 in. 84 80
Majestic, 11 in. 88 00
Perfect, 11 in. 97 50
Bicycle, 11 in. 103 30
Daisy, No. 2 ..... 114 72
Daisy, No. 1 ..... 105 84
Maple Leaf No. 2 ..... 103 20
Maple Leaf No. 1 ..... 94 32
Sun 78 96
Safety 97 50
Rapid 82 80
Universal 63 00
Eureka, 10" 65 00
Eureka, 11" 71 00
Eclipse 97 70
Discount off above list.
Prices—50%
Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES.
Regular, 65%.
Trimo, 57½% off list; parts, 55%.
Stillson, 57½%; parts, 55%.
Coes, 10%.

WRINGERS—MOP.
White, No. 1, each..... 1 50

ZINC (SHEET) Montreal Toronto
5 cwt. casks 0 26
Part cask 0 26½



MUNRO'S

DRY COLORS DEFY COMPETITION

REDS, GREENS, YELLOWS, BLUES, PARIS GREEN

Made in Canada by

The Allan Munro Color Co., Ltd.

MONTREAL

RAMSAYS BULLDOG BRUSHES



Trade  Mark



For over a half a century the name of "Ramsay" has stood pre-eminent among the trade, Dominion-wide, in producing the highest quality of Paints, Oils, Stains, Varnishes, etc., etc.—and to-day we have made another distinct step forward in serving the interests of both the dealer in Brushes and the users of them.

BULLDOG BRAND BRUSHES

—are made in Canada by skilled Canadian labor; using the most modern methods, attractively finished, and in variety sufficiently broad to cover all requirements, from the cheaper lines for household trade to the highest possible grades, as used by the skilled mechanic.

Our Trade-Marked line of BULLDOG Brand Brushes is well known to Canadians and an exceptionally profitable line for the retailer to sell

Write for our Catalog and Price List on BULLDOG Brand Brushes.

A. RAMSAY & SON COMPANY

Manufacturers of High-Grade Paints, Etc., to Canadians since 1842

Toronto MONTREAL Vancouver

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
2½ lb. packages, $6.80 per 100 lbs.; 5 lb. packages, $6.60 per 100 lbs.

BEESWAX
Small quantities, per lb... 0 50
Larger quantities, per lb.. 0 45

BLUE STONE

	Montreal	Toronto
Per lb.	0 14	0 16

London, 20.

BRONZING LIQUID
Bronzing liquid, No. 1 ....$1 30
Banana oil, gal. 3 75

BRUSHES
Weighted, 15 lbs., doz. $16 13
Weighted, 20 lbs., doz. 18 50

COATING
Cement Coating $2 55 2 40

COLORS (DRY) Per lb.
Raw Umber, 100 lb. keg.. 5–12c
Burnt Umber, 100 lbs..... 5–12c
Raw Sienne, 100 lb. kegs.. 5–12c
Burnt Sienna, 100 lb. kegs 5–12c
Imp. green, 100 lb. kegs... 0 22
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs.. 0 12
Indian red, No. 1, 100 lb. k. 0 05
Venetian red, best bright. 0 04
Venetian red, No. 1 ..... 0 02
Drop black, pure dry 0 25
Golden ochre, 100 lb. kegs 0 06
White ochre, 100 lb. kegs. 0 03
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02¾
Spruce ochre, 100 lb. kegs 0 03½
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL
Venetian red, 1 lb. tins, pure 0 13
Indian red 0 18
Chrome yellow, pure 30–35
Golden ochre, pure 0 18
French spruce ochre, pure 0 15
Chrome green, pure 15–22
French permanent green, pure 0 20
Signwriters' black, pure.. 0 24
Marine black, 25-lb. Irons 0 07
Lampblack 0 21

DRIERS
Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS
Per gallon in quart tins ..

Alba-Gloss enamel	4 50
Anchor Floorlustre	2 10
O.P.W. Sunshine White ..	4 10
Old Dutch Enamel	4 00
Jas-per-lac floor enamel ..	1 90
Jas-per-lac art enamel	3 10
Martin's Enamel	4 25
Mooramel	4 35

FILLER Gal.
Luxeberry Enamel $5 00
Screen Enamel, BB. 1 65

FORMALDEHYDE Per bbl.
Demi-johns, 50 lbs. 0 15½
$1.10 for demi-john extra.

GLUE Per lb.
French medal 0 20
English common sheet .. ....
English prima 0 25
White pigsfoot 0 23¾
Perfection amber, ground, No. 1230 ..... 0 20
Cake, bone, 112-lb. bags.. 0 12
Hide, 112 lb. bags 0 35
Gelatine, 112 lb. bags 0 45
Ground glues, 112 lb. bags—
No. 1 ..... 0 20
Extra 0 18
Dreadnought, lb. 0 14½

GLASS
(TORONTO QUOTATIONS)

Size United Inches	Star	Double Diamond
Under 25	$7 80	$11 90
26 to 24	8 15	12 85
25 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 15	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84	....	22 75
85 to 90	....	24 35
91 to 94	....	25 00
95 to 100	....	29 00
101 to 105	....	32 00
106 to 110	....	37 00

Discount, 20%; 50 cases and over, open.

MONTREAL QUOTATIONS
Country Base Price

United Inches	Star	Double Diamond
Up to 25	$7 80	$11 90
6 to 34	8 15	12 85
5 to 40	8 50	13 60
1 to 50	11 75	15 50
1 to 60	12 25	15 85
1 to 70	13 10	16 80
1 to 80	14 75	18 35
81 to 85	....	22 75
86 to 90	....	24 35
1 to 95	....	25 00
96 to 101	....	29 00
101 to 105	....	32 00
106 to 110	....	37 00

Discount, 20%.
50 cases and over open.

GLASS PLATE
Montreal:
City, 25 and 5% off list.
Country discount, 20 and 5% off list, delivered.
City discount, 20 and 5% off Toronto.
Country discount, 20 and 5% off list delivered.
F.o.b. warehouse on orders up to $75 gross list value. Orders over $75 delivered free.

GLAZIERS' POINTS
Zinc coated, 18c per lb.
Zinc, pure, prices withdrawn.

WHITE LEAD
(Ground in oil)
Prices per 100 lbs. in ton lots:

	Montreal	Toronto
"Anchor Pure"		
O.P.W. Decorators' Pure		
Crown and Anchor		
Crown and Anchor.		
Crown Diamond Pure		
Elephant Genuine..		
Green Seal		
Moore's Pure		
O.P.W. Decorators Pure		
O.P.W. English ...		
Painters' Perfect..		
Ramsay's Pure Lead		
Tiger Pure		

Less than ton lots, 30c per cwt. higher
Brandram's B.B. Genuine, .. Montreal and ..... Toronto in less than ton lots. Ton lots less 5 p.c.
James Genuine. .. less than ton lots. Ton lots less 5 p.c.

LEAD (RED DRY)

Genuine, 500-pound casks, per cwt..	13 50	13 50
Genuine, 100-pound kegs, per cwt..	13 87½	13 87½
Less quantity ...	....	0 13

LEAD, ARSENATE OF

Per 100 lbs.	Dry	Paste
1-lb. bottles	$35 00	$21 00
2-lb. bottles	....	18 00
5-lb. bottles	31 00	14 00
10-lb. bottles	29 00	....
25-lb. irons	25 50	13 00
50-lb irons	....	12 50
100-lb. irons	24 00	11 75
200-lb irons	....	11 60
Barrels	....	11 00

F.o.b. Toronto, Montreal and Hamilton.

MURESCO
Tints in 5 lb. packages, per 100 lbs., $6.00.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Per gallon (in quarts)

Brandram-Henderson's "English" white	2 65
"English," ordinary colors.	2 50
Benjamin Moore's "Egyptian" Brand	
Canada Paint Co.'s Pure ..	
Crown Diamond	
Crown Diamond, floor	
Elephant	
Frescotone, white	
Frescotone, colors	
Jamieson's Crown and Anchor	
Jamieson's Island City	
Martin-Senour 100% Pure ..	
Minerva, white	
Minerva, ordinary colors ..	
Moore House Colors	
O.P.W. Canada Brand, Pure	
O.P.W. Canada Brand, Floor	
O.P.W. Canada Brand, Flat Wall	
Ramsay's Pure	
Ramsay's Thistle	
Stephens' House Paint, (Wpg.)	
Stephen's Floor Paint (Wpg.)	
Senour's Floor Paint	
Senour's Porch Paint	
Sherwin-Williams	
Flat tone	

PARIS GREEN

	Muntro's	C.P. Co.	Berngers
600-lb. bbls.	42¾	38¾	39½
250-lb. kegs	43	39	39¾
100-lb. drums ...	44	40	40¾
50-lb. drums	44	40	40¾
25-lb. drums	44¼	40¼	41
1-lb. 100s, pkgs..	46¼	42¼	43
½-lb. 100s	48¾	44¼	45
1-lb. 100s, tins ..	47¼	43¼	46

Prices f.o.b. Toronto, Hamilton and London.

PARIS, PLASTER
Per bbl. .....$2.25-$1.50

PRIMER
Luxeberry Primer 2 25

PASTE WOOD FILLER

	Pound
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
½ barrels	0 06½
Barrels	0 06

PUTTY

	Standard Montreal	Toronto
Bulk, in casks ...	2 70	2 80
Bulk, 100-lb drums	2 90	3 00
Bulk, 25-lb. drums.	3 00	3 10
Bladders, in bbls..	3 30	3 40

Pure Putty, 70c cwt. advance.

SHELLAC
Gum, 34c lb.; finest orange, 42c lb.; finest white, 46c lb.

TAR (PINE TAR)

Half pint tins, per doz.	0 65
Pint tins, per doz.	1 10

London, pints, 85c doz.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	2 10
Cumoff	2 10
Dreadnought, gal	2 75
O.P.W. Presto	2 25
Lingerwett	2 65

TURPENTINE

	Montreal	Toronto

See weekly report for prices.

SLATING Gal
Liquid Slating, B.B.....$3 00

STAINS Gal.
Oil and Spirit, Berry Bros.$2 73
Water Stains, Berry Bros.. 1 05
Berrycraft, stain finish 2 80
Creo-lac 0 85
C.P. Oil Stans 1 98
Sun Varnish Stains 2 20

VARNISHES Per gal cans

Brandram-Henderson, Ltd., "Gold Medal"	1 90
Copaline Varnish	2 50
C. P. Co.'s Sun Varnish	2 50
Dependon Light Hard Oil Finish	1 70
Dulgloss	3 00
"Dreadnought" spar varnish	2 30
"Dreadnought" Varnish	2 65
"Dreadnought" varnish (gloss)	1 90
"Dreadnought" varnish (eggshell)	1 90
"Dreadnought" hard oil finish	1 20
"Dreadnought" interior varnish	1 20
"Dreadnought" terebene dryer	1 65
"Dreadnought" bronzing liquid	1 05
Elastic Interior	1 40
Elastic Exterior	1 55
Elastic Excello	2 00
Everlastic (Floor)	2 55
Elastilite	2 25
"Flint-Lac" coach	1 30
Flattine Floor Finish	3 00
Gold sized Japan	2 00
House painter's White Jap..	1 95
Jas-per-ite exterior finishing	2 25
Jas-per-ite pale hard oil ...	1 60
Jas-per-ite floor finish	2 25
Kopi	2 30
Kyanize cabinet rubbing..	3 50
Kyanize spar	4 75
Kyanize stains	3 50
Liquid granite	2 80
Luxeberry light	2 60
Luxeberry spar	4 10
Luxeberry exterior	4 50
Marble-ite	2 30
Mar-Not	2 70
Martin-Senour finest interior	2 60
Martin-Senour Wood-Var...	2 30
Maritime spar varnish	4 00
No. 1 Furniture Varnish ..	1 25
Pure White Shellac	2 40
Pure Orange Shellac	2 25
Sherwin-Williams "Kopal" Varnish	2 75
Stove-Pipe Varnish, ½ pints, gross	9 00
Sun Waterproof Floor Finish	2 75
Sun-Spar Varnish	4 00

WATER PAINTS

Opalite, 200 lb. bbls.	0 12
Opalite, 100 lb. kegs	0 12½
1 gal. package, per pkg...	0 65
½ gal package, per pkg..	0 35
Coralite, 5-lb. pkgs	0 04½

WASTE (POLISHING)
Cream 0 17½

WASTE, WHITE WIPING

XXX Extra	0 16
X Grand	0 15
XLCR	0 14
X Empire	0 13
X Press	0 12

WASTE, COLORING WIPING

Fancy	0 11¼
Lion	0 10¼
Standard	0 09¼
Popular	0 08¾
Keen	0 7¼

WASTE, WOOL PACKIG

Arrow	20
Axle	16
Anvil	12
Anchor	10

WIPERS, WASHED COTTON

Select White	12
Mixed Colored	9
Dark Colored	8

This line subject to trade discount for quantity.

WAX .. ..Per lb.

C. P. Floor Wax	0 30
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 37
Archor	0 33
O.P.W. Lion Brand	0 30
Old English	41–44c
Johnsons	41–44c
Gold Medal	0 30

WHITING

Paris white	1 90
Plain, in bbls.	1 75
Gilders, bolted, in bbls.	1 85

Per 100 lbs.

WOOL ALCOHOL Per gal.

In gallons	1 25
Barrels	0 87

$4 extra for barrels.

Let DOUGALL Varnish be YOUR line

There is a Dougall Varnish for every purpose and each one is guaranteed to be the best obtainable for the purpose for which it is made.

Write to-day for full particulars regarding the Dougall line.

You can build up a bigger and a better business if you put your efforts behind the Dougall line of Quality Varnishes

The Varnish That Lasts Longest

The Dougall Varnish Co., Limited

305 MANUFACTURERS STREET - - MONTREAL

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION
Powder, per keg, $11.00.
Shot, soft, per cwt., $15.25; chilled, $16.75; buckshot, $16.05; ball, $16.45.

ANVILS
Peter Wright, 80 lbs. and up, 14½c per lb.; clip horn, 15½c.
Norris, 41 to 56 lbs., 15c; 57 to 70 lbs., 13½c; 71 to 83 lbs., 12½c; 84 lbs. and over, 12c.

AXES
H. B., 1 lb., $7 per doz.; 1⅝ lbs., $7.40; 2 lbs., $7.75; 2½ lbs., $8.50; 2¾ lbs., $8.75; 3, 3½ and 4 lbs., $9.50; H. B. Handled Axes, 2 lb., $10; 26 lb., $10.75; 3 lb., 3½ lb. and 4 lb., $11; Black Prince Axes, unhandled, $9.00; Black Prince Axes, handled, $11.50; lb. and 4 lb., $11.75; Black Prince Bench axes, 35 p.c.; broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $20.80.

BARS, CROW. $5.50 per 100 lbs.

BAR IRON
Bar iron, $3.35; Swedish iron, $5; sleigh shoe, steel, $3.50; spring steel, $4; machinery steel, $4.50; tool steel, Black Diamond, 100 lbs., $10.25; Brittain Brand Tool Steel, $8.50.

BELTING
Rubber, 6 in. and under, 50 and 10%; over 6 in., 50%.
Agricultural leather belting, 66 2-3 p.c. off list.
Standard, 50 and 5 p.c. off list.
The "double" list is just twice the price of "single."

BELT LACING
In sides, tanned, $1.20 per lb.; cut, $1.35 per lb.; rawhide, sides, $1.15; cut, $1.50.

BOLTS
Carriage, ⅜ and smaller, 30%; 7-16 and larger, 15%; machine, ⅜ and under, 30%; 7-16 and over, 20%; machine set screws, 55%; plough bolts, 20%; nuts, small lots, 1¼c advance over list; case lots, ¼c advance over list; stove bolts, 60%; shaft bolts, 20%; tire bolts, 35%; sleigh shoe bolts to ⅜, 20%; 7-16 and up, 15%.

BORAX. Borax, per lb., 12c.

BUILDING PAPER
Tarred, 85c to $1.45 per roll, cording to quality; plain, 55c to to $1.25.

CHAIN
Coil, 3-16 in., $10.75; ¼, $8; 5-16, $7.10; ⅜, $6.25; 7-16, $6; ½, $5.75; 9-16, $5.75; ⅝, $5.65; ¾, $5.50; Logging, 5-16, 7½c; ⅜, 6½c; tie out, 75 p.c.

CHURNS
Barrel, No. 0, $5.60; No. 1, $5.60; No. 2, $6.25; No. 3, $6.90; No. 4, $8.15 each.

CLEVISES, MALL. 8½c per lb.

CLIPPERS
Stewart's 25 p.c. off Canadian list.

COPPER
Sheet and planished copper, 60c per lb. Tinned, 47c; Braziers' soft copper, 10-24 ft., 26c; 27½c.
Soldering irons, 55c base.

DRILLS
Bit stock, 45 p.c.; Blacksmith, ½ in. round shank, 40 p.c.

Eavestrough, 8 in., per 100 ft., $3.70; 10 in., $4.50; 12 in., $5.50.
Conductor pipe, 2 in., per 100 ft., $4.50; 3 in., $5.25; 4 in., $6.50.

ENAMELWARE
Canada, 33 1-3; Imperial, 50, 2½; Premier, 33 1-3; Colonial, 50, 2½; white, 60, 7½; diamond, 33 1-3; pearl, 50, 2½ per cent.

FIXTURES
Star hollow ware, No. 3, $1.
Galvanized ware, heavy, 25 and 2½ p.c. light, 25 and 12½ p.c.

FORMALDEHYDE
400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

FERRULES AND RINGS
30 per cent. off.

FILES. Nicholson's 57½ p.c.

GALVANIZED WARE.
10% advance on net list, except heavy tubs and heavy pails, which are net list.

GLASS, WINDOW	Single	Double
Up to 25 in.	6 75	10 25
26 to 40	7 50	11 75
41 to 50	10 00	13 25
51 to 60	10 50	14 00
61 to 70	11 25	14 75

GLASS (Plate)
30 p.c. off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HINGES
Light T and strap, 30 p.c.
Corrugated Strap Hinges — 4, $1.05; 5, $1.45; 6, $2; 8, $3.20; 10, $4.75; 12, $7.20.
Corrugated Tee Hinges — 4, $1.25; 5, $1.90; 6, $2.35; 8, $4.15; 10, $5.90; 12, $8.35.

HORSESHOES
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS
55 per cent. off list.

KNOBS. Door, 307, $1.45.

IRON BAND.
1½ in., $3.80; 1¼, $3.80; 1 in., $3.90.

IRON GALVANIZED	Apollo and	"Fleur Premier de Lis"
10¾ oz. or 28 Eng.	7 00	7 00
28 Am. or 26 Eng.	6 75	6 75
26 Am. or 26 spec.	6 45	6 45
24	6 05	6 05
22	5 95	5 95
18 and 20	5 75	5 75
16 Am.	5 60	5 60
14 Am.	5 60	5 60

IRONS, SAD
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set 0 95
Mrs. Potts No. 50 set 1 00
Mrs. Pott's common sad iron handles, 85c dozen. Mrs. Pott's improved, $1.10 a dozen.

LAMP CHIMNEYS
A, per case 8 doz., $4.80; per doz., 65c; B, per case 6 doz., $4.50; per doz., 85c.

LANTERNS	
No. 2, plain	8 25
No. 20, X-ray	12 00
No. 22, Dash-board	10 75
Trulite, short globe, doz.	8 25

LEAD PIPE, $13.40.

LEAD WASTE, $14.40.

LINSEED OIL
Raw, per gal., $1.06; boiled, per gal., $1.09.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

MATTOCKS
Pick, $6.25; cutter, $6.25.

NAILS
Wire, f.o.b. Fort William, $3.85 base; Winnipeg, $4.25 base. Cut, f.o.b. Winnipeg, $4.20.

NAILS, HORSE
Capewell, 10 per cent off list.

NETTING. Poultry, 40 per cent.
Banner Netting, 24 in., $3.50; 36 in., $4.50; 48 in., $5.25; 60 in., $6.25; 72 in., $7.

NUTS
Square, small lots, 1¼c advance over list; case lots, ¼c advance over list; Hexagon, small lots, 1¼c advance over list; case lots, ¼c advance over list.

OIL CANS	Tin	Galvanized
½ gal., dome top	$2 73	$....
1 gal., dome top	3 35	4 25
2 gal., dome top	5 17	6 75
5 gal., dome top	8 24	14 85

OILS
"Buffolite," 20c; Ideal Thresher, 35c; "B" Castor machine oil, 30c; Buffalo Engine gasoline, 31c; Buffalo "A" gas engine oil, 45c; Royal gasoline, 32c; Family Safety coal oil, 19½c; "Engoline" engine coal oil, 15*c; Summer Black oil, 19c; Kelso engine oil, 45c; Silver Star oil, 16*c; Royalite oil, 17c; Standard gas engine oil, 42c; Prairie Harvester oil, 40c.

DRY COLORS
Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c; less than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $14; 15 lb. for less.

PICKS Clay, 6-7, $6 per dozen.

GALVANIZED IRON PIPE
¼ in., $6.25; ⅜ in., $6.35; ½ in., $6.70; ¾ in., $8.25; 1 in., $1245; 1¼ in., $16.50; 1½ in., $20; 2 in., $27.20; 2½ in., $43.05; 3 in., $56.20.

IRON PIPE
Black, ¼, $3.78; ⅜, $3.87; ½, $4.95; ¾, $6.04; 1, $9; 1¼, $12.06; 1½, $14.49; 2, $19.44; 2½, $30.70; 3, 40.14; 3½, $48.33; 4, $57.25; 4½, $71.73; 5, $83.61; 6, $108.45.

Above prices are under revision. New prices will be about 5% lower.

PLASTER, Paris, per bbl., $3.75.

PARIS GREEN
In 1-lb. pkgs., full cases, 44c lb.; less, 44c lb. In ½-lb. pkgs., full cases, 46c lb; less, 46½c lb.

PLATES, CANADA
Half polish, 6-7 inch, $4.75; 8 inch, $5; full polish, 6-7 inch, $5.75; 8 inch, $6; Black sheets, $4.90; 8 inch, $5.15; Black sheets —28, $5; 26, $4.85; 18-24, $4.75; 16, $5.35; 14, $5.25; 12, $5.35; 10, $5.25.

PLOW SHARES.....10c per lb.

POINTS
Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. irons	3 25
25-lb. irons, per cwt.	3 50
1½-lb. tins	0 07

RIVETS AND BURRS
Iron rivets, 30 per cent; copper, No. 7, 66c lb.; No. 8, 66c; No. 9, 67c; No. 10, 71c; No. 12, 75c.
Five-lb. assoter boxes, No. 8 gauge, 74c lb.; No. 10 gauge, 79c lb.
Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 68c; No. 10, 71c; No. 12, 76c.

ROPE
Sisal, 16½c base; pure Manila, 24c base; British Manila, 19c base; lath yarn, 16½c base; African hemp, 19c base; cotton rope, ¼ and over, 31½c.
Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell.) 25 per cent. off.

SAWS, BUCK
Happy Medium and Watch Spring, $5; Lance Tooth or Lightning Blades, $5.25; New Century, $7.25.

SCALES
Same form as Toronto quotations, making discounts in all cases 5 per cent. less. All quotations f.o.b. Winnipeg.

SCREWS
Bright iron, round head, 70 p. c.; flat head, 75 p.c.; round head, brass, 35 p.c.; flat head, brass, 27½%; couch, 40%.

SHEET ZINC. Any lots, 30c.

Black Steel Sheets	
10 gauge	5 00
12 gauge	5 10
14 gauge	5 00
16 gauge	5 10
17-24 gauge	4 50
26 gauge	4 60
28 gauge	4 75

SHOVELS AND SPADES
Shovels (polished) Fox and Olds, $8.90; Bulldog and Jones, $10.50; Black, 50c per dozen less; Spades same as shovels. Scoops, Black Cat, Crescent, No. 6, $10.25; No. 8, $10.90; No. 10, $11.60; Jones socket scoops, Moose Scoops, No. 6, $11.20; No. 8, $11.90; No 10, $12.55.

SOLDER Per pound, 30 to 31c.

SPIKES
Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES
Bright wire, per cwt., $3.90 at Fort William, $4.30 Winnipeg; galvanized staples, $4.70 Fort William; $5.10 Winnipeg.

STEEL
Sleighshoe, $3.50 base per cwt.; plow, common, $5.50; crucible plow, $6.60; angle, $4; harrow, $3.25 base; east, octagon tool steel, 10¼c base; square tool, 11¼c base; spring, $4; machine, $4.50 base; tire, $4.

STEEL BLACK SHEETS
10 gauge, $5; 12 gauge, $5.10; 14 gauge, $5; 16 gauge, $5.10; 17 to 24 gauge, $4.50; 26 gauge, $4.60; 28 gauge, $4.75.

STEEL HOOPS
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES
40 per cent. off list.

TACKS. Carpet, 70-10% off list.

TIES. Cow, 40 per cent.

TIN AND TIN PLATE

Block tin, 58c per lb.	Per Box
20 x 28 I.C.	$13 50
20 x 28 I.X.	15 00
Terne Plates	11 00

TURPENTINE
Per gal., barrel lots, 80c.

VISES
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $7.50 each; over 45 lbs., 18c lb.

WASHERS
Iron, small lots, 25 p.c. + 75c; full boxes, iron, 30 p.c. + 75c.

WHITE LEAD
Decorators' pure, ton lots, $14.55; less than ton lots, $14.85.

WIRE, BARB
Lyman, 4-point, $3.50 f.o.b. Ft. William, $3.75 Winnipeg; Glidden Cattle, 2 pt., $3.35 Ft. William, $3.60 Winnipeg; Baker 2 pt., $3.20 Ft. William, $3.55 Winnipeg; Winnipeg, $2.95; plain twist, cwt., Ft. William, $3.90; Winnipeg, $4.30; plain galvanized, Ft. William, No. 9, $4.10; No. 12, $4.50; No. 13, Winnipeg $4.35, Ft. William $4.75; coil spring, Ft. William, No. 9, $4.05; No. 12, $4; Winnipeg, No. 9, $4.35; No. 12, $4.30.
Patented screen in 100-ft. rolls, $2 per hundred sq. ft.; in 50 ft. rolls, $2.10 per 100 sq. ft.

WIRE, PLAIN
Bale ties, 14 gauge, single loop, $5.40 Winnipeg; $5 Fort William.
Brass snare wire, per lb., 80c.

WIRE, ANNEALED.
No. 9, $4.45; 10, $4.50; 12, $4.65; 14, $4.80; 15, $4.95; 16, $5.10 per 100 lbs.

WIRE (STOVEPIPE)
18 and 19 gauge, 7c per lb.

WRINGERS
Royal Canadian, $43.40 per doz.; Eze, $46.90 per doz.; Bicycle, $51.65 per doz.; Ajax, $8.50 each.

6000 Ton Stock in Winnipeg

A complete range of standard and miscellaneous steel and iron—and the equipment to execute special orders with the utmost despatch. Our stock comprises:

Beams, Channels, Angles, Plates, Zee and Tee Bars, Broad Flange Beams, Rounds, Squares, Flats, Rivets, Bolts, Square Cold Twisted Medium Steel Bars for Concrete Reinforcement, Splices, Rails, Nuts, Spikes, Grey Iron Castings, Heavy Forgings.

This stock enables us to give you exceptionally prompt delivery—*we can ship* your order for stock material the same day it is received.

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MAX Brand Corrugated Sheets Galvanized or Painted.

Full weight, properly corrugated to give ample lap with minimum loss, well protected with adequate coating.



Stock Troughs, Round End and Circular. This construction appeals to buyers because it gives adequate service. Made to last.



Gasoline Barrels, Shipping, Storage, Half, all ready sellers with a nice profit.

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The Original Short Globe Lantern.
Made only by
Ontario Lantern & Lamp Co.,
HAMILTON, CANADA Limited

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A Germantown of quality that gets big business
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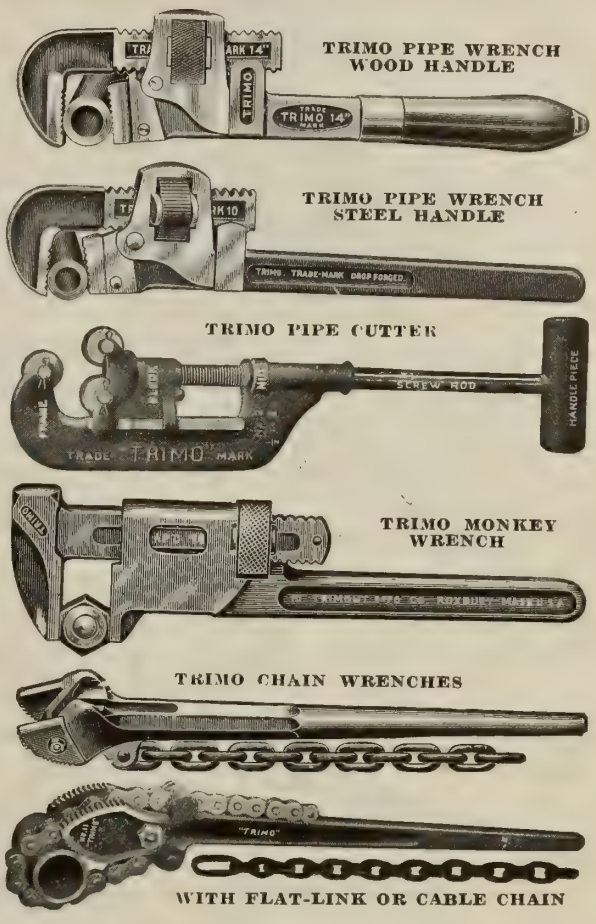
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STANLEY NAIL SETS AND CENTER PUNCHES

"STANLEY" Nail Sets are made of a special grade of tool steel. They are hardened on both ends by an improved process, given an oil temper and will be found to "stand up" under the most severe conditions.

Special care has been taken in selecting the proper knurling for the shank, and the user will find that the feeling of security as to "grip" is a particular feature of "STANLEY" Nail Sets.

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Manufactured by

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Powders

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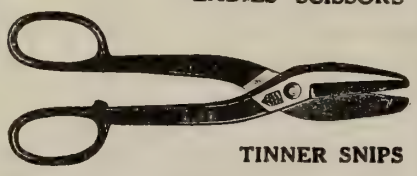
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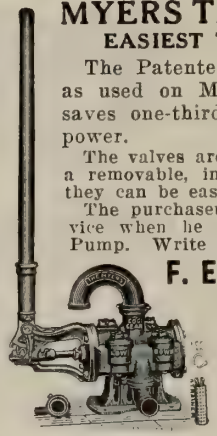
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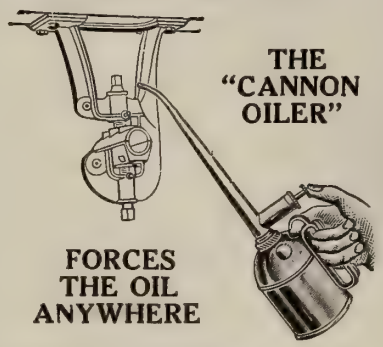
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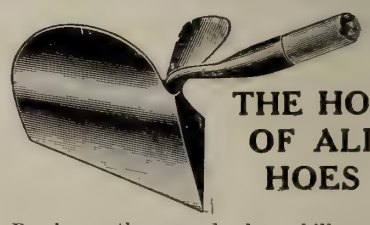
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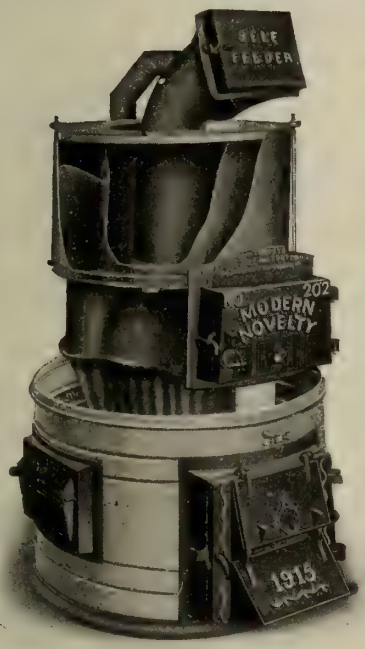
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Gutta Percha & Rubber Mfg. Co., Toronto.
Horse Covers
Canadian Consolidated Rubber Co., Montreal.
Hot Plates
Collins Mfg. Co., Toronto.
Ice Cream Freezers
Wm. Crane & Sons Co., Newmarket, Ont.
The Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia.
Ice Cutting Tools
North Bros. Mfg. Co., Philadelphia.
Incubators
Collins Mfg. Co., Toronto.
Cushman Motor Wks., Ltd., Winnipeg.
Iron and Steel Bars
B. J. Coghlin, Montreal.
Dominion Iron and Steel Co., Ltd., Sydney.
London Rolling Mill Co., London.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.
Iron Pipe
Canadian Tube & Iron Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
Iron Pumps
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg.
Darling Bros., Ltd., Montreal.
R. McDougall Co., Galt.
F. E. Myers & Bros., Ashland, Ohio.
Ironing Boards
McFarlane Ladder Works, Toronto.
Stratford Mfg. Co., Ltd., Stratford.
Jacks, Auto
Richards-Wilcox Canadian Co., London, Ont.
Japans
Berry Bros., Walkerville, Ont.
W. R. Bate & Co., Toronto.
Canada Paint Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Joist Hangers
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Richards-Wilcox Canadian Co., Ltd., London, Ont.
Kitchen Cabinets
Stratford Mfg. Co., Ltd., Stratford, Ont.
Knife Polish
Jno. Oakey & Sons, Ltd., London, Eng.
Knives, Hunting and Fishing
Geo. Butler & Co., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.
Marble Arms & Mfg. Co., Gladstone, Mich.
Geo. Wostenholm & Sons, Sheffield, Eng.
Straw Knives
R. H. Smith Co., Ltd., St. Catharines, Ont.
Knurling Tools
Pratt & Whitney Co., Dundas, Ont.
Ladders, Step
J. E. Beauchamp & Co., Montreal.
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
McFarlane Ladder Works, Toronto.
G. F. Stephens & Co., Winnipeg.
Stratford Mfg. Co., Stratford, Ont.
Ladders, Shelf
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Canadian Co., London, Ont.
Lampblack
Barton Netting Co., Ltd., Windsor.
The L. Martin Co., New York.
G. F. Stephens & Co., Winnipeg.
Wilckes Martin Wilckes Co., New York.
Lamps, Electric
Amalgamated Electric Co., Toronto.
Basters, Jackson Co., Toronto.
Mainer Electric Co., Ltd., Winnipeg.
Lanterns, Gasoline
Canadian Carbon Co., Ltd., Toronto.
National Stamping & Electric Wks., Chicago, Ill.
Latchets
The Stanley Works, New Britain, Conn.
Lawn Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
Frost Steel & Wire Co., Ltd., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
McGregor-Banwell Fence Co., Walkerville, Ont.
Lawn Mowers
Whitman & Barnes Mfg. Co., St. Catharines.
Lawn Settees
The Dennis Wire & Iron Works, London, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Stratford Mfg. Co., Stratford.
Lawn Swings
J. E. Beauchamp & Co., Montreal.
McFarlane Ladder Works, Toronto.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.
Linseed Oils
Dominion Linseed Oil Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Lead Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton.
Levels
Goodell-Pratt, Greenfield, Mass.
Henry Disston & Sons, Toronto.
Lufkin Rule Co., Saginaw, Mich.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Litter Carriers, Track and Fittings
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Lockers
Canada Wire & Iron Goods Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
Lumbering Tools
Pink, Thos., & Co., Pembroke, Ont.
Machine Knives
R. H. Smith Co., Ltd., St. Catharines, Ont.
Mantles and Grates
The Barton-Netting Co., Ltd., Windsor, Ont.
Match Boxes, Waterproof
Marble Arms & Mfg. Co., Gladstone, Mich.
Mats, Rubber
Canadian Consolidated Rubber Co., Limited, Montreal, Que.
Mechanics' Tools
Goodell-Pratt, Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Hamilton.
Pratt & Whitney Co., Ltd., Dundas.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Metals
The British Aluminium Co., Ltd., London, Eng.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Leslie, A. C., & Co., Montreal.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
The Stanley Works, New Britain.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.
Metal Boxes, for Specialties
Eley Bros., Ltd., London, Eng.
Metal Lockers
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennic Wire & Iron Works, London, Ont.
Metal Shingles, Siding, Etc.
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Ltd., Oshawa.
Roofers Supply Co., Ltd., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Metal Polish, Emery Cloth, etc.
Continental Oil Co., Winnipeg.
Oakey, John & Sons, London, Eng.
Metal Windows and Doors
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa.
Winnipeg Steel Granary & Culvert Co., Winnipeg.
Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Mitre Boxes
Millers Falls Co., Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Monel Metal
The International Nickel Co., New York, N.Y.
Motorcycles
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.
Mop Wringers
White Mop Wringer Co., Fultonville, N.Y.
Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Nails, Wire
The British Aluminium Co., Ltd., London, Eng.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Hamilton, Ont.
Northern Bolt & Screw Co., Owen Sound, Ont.
Roofers Supply Co., Ltd., Toronto.
The Steel Co. of Canada, Limited, Hamilton.
Parmenter & Bulloch Co., Gananoque.
Nickel
The International Nickel Co., New York, N.Y.
Oils
Brandram-Henderson, Ltd., Halifax, N. S.
Continental Oil Co., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son., Montreal.
Oilers
Thos Davidson Mfg. Co., Montreal.
Oil Cake
Dominion Linseed Oil Co., Ltd., Montreal.
Oil Stones
Carborundum Co., Niagara Falls, N.Y.
Oil Tanks and Pumps
Darling Bros., Ltd., Montreal.
Wayne Oil Tank & Pump Co., Woodstock, Ont.
Ornamental Fences and Gates
Banwell-Hoxie Fence Co., Hamilton.
Frost Steel & Wire Co., Ltd., Hamilton.
McGregor-Banwell Fence Co., Walkerville, Ont.
Ornamental Iron and Wire
Canada Wire & Iron Goods Mfg. Co. Hamilton.
Manitoba Bridge & Iron Works, Ltd. Winnipeg, Man.
Packing
Canadian Consolidated Rubber Co. Montreal.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Pails
Wm. Cane & Sons Co., Newmarket.
Paints, Oils, Varnishes
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Imperial Varnish & Color Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Ottawa Paint Works, Ottawa, Ont.
Pratt & Lambert, Inc., Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Paint and Varnish Remover
Dougall Varnish Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Paris Green
Canada Paint Co., Montreal.
Allan Munro Color Co., Ltd., Montreal.
Pastry and Bread Boards
Stratford Mfg. Co., Ltd., Stratford.
Perforated Sheet Metals
Canada Wire & Iron Goods Mfg. Co., Hamilton, Ont.
Greening, B., Wire Co., Hamilton.
Pie Plates
Mecca Specialties Co., Ltd., Toronto,
Pig Iron
The Steel Co. of Canada, Ltd., Hamilton.
A. C. Leslie & Co., Montreal.
Pipe Wrenches
Trimont Mfg. Co., Roxbury, Mass.
Pipe, Wrought, Lead and Galvanized
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Canadian Tube & Iron Co., Montreal.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton.
Pipe, Galvanized Cond.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roo'ng Co., Winnipeg.
Pipe Cutters
Trimont Mfg. Co., Roxbury, Mass.
Plane Irons
Buck Bros., Milbury, Mass.
Planes
National Machinery & Supply Co., Ltd., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.
Pliers
Frank Mossberg Co., Attleboro, Mass.
Plugs, Electricians'
Canadian Consolidated Rubber Co., Montreal.
Post Hole Augers
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Poultry Netting
Greening, B., Wire Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.
Poultry Supplies
Cushman Motor Works, Winnipeg.
Collins Mfg. Co., Toronto.
Powder Aluminium
The British Aluminium Co., Ltd., London, Eng.

Condensed or "Want" Advertisements

There is always someone, somewhere, who is looking for just such a proposition as you have to offer—and it is more than likely that he is a hardwareman and a subscriber to HARDWARE AND METAL. Let an advertisement on this page bring you together.

RATES (payable in advance): 2 cents per word first insertion, 1c per word subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word.

POSITIONS WANTED

SPECIALTY SALESMAN DESIRES POSITION as sales manager or traveler. Twelve years' experience calling upon Ontario hardware trade. Box 313, Hardware and Metal.

SITUATIONS WANTED

THE "CHANGING TIME" IS GETTING near. There are many firms who have vacancies on their sales or office staffs to fill during the next few months. If you want to qualify for some of these vacancies, tell your story briefly in a Condensed Advertisement, and try in out in Hardware and Metal. A twenty-five word advertisement may land you a permanent position with splendid prospects.

AGENCIES WANTED

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal. under this heading.

STORE EQUIPMENT FOR SALE

YOU MUST HAVE A LOT OF OLD FIXtures around the store which are no longer of any value to you, but would prove very useful to someone else in the hardware business. Find a purchaser for this equipment through an advertisement on Hardware and Metal's Condensed Ad. Page.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using, would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

HARDWARE WINDOW DRESSING—THIS is the first book ever written devoted exclusively to Hardware Display. There are 256 pages and over 200 illustrations with full working descriptions. It is the purpose of this book to illustrate and explain how hardware windows may be dressed to the best advantage—how they can be made to sell goods. It is not a theoretical work but a collection of specimens of the best work and ideas of the most expert window dressers in the world. These men have contributed their experience covering the many phases of hardware window display. This volume, therefore, represents the sum total of information on this subject presented as concisely as is consistent with clearness. By following the simple illustrated directions given in "Hardware Window Dressing" any clever clerk can put in good hardware displays at no cost whatever. Size 8 x 11 inches. Price $2.60 postpaid. MacLean Pub. Co., 143 University Ave., Toronto.

SITUATIONS VACANT

WANTED—A YOUNG MAN WITH EXPERIence in the hardware business, to act as clerk; also assistant shipper for the shipping room, with some knowledge of checking and packing goods. Please state age, experience and salary expected. Apply to Sumner Co., Moncton, N.B. (43)

BUSINESS CHANCES

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

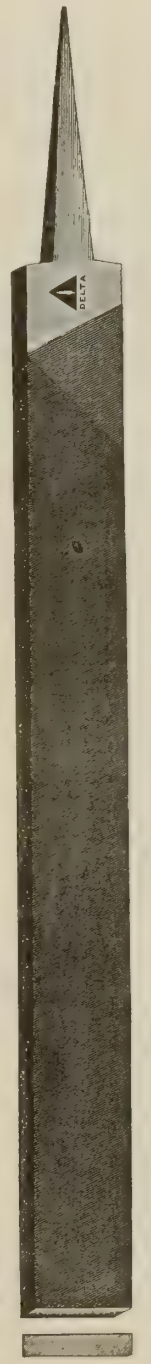
HARDWARE STORE BUSINESS METHODS —The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include: Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business; Changing a Credit into a Cash Business, etc. 220 pages. Price $1.10, postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

Kindly Mention This Paper When Writing Advertisers

We'll Do Anything—

So keen are we to have you prove our Delta Files that we will do anything in reason to prove to you that they are the best Files on earth.

We'll send you a sample, which you can put into the hands of the best and honestest skilled file user you know, so that he can prove it.



Delta Files

are guaranteed with a money-back clause. They are guaranteed to cut faster and keep their cutting edge longer than any other file made.

A shape and size for every use.

The only files from 3 to 24 inches long, made absolutely from Crucible Steel.

The trade mark on the tang is our pledge to you.

Your jobber will supply them.

TRADE MARK DELTA

DELTA FILE WORKS

PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto;
Starke, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax;
Merrick-Anderson Co., Winnipeg.

ALL LEADING JOBBERS

CLASSIFIED LISTS OF ADVERTISEMENTS

Powders, Sporting, Black, Smokeless, Lesmok (Partly Smokeless)
Du Pont Powder Co., Wilmington, Del.

Pulleys
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Maytag Co., Ltd., Winnipeg.

Pump Valves
Canadian Consolidated Rubber Co. Montreal.
Darling Bros., Ltd., Montreal.

Pumps, Iron
Aylmer Pump & Scale Co., Aylmer,
Beatty Bros., Ltd., Fergus, Ont., Winnipeg, Man.
Darling Bros., Ltd., Montreal.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Richmond Pump Co., Winnipeg.

Pump, Power, Hand
Aylmer Pump & Scale Co., Ltd., Aylmer, Ont.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg.
Darling Bros., Ltd., Montreal.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Putty
Benj. Moore & Co., Ltd., Toronto.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

Racks, Wire Cloth Display.
R. M. Bowser & Son, Renfrew, Pa.

Ranges
Clare Bros. & Co., Ltd., Preston, Ont.
Thos. Davidson Co., Montreal.
Findlay Bros., Carleton Place.

Radiators
Clare Bros. & Co., Ltd., Preston, Ont.

Rat Traps
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Rasps
Delta File Works, Philadelphia.
Henry Disston & Sons, Toronto.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
Jonathan Crookes & Son, Sheffield, Eng.
Jas. Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain. Conn.
Geo. Wolstenholm & Son, Sheffield. Eng.

Razor Hones
Carborundum Co., Niagara Falls, N.Y.
Geneva Cutlery Co., Geneva, N. Y.

Reamers
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Whitman & Barnes, St. Catharines.

Red Lead
Brandram-Henderson Co., Montreal.

Registers
The Thos. Davidson Mfg. Co., Ltd., Montreal.

Refrigerators
The Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

Reinforcing Concrete
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dominion Iron & Steel Co., Sydney.
McGregor-Banwell Fence Co., Walkerville, Ont.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.

Revolvers
Colt's Patent Fire Arms Co., Hartford, Conn.
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.

Rifles
Marble Arms & Mfg. Co., Gladstone, Mich.
Remington-Arms U-M-C Co., Windsor, Ross Rifle Co., Quebec.

Rifle and Shotgun Sights
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.

Rivets
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.
Northern Bolt & Screw Co., Owen Sound, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Hamilton.

Rockers, Shoofly
McFarlane Ladder Works, Toronto.

Roofing
Bird & Son, Hamilton.
H. S. Rowland, Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
J. H. McComb, Ltd., Montreal.
Metallic Roofing Co., Ltd., Toronto Winnipeg.
Pedlar People, Lt., Oshawa, Ont.
Roofers Supply Co., Ltd., Toronto.

Roofing Supplies
Bird & Son, Hamilton.
Metallic Roofing Co., Toronto and Winnipeg, Man.
Roofers Supply Co., Ltd., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Runways, Electric
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.
L. S. Starrett Co., Athol, Mass.

Rubber Cement
Canadian Consolidated Rubber Co., Montreal.

Saws
E. C. Atkins & Co., Hamilton.
Bridgeport Hardware Mfg. Co., Bridgeport, Conn.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.
R. H. Smith Co., Ltd., St. Catharines, Ont.

Saws, Cross-Cut
E. C. Atkins & Co., Hamilton.
Aylmer Pump & Scale Co., Aylmer.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.
R. H. Smith Co., Ltd., St. Catharines, Ont.
Victor Saw Works, Hamilton, Ont.

Saws, Circular
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.
R. H. Smith Co., Ltd., St. Catharines, Ont.

Saws, Hand
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.
R. H. Smith Co., Ltd., St. Catharines, Ont.

Scales
Aylmer Pump & Scale Co., Aylmer, Ont.
John Chatillon & Sons, New York, N.Y.
Landers, Frary & Clark, New Britain, Conn.
Walter Woods & Co., Hamilton.

Screen Doors and Windows
Sanderson, Harold Co., Paris, Ont.

Screen Door Sets
The Stanley Works, New Britain.

Screw Plates
Butterfield & Co., Rock Island, Que.

Screw Drivers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
National Machinery & Supply Co., Ltd., Hamilton.

Screw Driver Bits
Buck Bros., Milbury, Mass.

Screw Drivers, Pockets
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Marble Arms & Mfg. Co., Gladstone, Mich.

Screws, Nuts, Bolts
Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood
Steel Co. of Canada, Ltd., Hamilton.

Scythes, Stones
The Carborundum Co., Niagara Falls, New York.

Shears, Scissors
Henry T. Seymour Shear Co., New York.
Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clark, New Britain.
Geo. Wolstenholm & Sons, Sheffield, Eng.

Sheet Metal Products
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Ltd., Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Shelf Boxes
Cameron & Campbell, Toronto.

Shellac
Berry Bros., Walkerville, Ont.
Dougall Varnish Co., Ltd., Montreal.

Shelving, Steel Store
The Dennis Wire & Iron Works Lonon, Ont.

Shock Absorbers
Adamson Mfg. Co., Hamilton.
Richards-Wilcox Canadian Co., London, Ont.

Shot Guns
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Caverhill, Learmont & Co., Montreal.

Sieves and Screens
B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Silo Irons
Beatty Bros., Limited, Fergus, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Silo Roofs
Metallic Roofing Co., Ltd., Toronto Winnipeg, Man.

Silverware
Geo. Butler & Co., Ltd., Sheffield, Eng.
Canadian Wm. A. Rogers, Ltd., Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Skylights
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Pedlar People, Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Sliding Door Hardware
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Smoke Stacks
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

Snow Shovels
The Thos. Davidson Mfg. Co., Ltd., Montreal.

Solder
Canada Metal Co., Ltd., Toronto.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto.
Eclipse Mfg. Co., Indianapolis, Ind.
Hyslop Bros., Ltd., Toronto.
Interstate Electric Novelty Co., Toronto.

Splicing Compound
Can. H. W. Johns-Manville Co., Ltd., Toronto.

Sporting Goods
Thos. Davidson Mfg. Co., Montreal.
Horton Mfg. Co., Bristol, Conn.
H. S. Howland, Sons & Co., Toronto.
Lewis Bros. Ltd., Montreal.
Marble Arms & Mfg. Co., Gladstone, Mich.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Sprayers
Collins Mfg. Co., Toronto.
Eureka Planter Co., Woodstock.

Springs
B. J. Coghlin, Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Stable Fitting Steel
Beatty Bros., Ltd., Fergus, Ont.
The Dennis Wire & Iron Works, London, Ont.

Stains, Shingle
Berry Bros., Walkerville, Ont.
Brandram-Henderson, Ltd., Halifax.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

Stains, Wood
A. Ramsay & Son Co., Montreal.
Berry Bros., Walkerville, Ont.
Dougall Varnish Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

Staples
Frost Steel & Wire Co., Ltd., Hamilton.
The Stanley Works, New Britain.
Steel Co. of Canada, Ltd., Hamilton.

Staple Pulleys
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Steel, Cold Rolled Strip
The Stanley Works, New Britain. Conn

Sleighs
J. E. Beauchamp & Co., Montreal.

Steel Wire Hoops
Dominion Iron & Steel Co., Ltd., Sydney.
Steel Co. of Canada, Ltd., Hamilton. Winnipeg, Man.

Stencils
Hamilton Stamp & Stencil Co., Hamilton. Ont.

Stepladder Chairs
McFarlane Ladder Works, Toronto.
Stratford Mfg. Co., Ltd., Stratford.

Store Ladders
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Stocks and Dies.
Butterfield & Co., Rock Island, Que.

Stoves, Electric.
Mainer Electric Co., Ltd., Winnipeg.

Stoves, Furnaces
Clare Bros. & Co., Ltd., Preston, Ont.
Findlay Bros., Carleton Place.
Kir-Ben, Ltd., Almonte, Ont.
Thos. Davidson Mfg. Co., Montreal
Wrought Iron Range Co., Toronto.

Stoves, Sheet Iron
Collins Mfg. Co., Toronto.

Stove Pipes
Collins Mfg. Co., Toronto.

Sweeping Compound
Continental Oil Co., Winnipeg.

Switches, Electric
Interstate Electric Novelty Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.

Tapes, Measuring
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Technical Books
MacLean Publishing Co., Toronto.

Tents
J. Pickles, Winnipeg.

Threshing Tools
Pratt & Whitney Co., Dundas, Ont.

Thimbles
Collins Mfg. Co., Toronto.

Ticket Punches
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Tie Posts
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Tiling, Wall and Floor
The Barton-Netting Co., Ltd., Windsor, Ont.

Tinners' Snips
Bridgeport dwe. Mfg. Corp., Bridge- Ont.
Brown, Boggs Co., Ltd., Hamilton.

Tin Plates
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Canadian Consolidated Rubber Co., Montreal.

Tire-Savers
Richards-Wilcox Canadian Co., London, Ont.

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Landers, Frary & Clark, New Britain. Conn.
Northern Electric Co., Ltd., Montreal.

Toboggans
J. E. Beauchamp & Co., Montreal.

Tools
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The Goodell-Pratt Co., Greensfield, Mass.
Frank Mossberg Co., Attleboro, Mass.
Millers Falls Co., Miller Falls, Mass.
National Machinery & Supply Co., Hamilton.
Pratt & Whitney Co., Ltd., Dundas.
Stanley Rule & Level Co., New Britain.
Ward & Payne, Shefield, Eng.

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Cleveland Stone Co., Cleveland, Ohio.

Tool Grinders
Richards-Wilcox Canadian Co., London, Ont.

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Frank Mossberg Co., Attleboro, Mass.
The L. S. Starrett Co., Athol, Mass.

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J. H. Still Mfg. Co., St. Thomas.

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Toys
J. E. Beauchamp & Co., Montreal.

Track Systems
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Canadian Consolidated Rubber Co., Montreal.

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Daisy Vacuum Cleaner Co., Birmingham, Eng.

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Bissell Carpet Sweeper Co., Grand Rapids, Mich.
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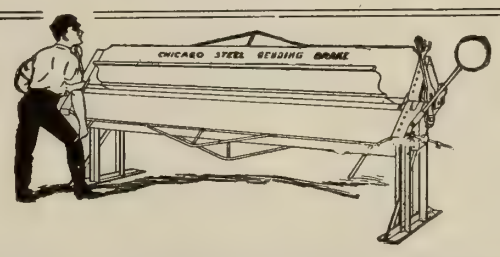
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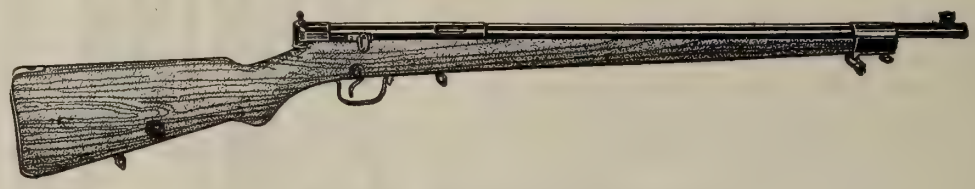
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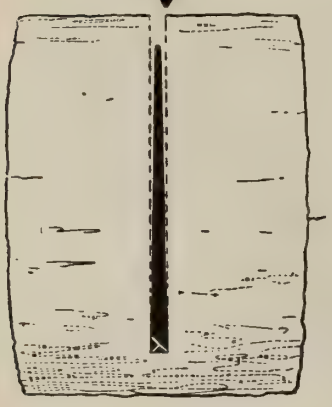
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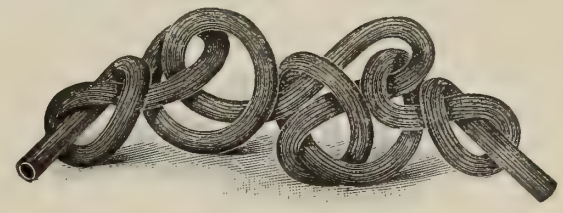
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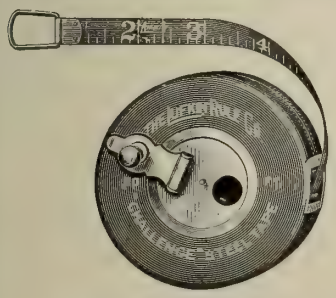
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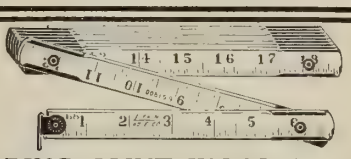
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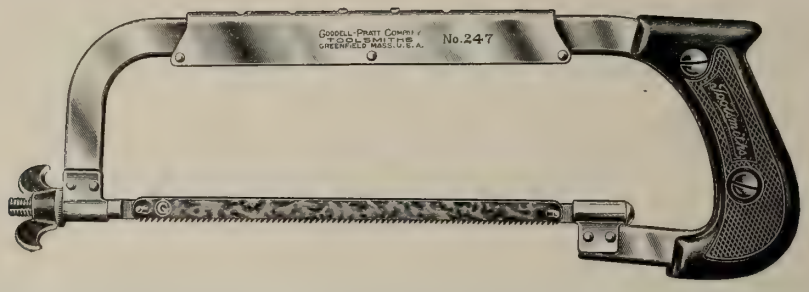


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This Adjustable Pistol Grip Hack Saw Frame overcomes the two principal objections to tools of this class.

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Vol. XXVIII No. 42 PUBLISHED EVERY SATURDAY SINCE 1888 Oct. 14 1916

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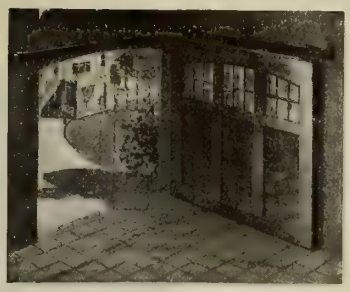
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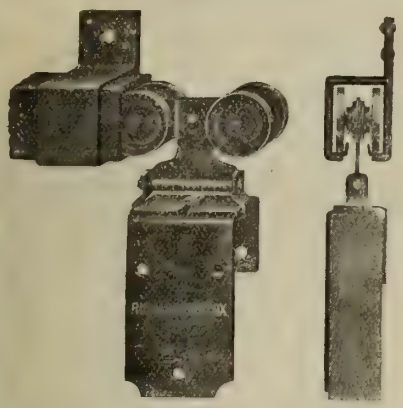
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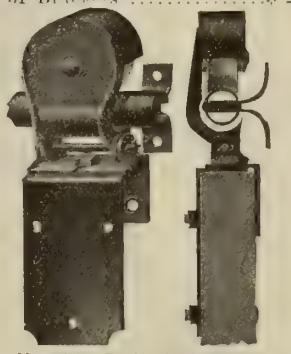
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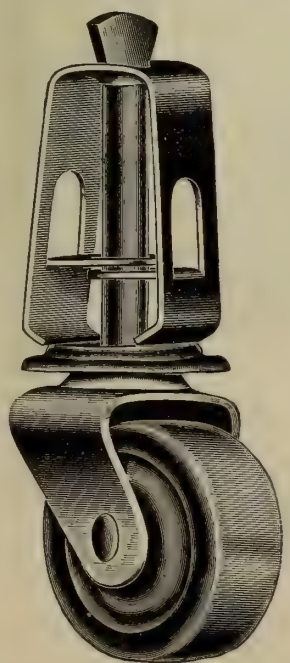
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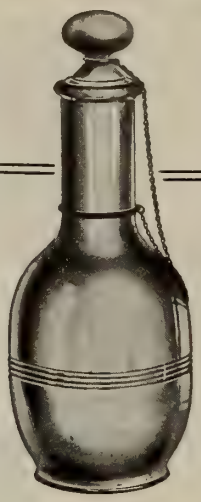
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No. 1822, with metal top
No. 2888, with glass top





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An All-the-Year Demand for Vacuum Products

The growth of public experience in the possibilities of the Vacuum Bottle and the rapidly increasing list of purposes for which it may be used, have brought forcibly to the front the importance of the Vacuum Bottle as an all-the-year-round selling proposition.

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Where cool drinks are desired in summer, steaming hot drinks are doubly necessary in winter.

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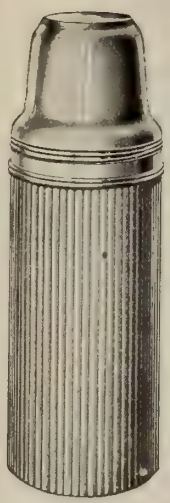
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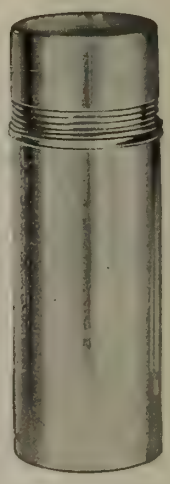
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Quart size.



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No. 82, Quart



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No. 811, Pint
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NEW BRITAIN, CONN.

A. Macfarlane & Co., Montreal
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UNIVERSAL
School Lunch Set
No. 3070, with pint size Vacuum Bottle.

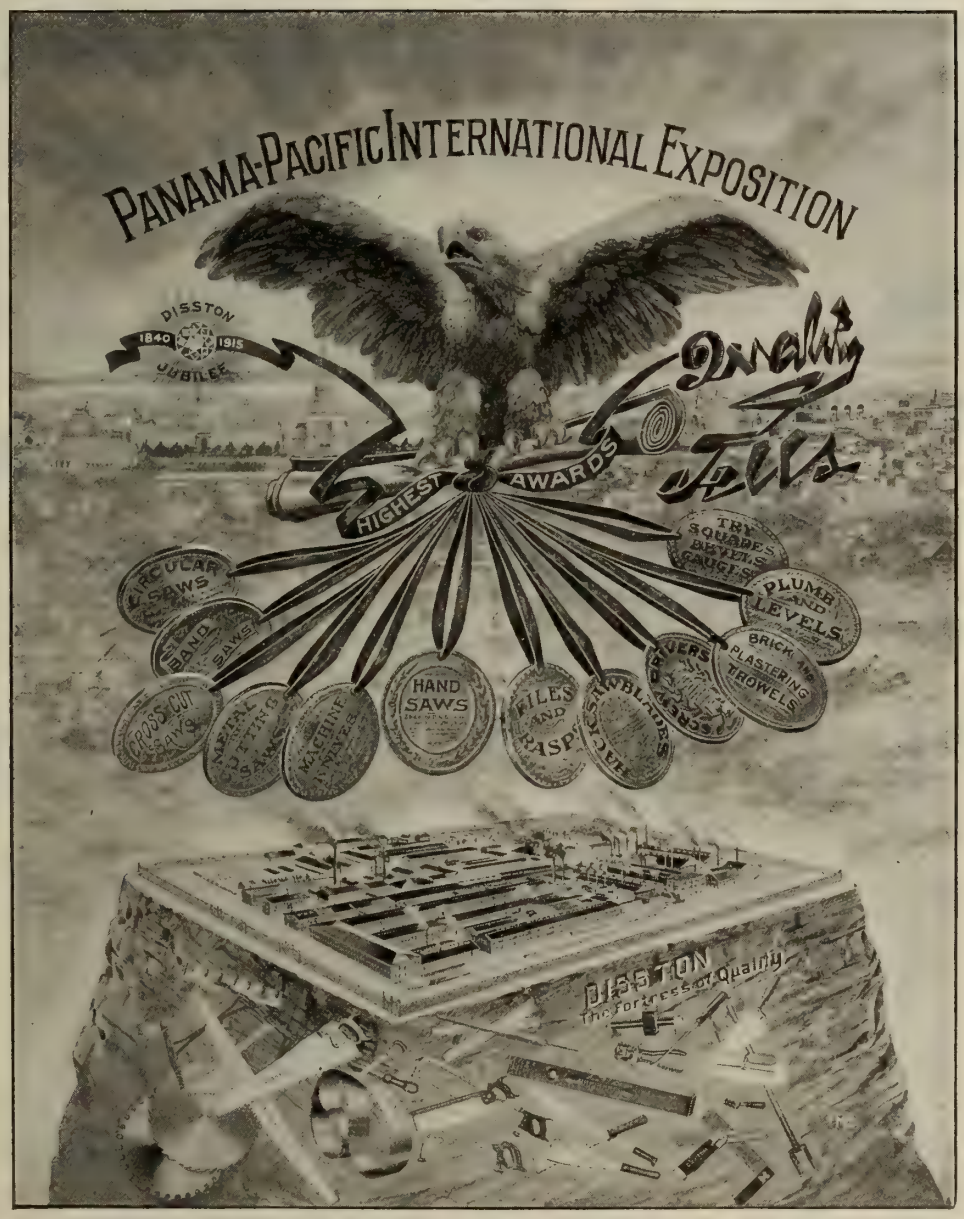
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Vacuum Bottle
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Made by American Shearer Mfg. Co.

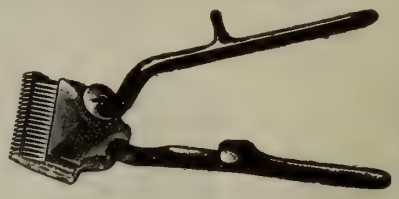
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STANDARD No. 0, No. 1 and No. 2.
Retailing at about $2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about $2.25



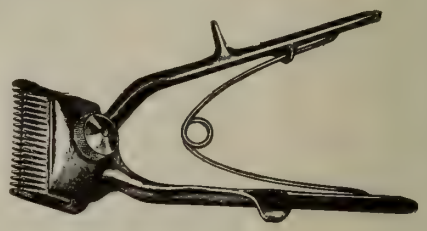
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Best low-priced Clipper made. Retailing at about $1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.

A. MacFarlane & Co.
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Canadian Agents for
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with visible spring, retailing at about $1.00.

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THE STANDARD OF CANADA

MADE
In Canada
By Real Pump Makers Of Twenty-Five Years' Experience.
To Give Permanent Satisfaction.
For Every Condition.

One Merchant Installed 14 Aylmer Hand Systems this Season

And has no come-backs. All are giving just the pleasing service he desired. Isn't that what you want? All over Canada dealers are enthusiastic over

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AYLMER HAND SYSTEMS

are easiest to install and easiest to operate. The 520 pump, with air compressor, is the only pump made in Canada that will pump both air and water under all conditions.

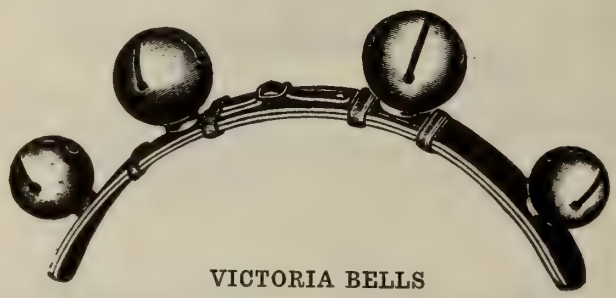
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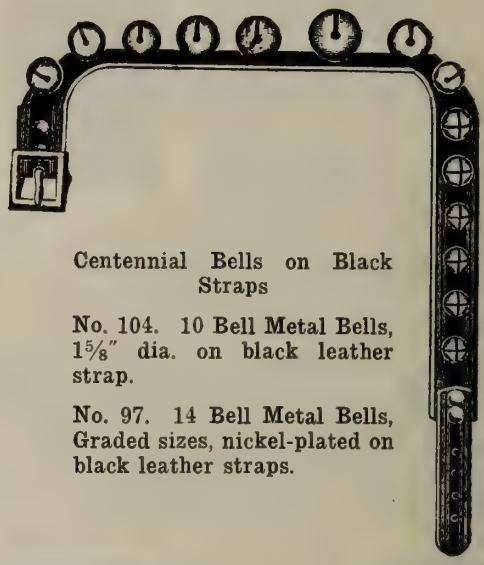
The Aylmer Pump & Scale Co.,
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SLEIGH BELLS

ORDER EARLY



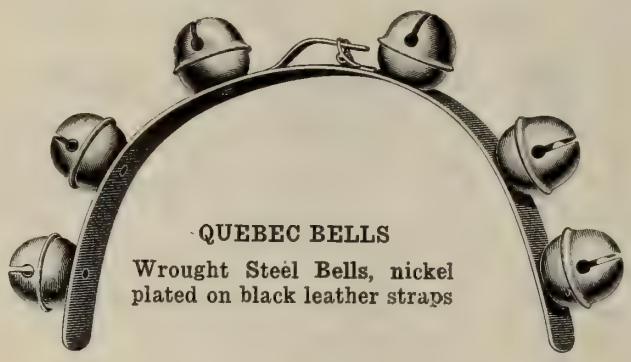
VICTORIA BELLS
Nickle-plated Bells on Black or Red Straps.
Brass Bells on Black or Red Straps



Centennial Bells on Black Straps

No. 104. 10 Bell Metal Bells, 1⅝" dia. on black leather strap.

No. 97. 14 Bell Metal Bells, Graded sizes, nickel-plated on black leather straps.



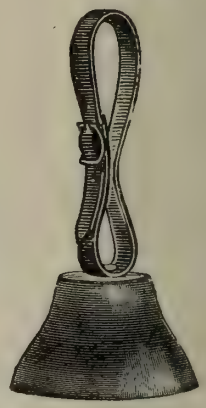
QUEBEC BELLS
Wrought Steel Bells, nickel plated on black leather straps



No. 28. Cast Bell Metal Gongs, nicely nickel plated



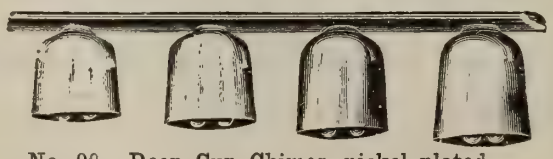
Bell Metal Team Bells



Strapped Collar Bells



No. 100. Top Shaft Gongs, nickel plated.



No. 90. Deep Cup Chimes, nickel plated.

Saddle Gongs

York Eye Team Bells

ASK FOR CATALOGUE SHOWING FULL LINE

CAVERHILL, LEARMONT & CO.

MONTREAL

If interested, tear out this page and keep with letters to be answered.



YOUR CHOICE of a brand of roofing represents more than the mere purchase of a covering for a roof, for, upon the extent to which it gives satisfaction to your customers, it helps to keep their future trade.

SAMSON ROOFING

embodies all the essentials necessary to make it a roofing of durability and one that can be depended upon to give the utmost satisfaction.





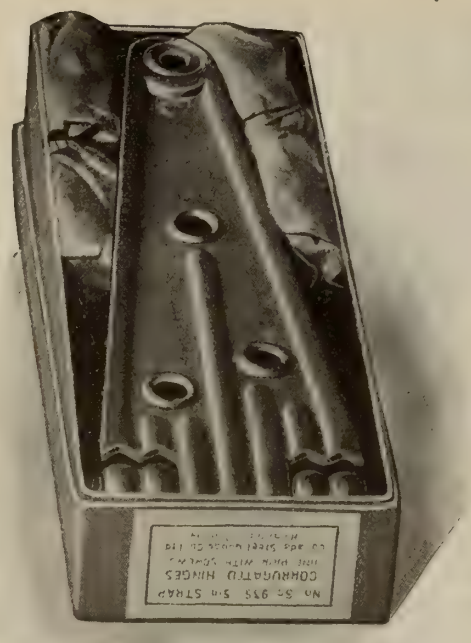
H. S. HOWLAND SONS & CO. LIMITED

WHOLESALE HARDWARE

TORONTO



If interested, tear out this page and keep with letters to be answered.



No. SC 935

Buy Your Hinges
Packed With Screws
ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges	Pair in a Box	SC 900
Light Tee Hinges	" " "	SC 904
Heavy Strap Hinges	" " "	SC 209
Heavy Tee Hinges	" " "	SC 609
Corrugated Strap Hinges	" " "	SC 935
Corrugated Tee Hinges	" " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.
Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Canada

You can put a stop to faulty hot water systems by installing

The Knickerbocker Generator

It is a positive remedy that is easily applied to the open or closed systems of hot water heating.
Entirely automatic.
Connects with one-inch nipple to outlet of expansion tank.
Makes a hot water system equivalent to a low pressure steam plant.
Increases radiation from 25 to 30% with same firing.
Reduces the size of pipes and fittings.
Temperature of water can be varied up to 250 degrees.

A top-notch profit producer.



Particulars on request.

The James Morrison Brass Mfg. Co., Limited
93-97 Adelaide St. West, TORONTO

If interested, tear out this page and keep with letters to be answered.

Quality Service

Courtesy in Business

* * *

Fittingly framed and hanging in the Offices of one of the most important Public Service Corporations on this North American Continent is the following

'Did you say Please and Thank you?'

Broad minded men direct the destiny of that Corporation, men who know that public or private enterprises to be lastingly successful must operate for the public good.

Quality and Service are the two important factors in our business life today, but Courtesy is the door through which they must enter.

We are large producers of Hamilton Pig Iron and our output of Open Hearth Steel Blooms and Billets, Iron and Steel Bars of all shapes and size runs into enormous tonnage.

The products of our mills include practically everything that can be manufactured from Iron and Steel and these we distribute to thousands of satisfied customers.

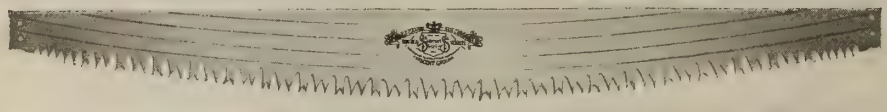
Our business is an extensive one and a successful one The World is our market: but our prosperity and success in the future, as in the past, depend upon the continued confidence, co-operation and good-will of the people we serve.

The Steel Company of Canada, Limited

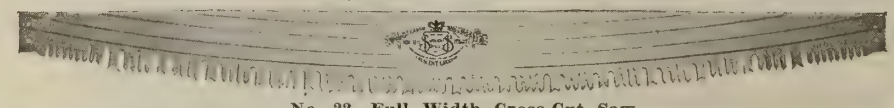
HAMILTON TORONTO MONTREAL WINNIPEG

If interested, tear out this pageand keep with letters to be answered.

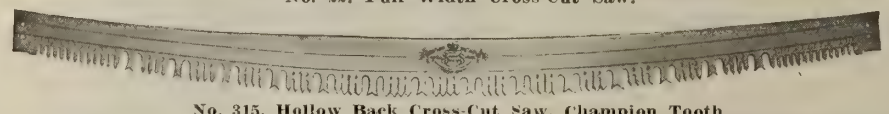
You should place your orders now for a stock of SIMONDS Crescent Ground Cross-Cut Saws



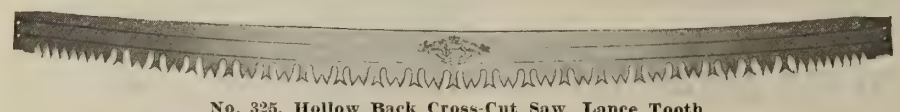
No. 13. Full Width Cross-Cut Saw.



No. 22. Full Width Cross-Cut Saw.



No. 315. Hollow Back Cross-Cut Saw, Champion Tooth.



No. 325. Hollow Back Cross-Cut Saw, Lance Tooth.

YOU can make no mistake when you do this as every logger or woodsman knows this make of saws and will always pay more for them for the simple reason that they enable him to do more work with a smaller amount of labor. He knows the better cutting quality of the saw will make it more than pay for itself. Select the styles you want from these pictures or write for our complete catalog and more information.

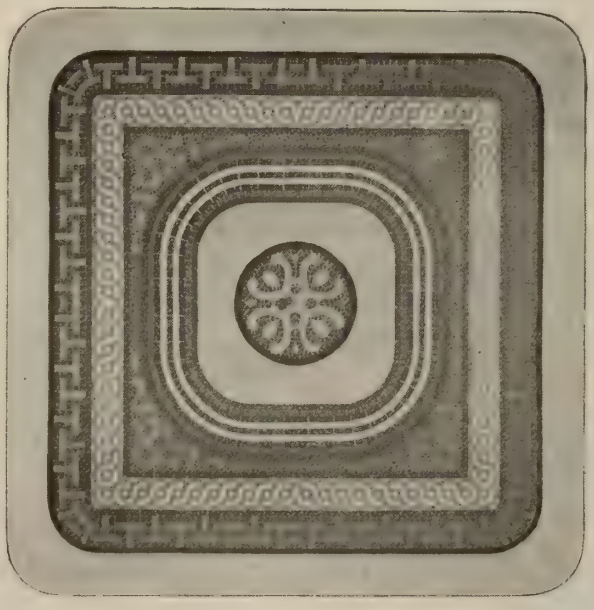
We also have a complete line of Hand Saws.

Place orders through your hardware wholesaler.



Simonds Canada Saw Co.,
Limited
St. Remi St. and Acorn Ave., Montreal, Que.
Vancouver, B.C. **St. John, N.B.**

DAVIDSON'S STOVE BOARDS



Square or Oblong

Wood Lined and Paper Lined
All sizes

Our extensive lithographing plant enables us to produce the most artistic in design and the quality is the best, as only specially selected material is used.

Our Stove Boards are seamless, no cracked or shabby corners.

Write us for prices.

THE THOS. DAVIDSON MFG. CO., LIMITED

TORONTO **MONTREAL** **WINNIPEG**

If interested, tear out this page and keep with letters to be answered.



Are You Using Our Free Display Fixtures?

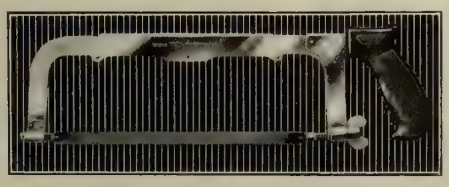
Displaying tools was a big problem before our handsomely finished displays of unique design made it so easy. No more stapling and wiring tools on panels that don't "stick out" of the window display, nor look effective after the endless work of getting them ready.

You just put a few tools on the Millers Falls displays. Put them in the window with a few tools on the floor of the window and the display is all done. Takes only minutes where tool windows used to take hours to prepare.

And they make 1000% better looking windows besides!

Send for book showing all the Dealer Helps we offer you free—also book "How To Sell Tools" that is recognized as authority on the subject. The book that has made thousands of hardware merchants Stop, Look and Think.

If you are not thoroughly familiar with what we are doing to help retailers get a higher batting average in selling tools—write us to-day before you do another thing.



Here's Star Hack Saw 1019, which is the last word in effective frame construction. Costs so very little more that no mechanic can afford to buy the old inefficient kind.

Pistol grip and "hang" of saw give you the greatest power with the least effort. Blade allows maximum stroke and handle fits any hand.

Millers Falls Company

"Toolmaker to the Master Mechanic"

MILLERS FALLS, MASS.

N. Y. Office: 28 Warren Street

KIR-BEN

TRADE MARK

"KIR-BEN" sounds all right

REGARDED for its selling or advertising value, the Kir-Ben name is good. It is easily remembered—a sticky sort of name. It is novel enough and it is short without being fancy; it is easy to say and sounds good when said, and buyers when they talk to neighbors and say "Kir-Ben" are using a name not easily forgotten, a name that haunts the memory and ousts other names.

But a name alone, however good, won't do; you must have a good article to go with it, and it should please you to know, as it does us, that

KIR-BEN Ranges, Stoves, Furnaces

are as good as they look, and **better**; for their real goodness is **inside**, where it cannot readily be seen.

Be a KIR-BEN Agent

and be one this autumn. Demand will be good. Tie up with a firm of makers that will work with you and ahead of you to make sales, and whose range, stove or furnace **will never make you an enemy.**

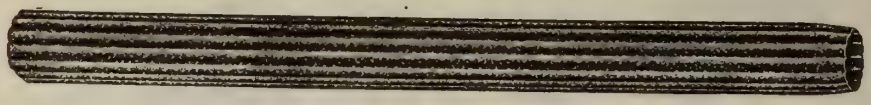
You can make quick sales with Kir-Ben, and quick sales make fine profits. Have you our booklet? Do you know our prices and terms? Do you know how we are ready to co-operate with you to make sales? A letter of enquiry will give you answers to all these questions. Please write to-day.

Kir-Ben Limited

ALMONTE, ONTARIO

Kir-Ben Agency is the Best

If interested, tear out this page and keep with letters to be answered.



Our eavetrough and conductor pipes are made of the very best galvanized iron that money can buy, so that you are never taking any chances when ordering our goods.

Conductor elbows, ridge roll, valleys, skylights, ventilators, etc., and Corrugated Iron. Get our prices for galvanized iron and tin plates.

We ship while others are thinking about it.

WHEELER & BAIN 179 KING STREET EAST 108 GEORGE STREET **TORONTO**

Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

AT LAST
WE HAVE THEM

Fibre
Vinegar
Measures

PINT QUART FUNNEL

$2.50 per Set

Used and highly commended by the Grocery Trade in the United States.

WALTER WOODS & CO.
HAMILTON and WINNIPEG



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

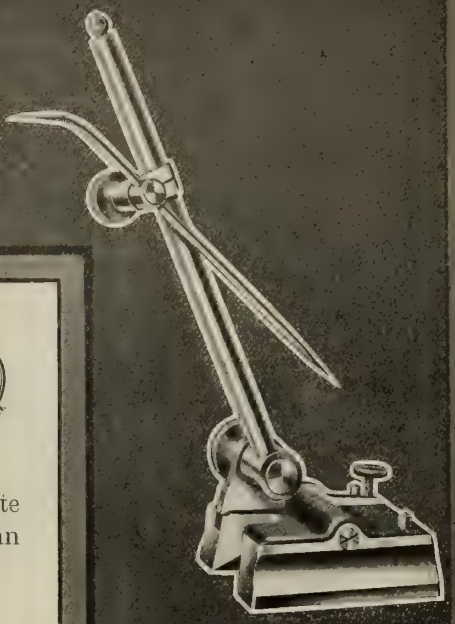
WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.
9 and 11 Pitt St. East, Windsor, Ont.



If interested, tear out this page and keep with letters to be answered.

What Could He Do Without Fine Tools?





Even an ideal combination of masterly design, skilful and intelligent workmanship and splendid equipment cannot turn out fine mechanical work without accurate instruments to guide the workman and check up his progress.

Starrett Tools

are in general use among toolmakers and machinists who value their own reputations as rapid and exact workmen.

There are 2100 styles and sizes to suit every practical need. Send for free catalog No. 21 M.A., describing the full line.

The L. S. Starrett Co.

The World's Greatest Toolmakers

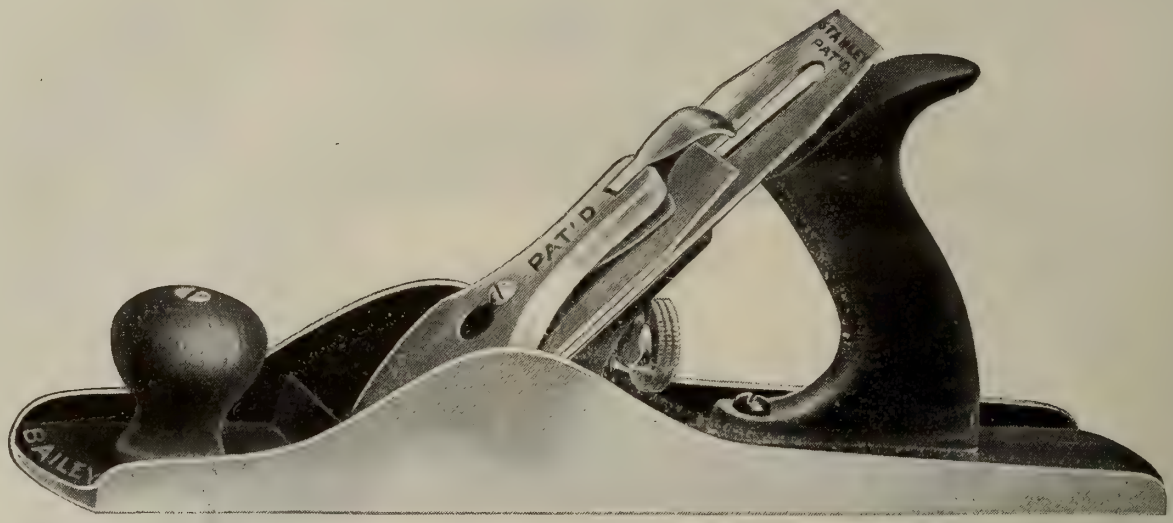
Athol, Mass.

42-510



If interested, tear out this page and keep with letters to be answered.

Stanley Tools



BAILEY IRON PLANES

MADE IN CANADA

"Bailey" Planes are carried by all the leading jobbers and hardware dealers in Canada, as they are the recognized standard for Planes of this type.

While retaining all the original features, many valuable improvements in construction have been added from time to time. Only the finest materials and the best workmanship are used in their manufacture.

Always insist that your order be filled with Planes made by THE STANLEY RULE & LEVEL CO., which carry with them a GUARANTEE backed by a Company that has been manufacturing Carpenters' and Mechanics' tools for over half a century.

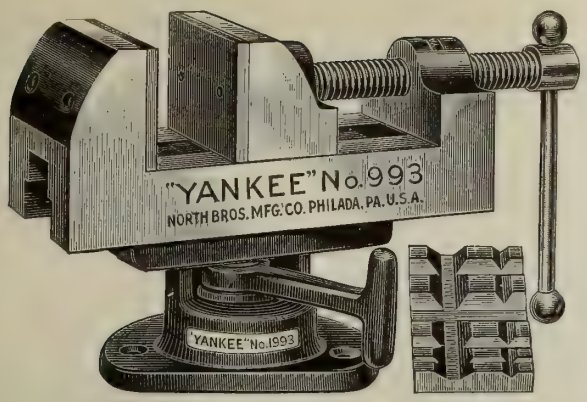
Manufactured by

EVERY TOOL GUARANTEED

STANLEY RULE & LEVEL CO.
NEW BRITAIN. CONN. U.S.A.

STANDARD THE WORLD OVER

If interested, tear out this page and keep with letters to be answered.



"YANKEE" VISE

No. 1993

WITH SWIVEL BASE

A GREAT LITTLE VISE FOR A BIG LOT OF WORK

An entirely new feature in vises, quickly appreciated by Tool Makers, Machinists, Electricians, Amateurs and all users of high-grade labor-saving tools.

Quickly detached from swivel base by the turn of a set screw; and being accurately machined all over can be used in any position as a jig for special work on drill press, shaper, etc.

Holds work rigid at any angle with use of the special grooved block.

The swivel base is easily and firmly locked and released in any position by a short movement of lever at the side.

Jaws 2¾" wide, 1⅞" deep, opening 3⅛", Base 7½" long.

Your Jobber will supply you.

NORTH BROS. MFG. CO.

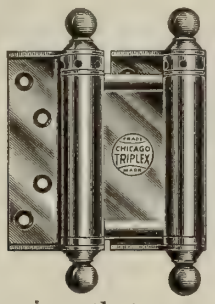
PHILADELPHIA, PA.

TRADE CHICAGO MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO — NEW YORK

Christmas in 10 Weeks

Only 10 weeks till Christmas Tree Time

How many homes have had their festivities brought to a sudden and disastrous ending by the Christmas tree catching fire?

Point out this fact to your customers and boost the

"FRANCO" Christmas Tree Outfit



It is a safe, sane, inexpensive way of lighting Christmas trees. Prettier than candles—no danger — no worry about fire.

The cost is small, your profits big.

If there is no electricity in the home **a battery can be used** with equal advantage.

Interstate Electric Novelty Co. of Canada, Ltd.

TORONTO 220 King St. West ONTARIO

If interested, tear out this page and keep with letters to be answered.



Efficient Workmen Prefer the "Famous Five" Files

Therefore, it is good policy for you to sell them, because, when you carry the "Famous Five" the mechanic knows that your judgment on tools is sound and he is likely to come to your store, not only for files, but for other tools that he needs in his shop.

It is just as well to specify the "Famous Five" when ordering from your jobber.

The "Famous Five" are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

(Made in Canada)



Big Profits Selling Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless and Champion.

Made of the best of Hickory, nicely finished.

All leading Jobbers stock them.

Write for prices.

J. H. Still Mfg. Co.
ST. THOMAS, ONT.



(No. 201)

HEARTH FURNITURE

sells this month and next

Suggest hearth furniture to your customers—with the help of our catalogue, if with nothing else, and you'll obtain many an order, thus increasing your turnover and income.

Our line includes various styles in each of the following:

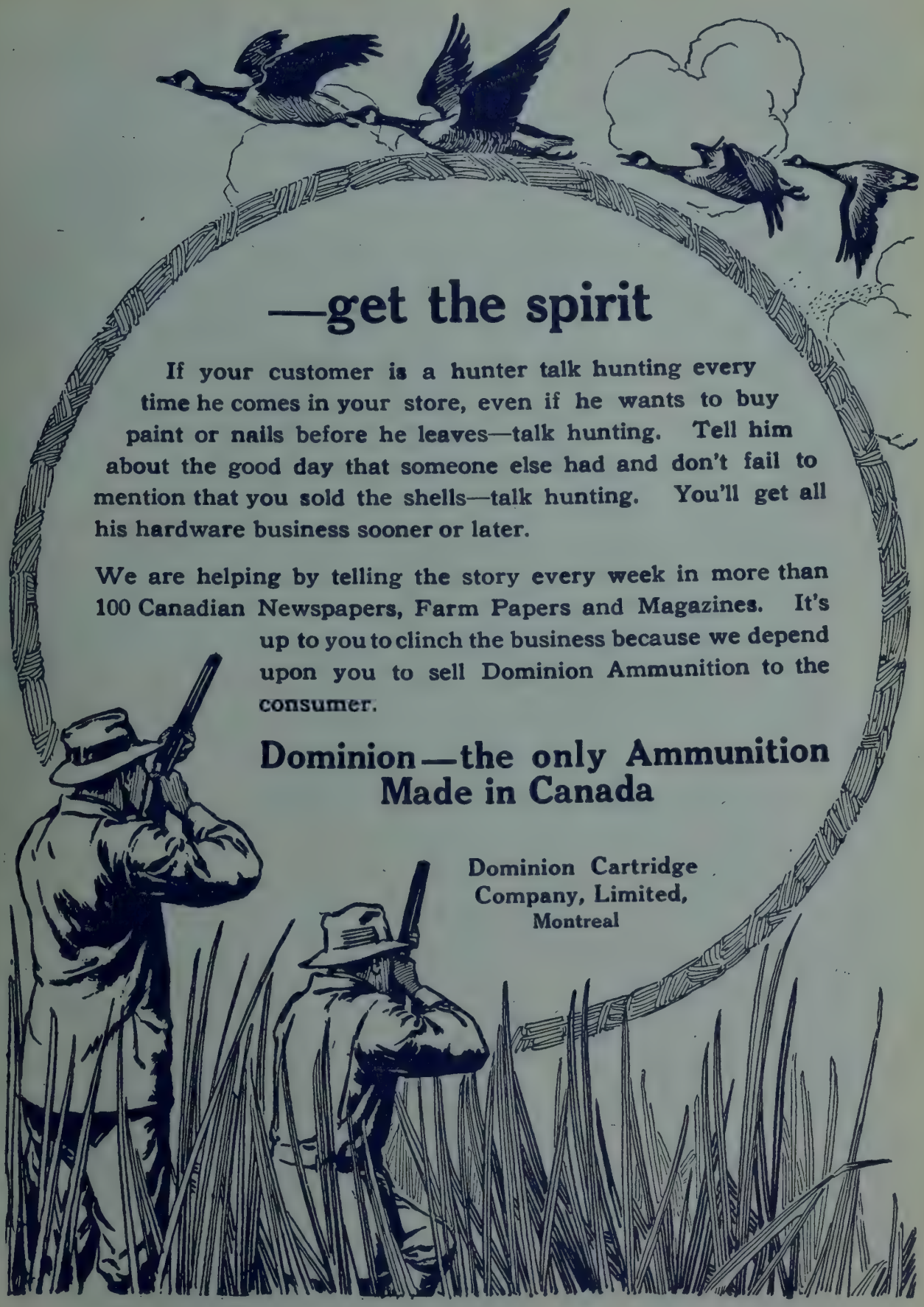
FIRE-IRONS, ANDIRONS, PORTABLE BASKETS, GRATE AND SPARK GUARDS.

But it is much better to have some lines actually on hand. They will surely sell, for they are real needs in every home.

But send for our illustrated catalogue as a first step.

Winfield Brewster
Hespeler, Ontario

If interested, tear out this page and keep with letters to be answered.



—get the spirit

If your customer is a hunter talk hunting every time he comes in your store, even if he wants to buy paint or nails before he leaves—talk hunting. Tell him about the good day that someone else had and don't fail to mention that you sold the shells—talk hunting. You'll get all his hardware business sooner or later.

We are helping by telling the story every week in more than 100 Canadian Newspapers, Farm Papers and Magazines. It's up to you to clinch the business because we depend upon you to sell Dominion Ammunition to the consumer.

Dominion—the only Ammunition Made in Canada

Dominion Cartridge Company, Limited,
Montreal







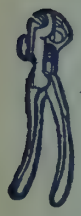
Two Hundred Successful Merchants are using Hardware and Metal's Advertising Electros.






THE W. W. COOPER COMPANY LIMITED
WE SELL EVERYTHING
DIAMOND C BRAND
EVERYTHING WE SELL WE GUARANTEE

Sept.20,1916.




Messrs,
Hardware and Metal,
143-153 University Ave.,
Toronto,Ont.

Gentlemen:-

We beg to acknowledge receipt of your favor of the 16th., also cuts as mentioned therein and for which we thank you.

We are now using about fifty of these with good results.

Yours truly,

THE W.W.COOPER COMPANY Limited.

P/H. per. P.









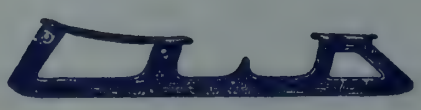

Since we announced HARDWARE AND METAL'S Electro Service about a year ago, nearly 200 subscribers have availed themselves of the opportunity to secure cuts for their local advertising at low cost.

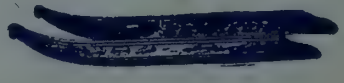
The letter from The W. W. Cooper Company, reproduced above, is only one of many which we have received from merchants who have had good results from using these cuts.

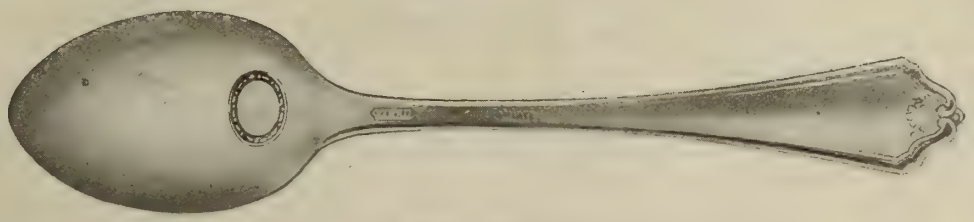
You can have equally good results from a judicious selection of electros combined with good "copy." Write now for free proof sheets showing our complete assortment of hardware electros. They cost only 20 cents each, and they will open up big possibilities for expanding your sales.

HARDWARE AND METAL

143-153 University Ave., Toronto, Ont.



BACK.—Note the position of Sterling Silver mound which prevents wear.

A Silver Mound—

on the back of all spoons and forks speaks for itself. Just at the vital spot where ordinary Plated Ware first shows signs of service, this "new idea" tableware has a Sterling Silver mound. Thus the long life of Sterling Silver is given to Plated Ware.

THE PATRICIA

is a line made in response to the trade's demand for a reasonably-priced plated ware that will give long service. In addition to the silver mound a heavy deposit of silver on an 18 per cent. nickel base gives permanent durability. There is attractiveness, too, in the design—and in the profits and quick-selling opportunities this line offers you.

McGLASHAN, CLARKE CO., Limited

NIAGARA FALLS ONTARIO

Worth-while Discounts are offered on the following. They will interest you. Write now.

1 doz. Tea Spoons	$4.75	1 only Sugar Shell	$ .75
1 doz. Dessert Spoons	8.50	1 only Butter Knife	.90
1 doz. Table Spoons	9.50	1 only Berry Spoon	2.00
1 doz. Dessert Forks	8.50	1 only Meat Fork	1.25
1 doz. Medium Forks	9.50	1 doz. Dessert Knives	7.50
		1 doz. Medium Knives	8.00



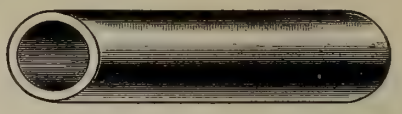
FRONT. Note sterling character imparted by combination of Colonial and Bead design.

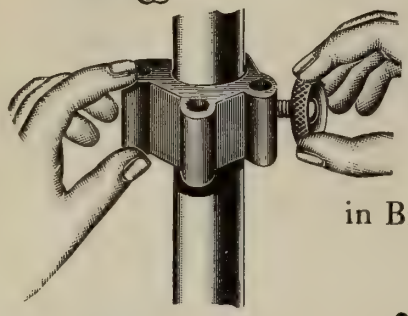
If interested, tear out this page and keep with letters to be answered.



WILLIAMS BROS. & PIGGOTT, LTD.

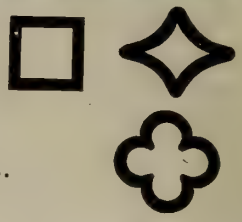
Small Heath, BIRMINGHAM





Specialists in TUBES Seamless, Brazed Iron-cased Mouldings, Beadings, Rolled Metals in Brass, Copper, German Silver, and other Metals.

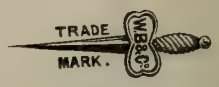
Over 1000 different sections



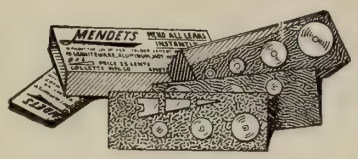
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This article will be followed in the November issue by another "inside" story of doings and movements in the Conservative party. Read the first of the series in

MACLEAN'S MAGAZINE for October

Some Toronto Liberals are bent on pushing Mr. Rowell, leader of the Ontario Opposition, to the front—as Sir Wilfrid's successor. And Gadsby reveals a great deal else of sensational interest. You can "cash in" on his article in **MacLean's.**

Other Good Things in the October MacLean's

Is Permanent Peace Possible?—by Stephen Leacock (in the role of a professor of political economy). Frequently Leacock doffs the mantle of the humorist, and dons his academic gown and speaks with an earnest seriousness—as a student, teacher and deep thinker. In this article, Is Permanent Peace Possible? he writes to make men and women think.

The Presidential Situation in the U.S.A.—by Agnes C. Laut. Miss Laut says that the German-Americans will support Wilson rather than Hughes, and gives her reasons. This is quite a contrary view to that commonly held, for we all know that the Hyphenates were "sore" on Wilson a few months ago. What has changed them? Miss Laut tells.

The Man from Athabasca—by Robert W. Service. Another "At the Front" poem by this Kipling of Canada. The stirring tale in verse of an old Athabasca trapper who left the hunting grounds of the Far West to do his bit in France and Flanders. A fine thing, this poem, admirably illustrated.

Present-Day Stage Favorites in London—tells of London's play-people who are entertaining the Canadian soldiers in London, at the camps and in the hospitals. Profusely illustrated.

Arthur Stringer and Arthur E. McFarlane continue their fine serials—The Anatomy of Love, and Behind the Bolted Door?

Robert J. C. Stead, a young Western poet of great promise, contributes verse entitled "In the Wheat."

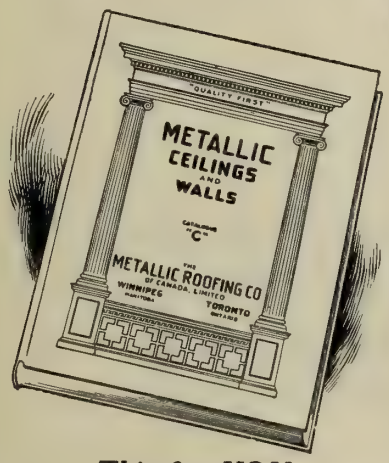
"Janey Canuck," Canada's First Woman Magistrate—a sketch of Mrs. Arthur Murphy, and incidentally a story of a phase of the Woman's Movement in Western Canada.

Review of Reviews—The best thing from the best periodicals, condensed for busy readers. One of the most prized features of every issue of **MacLean's.**

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CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, OCTOBER 14, 1916 No. 32

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Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House. The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

Cable Address: Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

HARDWARE AND METAL

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H. M. REID, Eastern Manager.
J. J. BUTLER, Ontario Representative.
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UNITED STATES—New York, R. B. Huestis, 115 Broadway, N.Y., Telephone Rector 8971; Boston, C. L. Morton, Room 733, Old South Building, Telephone Main 1024. A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., Chicago, Telephone Randolph 3234. Cleveland, R. G. Langrill, 3112 Euclid Ave., Cleveland, Ohio. Telephone Prospect 1026R.

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NEW BRITAIN, CONN., U.S.A.

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Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 28 TORONTO, OCTOBER 14, 1916 No. 42

Sweeping Changes in R.M.A. Control

Ontario Board Ratifies Arrangement to Give Management of Affairs to J. A. Beaudry and to Advance Yearly Fee From $6 to $15—Montreal Journal of Commerce to be Supplied to Members.

A SWEEPING change is being made in the conduct of the affairs of the Retail Merchants' Association, which will involve, among other matters, an advance in the membership fee from $6 a year to $15 a year and the centralizing of control of association affairs.

On Saturday, September 23, a proposition was laid before the Ontario Board at a special meeting held in Toronto. The terms of the proposition were in brief: The membership fee was to be raised from $6 to $15 a year, and the members would receive, in addition to their membership, subscriptions to the *Journal of Commerce*, a weekly financial paper published in Montreal, and to any other trade paper that they might specify. It was indicated that the *Journal of Commerce* would devote a certain amount of space to association matters, and would employ an associate editor to handle this department. The understanding announced, however, was that the journal would not be the official organ of the association, in that it would remain free to discuss trade problems from an independent basis. A further, and most radical, feature of the proposition was the appointment of J. A. Beaudry, of Montreal, publisher of the *Le Prix Courant* and treasurer of the Dominion Board of the R. M. A., as manager, treasurer and trustee for the Ontario Board, with full authority to settle all debts and to manage the affairs of the association in Ontario generally.

The arrangement was tentatively ratified by the Ontario Board at this meeting, but certain phases of the problem were afterwards brought into question, and it was felt wise to go into the matter again. Accordingly, another meeting was called for Wednesday, October 4, in Toronto.

At this session, which was attended by all the members of the Ontario Board, Messrs. Zeiman (Preston), Clark (Toronto), Higgins (Toronto), McCully (Stratford), Secretary Miller, and also by M. Beaudry, the question was threshed out at some length and finally ratified.

The Financial Problem

Representatives of the MacLean Publishing Co. were invited to attend and state their views. They did this, pointing out some aspects of the proposition that did not seem in the interests of the retailers. They were then asked to withdraw, and the following day Messrs. Beaudry and Zeiman called at the offices of the MacLean Publishing Co. and vouchsafed further information with reference to the proposition. The financial side of the arrangement was discussed.

It had been understood that the two points which had made the new arrangement acceptable to the members of the Ontario Board were—first, the additional revenue which would be secured; and, second, the possibility of shifting the responsibility of the Ontario deficit. This deficit is in the neighborhood of $7,000. In discussing the matter previous to the second meeting, certain members of the board seemed to be under the impression that under the new arrangement the deficit would be assumed by Mr. Beaudry or by interests represented by him. This idea of the arrangement had been voiced to representatives of the MacLean Publishing Co., and accordingly Mr. Beaudry was asked if this were the case.

His explanation was that in his new position as manager, treasurer and trustee he would have full charge of the affairs of the Ontario branch of the association, but that he was not taking the deficit off the board, as had been assumed. The deficit would be paid off as soon as possible from the funds raised by the association, but that, if the necessity arose to liquidate it more rapidly, he would guarantee that the necessary arrangements would be made.

"Do you mean that you would arrange to make a loan to the association?" he was asked.

"Yes, by a loan if necessary," he replied.

It was further stated by Mr. Beaudry that no further arrangement had been made with the *Journal of Commerce* other than that the publishers were to devote a certain amount of space to giving association news, and that in return the paper would be sent to each merchant who paid the advanced fee of $15, out of which a certain amount would be paid to the *Journal of Commerce*.

Other Provinces Also

It is understood that the whole proposition originated with the Dominion Board of the R. M. A., and will be submitted to each provincial board. With regard to the Province of Quebec, the proposition will be to supply *Le Prix Courant*, which is owned by Mr. Beaudry, to French-Canadian members in place of the *Journal of Commerce*.

At the first meeting of the Ontario Board it was stated that arrangements had been made with other trade papers, by which it would be possible to supply them to members under the proposed arrangement. It has developed, however, that such arrangements have not yet been made. In fact, many of the trade newspapers could not make such an arrangement, as it has been a settled policy that premiums should ont be used, and that there should be no inducement other than the merits of the paper itself to secure subscriptions.

It is announced that a meeting of the Dominion Board is to be held shortly to consider the proposition. Although the suggestion emanated from the Dominion Board, it has not yet received final ratification in that quarter.

Gasoline Carries Good Profit

Large Number of Turnovers During Course of Year Brings Gross Profits Up—Profit Is Really More Than Apparent on the Surface — Hardwareman in Better Position Than Garage Man—Prospect for Firmer Gasoline.

IS there any profit in gasoline that sells at 30c per gallon? This is a question that has concerned many retailers of gasoline. Gasoline is now selling from many of the service stations in Toronto as 28c per gallon. A question that becomes even more pertinent is whether there is any profit at this figure? Most hardware men are retailing gasoline from 29c to 30c per gallon. Gasoline can be bought from the oil companies at the present time at 26½c per gallon. There are many garage men who say they do not make any profit in gasoline at all. "If we break even we consider we are doing all right," many of them assert. "We keep it more as an accommodation and as a means to draw trade in other lines. It we get the automobiles coming to our garage we have a chance to sell them accessories. In tires and cylinder oil and other accessories there is a good profit, and we use the gasoline as a feeder for this trade."

This attitude may or may not be a good one. One of the facts that has been made patent as the result of the investigations made by HARDWARE AND METAL, in talks with garage men and oil men is that there is a fairly good margin of profit when it is considered that the turnover is rapid. There is a difference of opinion among dealers in gasoline as to just what it does cost to sell a gallon of gasoline. One large dealer, for instance, considered their expense in connection with the selling of a gallon of gasoline was 3.50c. On the other hand, another large livery garage considered they could make a substantial profit and make the handling of gasoline worth while on a gross profit of 3.25c per gallon.

Turnover Percentage Large.

Figured on a basis of 28c per gallon retail price, while the wholesale cost of the gasoline is 26½c per gallon, the profit on the gallon of gasoline is 1½c. On percentage basis this represents 5.5 per cent. It must be remembered that the turnover in gasoline is rapid. An average hardware store that has a fair trade in gasoline would probably handle on the average about 100 gallons of gasoline per week. This would be in the neighborhood of 5,200 gallons of gasoline in a year. Now for the initial outlay in gasoline alone on the original 100 gallons there would be invested $26.50. This, of course, does not include the cost of the tank. But that will be taken into consideration later. On the first 100 gallons turned over the profit at 1.5c per gallon would amount to $1.50 on an investment of $26.50. At the end of the first week he would take the amount invested in gasoline and put it back into a fresh supply and bank or invest his $1.50. The same money would earn another $1.50 the second week. During the month it would be turned over four times. In other words, on the original investment of $26.50 the gross percentage profit would be four times 5.5, or 22 per cent. For the year, if this rate of selling and rate of profit were maintained, the gross profits for the year would be 264 per cent.

There would, of course, be considerable work in the handling of this amount of gasoline. But when it is considered that on a basis of an investment of $26.50 at the end of the year the profits would be $78, it will be seen that the profits are by no means inconsiderable. It is the large number of turnovers during the course of the year that brings the gross profits up and makes gasoline worth while. If the margin of profit is 2½c per gallon, the profit is 9.4 per cent. each week on the investment. If the margin on the other hand is 3½c per gallon, the profit is 13.2 per cent., with a turnover each week. At the 2½c rate and 3½c rate the profits run into such considerable sums that one might be named a fit candidate for the Ananias Club if they were put down in black and white. There are factors that eat up a considerable portion of these profits. Let us see what they are.

Cost of Handling

In garages the overhead expenses is stated by the proprietors to be large.

"We figure the wastage on gasoline is 5 per cent.," said the accountant of one of the large supply houses. "In other words, on 100 gallons there would be lost by spilling and evaporation approximately 5 gallons. That is, of course, provided the dealer has a steel tank his wastage will be approximately 5 per cent. If he has not a tank the wastage may be fully 25 per cent. We consider the overhead expenses in our method of handling gasoline will run 1c per gallon. This would include the cost of the tank distributed over a number of years. The cost of wastage runs us about 1c per gallon, while the actual labor of pumping costs another 1c per gallon. The cost of the tank is a heavy initial expenditure. A 50-gallon tank costs $350, while a 200-gallon tank costs about $500. This must be allotted in depreciation at the rate of about 10 per cent. of the cost of the tank per year. The life of the tank would probably be about 10 years or over."

Figured on this basis, the concern in question, when they sell gasoline at 30c per gallon, would make a clear profit of one-half a cent. per gallon. On 5,000 gallons handled during the year this would net the concern $25 clear profit. But this concern handles many thousands of gallons each month.

Garage Overhead Large

When another large automobile livery was interviewed, the accountant there stated they considered their overhead expenses, wastage and cost of handling ran them 1½c per gallon. "But our overhead expenses are necessarily large here. We have to keep a man who devotes all his time to the handling of gasoline. In our own autos, and the amount we sell to customers, we use approximately 1,000 gallons per day. The greater part of this is consumed in our own machines. We consider that we do not make very much on gasoline when it has to be sold at 28c per gallon. We are of the opinion that one would need to sell gasoline at 29.75c per gallon in order to make a fair margin of profit at the present cost price of gasoline at 26½c per gallon. We sell our gasoline at 30c per gallon."

Hardwareman Has Advantage

"Admittedly our overhead expenses are large. With a hardwareman who does not require the services of a special clerk to look after his serving station, there should be a fair margin of profit even at 1.5c basic profit per gallon. If he can get more than 28c his profit should be correspondingly higher. The number of turnovers is a big consideration when the gross profit is being considered. A hardware clerk would no doubt be able to look after the service station without attaching any additional overhead expense to the store."

Then, too, the fact should not be lost sight of that gasoline draws trade in other things. There is a fine opportunity to talk accessories when the tank is being filled. Taken all in all, while the margin of profit on gasoline is appar-

(Continued on page 39.)

Sales Record for Store and Each Clerk

Daily Entries for Every Salesman From Sales Slips, With Monthly and Yearly Summaries—Comparative Records for the Store by Month and Year — Some Simple Bookkeeping Systems

A SYSTEM that employs forms that compels the proprietor to pore over them several hours a day, is almost as senseless as a lack of system, for it defeats its own object. Few heads of stores can afford to take up much of their time attending to the routine of their bookkeeping. All of this should be done by a clerk, and it should be simple enough for anyone with a few months' training in a business college to understand and operate in an expert manner.

The object in installing any bookkeeping system should be to secure the essential facts as to accounts, costs of doing business, the record of invoices and the time for meeting payments; petty cash payments; the sales, daily, monthly, and yearly, with comparisons with previous years, and also some record of the sales of individual clerks. At this stage we will not express an opinion as to the advisability of keeping track of the exact condition of each department, the stock on hand, purchases, sales, net stock left at the end of each month, the proportion of the overhead charges that this department should fairly be charged with, and other points connected with what is known as "departmentizing." Most merchants shrink from embarking on this last mentioned, fearing they will be smothered in intricate details that will entail more trouble each day than the additional knowledge is worth. For the present, then, let this part pass with a remark that the merchants who "departmentize" declare that it runs quite smoothly once the system is started, and seldom obliges them to increase their bookkeeping staff even in the larger stores.

Analysis of Daily Business

In this article it is proposed to take up a few of the more simple points in an analysis of one's daily business. Where cash registers are used the totals of the day's sales are ready for you, and the sales of each clerk as well. The "charge" slips, of course, require special handling, the same as the cash slips where all are sent to a central desk instead of being registered.

When these are handed in or sent by carriers to the office, it is usual to have separate files for each clerk, and number the clerks, 1, 2, 3, 4, etc., or A, B, C, D, E, and so on. Some bookkeepers keep the sales slips collecting all day on these files and add them up the first thing next morning. Others keep pretty well up to them, and, say, at 3 p.m., when finishing A's to date, puts the total, so far, on a slip on A's file, $20.87, and B's to-day, $27.63, and so on, so that when the last one comes in, perhaps the amount on a single slip has to be added to the previous total for each clerk, to have the day's total.

When the slips from time to time are totalled, the charge ones are entered in the loose leaf ledger. One store we saw a handy plan worked out by two rubber stamps, on slip being marked in purple ink:

PAID.
Oct. 10, 1916.
Jones Hardware Co.

On each of the "charge" slips, after the amount had been entered in the ledger, there was stamped:

ENTERED.
Oct. 10, 1916.
Jones Hardware Co.

In this way a very legible record was contained on each slip.

Entering Up Each Sale's Slip

Some merchants insist on every single slip sent in by a clerk being entered by itself, running in series from 1 to 50. For instance, a page might be ruled into say, ten section (for 10 clerks), A, B, C, etc., and under A would be No. 1 slip, 37c; No. 2, 43c; No. 3, $1.25, and so on, perhaps, up to 21 for that particular day, and the next day the record would start at slip No. 22, and go on, say, to 35, and so forth. The advantage in this, they say, is that they have thus a record of every sales slip that is used, and one can be kept out by the clerk for any improper purpose. Ordinarily, however, this would appear to add too much to the labor of bookkeeping. A simple page of the record of daily clerks' sales would read somewhat as follows:—

DAILY CLERKS' SALES—OCTOBER.

Day of Month	Clerk A	Clerk B	Clerk D
1	$ 5.82	$ 4.97	$ 6.55
2	15.90	16.42	19.75
4	3.64	4.93	3.51
31	4.25	7.80	5.65
Total	$297.74	$365.70	$412.96

Sometimes underneath the total on the page for each clerk is entered in red ink, for the sake of contrast and comparison, the amount of the sales for the previous year.

The monthly summary would run as follows:

Month.	Clerk A	Clerk B
February	$297.64	$363.80
March	356.40	413.94
April	387.65	454.25
December	495.80	586.37
Total	$	$ ....

The total daily sales are, of course, simply the summary of the clerk's totals for each day, but a comparison with the corresponding day of last year will be found very useful here, to tell how your business is going, for instance:

MONTHLY RECORD OF SALES.

Day	Total 1916	Total 1915
1	$ 98.80	$ 95.40
2	134.60	110.90
3	121.43	145.84
31	214.65	183.26
Total	$4,876.50	$4,163.40

Monthly Summary

The monthly summary of total sales would run as follows:

Month.	Total 1916	Total 1915
February	$3,784.91	$3,521.67
March	4,106.23	3,915.48
January	3,512.81	3,506.38
Total	.....	.....

Merchants who are not in the habit of using parallel records—last year's with this year's—will find the monthly comparisons very helpful in keeping track of the ebb and flow of their business. Many are disposed to despise this parallel system, but merchants who have tested it out find it a most useful guide, following it out on the same page sometimes for five years at a time. If the "charge" business forms a large bulk, it is usually advisable to run separate columns for cash and credit.

Loose Leaf Ledger System

Closely connected with the use of sales slips, cash and charge, is the entry into the ledger of the "charge" items. The loose leaf system is finding favor among a large proportion of merchants. This consists, as most are aware, of not only entering up the items the day they come in, but having a carbon copy of the account so that the one entry does for both, with the result that at the end of the month, there is the account all ready to be torn out by a perforated attachment with everything entered up complete, instead of the system of copying out each from the ledger at the end of the month. Some merchants send out only the total of each purchase, instead of the itemized account; the latter is far more satisfactory to the customer.

In an early issue some points in a Woodstock merchant's bookkeeping system will be described, with copies of forms used.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, OCTOBER 14, 1916 No. 41

EDITORIAL BRIEFS

THE PUBLISHER lives in hourly dread of hearing that another ten per cent. or so has been added to the price of paper.

* * *

BETTER BALE up your waste paper and send it to your friends for Christmas presents this year.

* * *

A HARDWARE buyer nowadays has to be a combination of detective, mind-reader and soothsayer—that is, if he wants to keep on the right side of the market.

GERMANY'S SPECTACULAR STUNT

THE spectacular achievement of a German submarine sinking six ships with alarming rapidity close to the shores of the United States rather amazed and startled the nation to the south of us, as well as the Canadian people. It is very unlikely that the performance will continue for any great period. The British authorities will put forth their very best efforts to round up the German undersea boat. Only when the methods, simple, yet effective, which the British have used for ridding the seas of submarine raiders become known, after the war, will the British people as a whole realize what wonderful work has been done by the British Navy. There is a great deal of sound common-sense in a statement made this week by the President of a large American concern, who was speaking of the latest German raid on shipping. This official stated in part as follows:—

"Does any rational being really believe that fundamentals have changed over night. Have we suddenly gone to sleep in a palace and wakened in a hovel. Is the yard-stick that measures the difference between security and chaos a German submarine? One might think so, if he did the American people so poor a service as to imagine that newspaper headlines are the ultimate arbiter of prices and values.

"Practically speaking, the brilliant German performance, which as a type of modern warfare compels admiration, means nothing unless it can be indefinitely continued. And unless our harbors are somewhere sheltering 'mother ships' or hidden supplies the day of the German submarine in the waters of the American coast will be a brief one. The British have shown an extraordinary facility in accounting for German submarines. They will do so again. This spectacular stunt of sinking six ships shocks and amazes our people. But it is a transitory development. It changes nothing. It alters no fundamental, economic facts."

GERMANY'S DILEMMA

ACCORDING to an Irish contemporary Germany now finds itself in a rather serious and amusing quandary regarding its iron crosses which it has been very generous in distributing. The Iron Cross is composed partly of silver, which runs around the iron centre of the emblem, three grammes being required. The manufacture is in the hands of eighty silversmiths, who have intimated that their supplies of silver are not equal to the demand. The government has now instructed them to apply to the society which is responsible for the collection of gold and silver objects, in return for the voluntary surrender of which the owners are given iron duplicates.

THE WHOLESALER'S TROUBLES

THE delivery problem is more perplexing than ever. A great deal of trouble is being experienced by wholesalers in securing deliveries of supplies.

There is a serious congestion of freight at all the large shipping centres, and the reduced staffs, caused by men enlisting, are totally unable to cope with the immense quantities of goods awaiting shipment and delivery. One of the chief difficulties appears to be a scarcity of experienced help. Large numbers of thoroughly experienced and trained men have enlisted for active service. Their places have been filled with inexperienced men, who are totally unacquainted with proper methods of procedure in the handling of goods. The result is that the delivery of goods is often delayed from one to three weeks, with consequent inconvenience to wholesaler and retailer.

Then there is a scarcity of help and materials in

many of the large manufacturing plants. Many manufacturers have had their productive capacity cut down from 30 to 60%. They are doing their best under the circumstances to meet the heavy demands made upon them.

Some wholesalers have received complaints from retailers regarding slow deliveries of certain lines of goods. The retailers should, however, bear in mind the fact that wholesalers are in practically all cases doing all that is possible to facilitate the rapid handling of goods. The wholesalers as well as the retailers and manufacturers are having troubles of their own.

THE ONTARIO DELEGATION

THE presence in Quebec of an Ontario delegation of representative business men for the purpose of promoting a better understanding between the two provinces marks the beginning of a new epoch in their relations. Too long has a mutual racial and religious prejudice been allowed to influence the two sections of our national family. The intolerant views of the demagogues of both parties have too greatly swayed the multitude. A spirit of mutual intolerance has crept into their relations. And it is from such intolerance that, the spirit of war springs.

The present occasion offers a happy illustration of what may be done toward lifting the veil which hides the good qualities of each from the other. It is to be hoped, that once lifted, it will never again be allowed to drop and that this occasion may prove only the beginning of a campaign of enlightment.

THE COUNTRY ROAD PROBLEM

MERCHANTS will find it to their own interest ardently to support movements which make for the securing of country roads worth while. The problem of better roads is attracting a great deal of attention, and largely through the indefatigable effort of a certain few in each province, is meeting with some sort of solution. Country dealers should do all they can to help on the good work. It is easy to see that better roads mean a minimizing of expense incurred in transportation. Good roads mean a saving, ultimately, of much time and always of money. Since they benefit the community at large, it is fitting that all sections get behind the movement and lend it their collective aid. It has been said from time to time that the farmer is lethargic on the question, that he will not bother himself to help along the movement for better roads. The automobile is steadily altering that, for possession of one makes a desire for good roads to run on. In the past, perhaps, the country dealers have not been as enthusiastic as they might have been for better roads. They should realize it is to their interest to put their shoulder to the wheel.

GOODS SHOULD BE RE-MARKED

ON several occasions HARDWARE AND METAL has referred to the necessity of retailers keeping a close watch on the markets and marking up the price of stocks when necessary.

It is only by closely following the markets now that a merchant can depend upon coming out ahead of the war. When prices begin to come down again he will have no choice: His competitors will be buying at the new and lower prices and trade will naturally flow in their direction until such time as he too marks down to the low level the goods bought on the crest of the flood.

Now he has a choice, but unfortunately does not always take advantage of it. The men of foresight to-day are marking up their goods when such is warranted by advances in the wholesale price.

Stocks have advanced tremendously in value that must now be realized on to offset the almost certain proportionate depreciation that may come when business becomes re-established on a normal basis.

ON WRITING LETTERS

EVERYBODY needs to be reminded occasionally of the importance of attention to detail, whether they be details of business or home management or anything else. A prominent manufacturer in conversation remarked recently that he had found dealers to be generally poor correspondents. He amplified this by saying that the word "poor" meant irregular, negligent and forgetful. He claimed that some customers of his never bothered to reply to any letter needing an answer, and that often reminder after reminder was sent before the response came. We do not think it is a fact that dealers are better or worse than any other body of men in answering letters, but that this manufacturer should think some is evidently the result of experience.

Negligence in attending to correspondence is to be deplored. The dealer who forgets or delays or procrastinates in this regard is probably just as slack in some other details of conducting his business. He creates that impression. If a dealer is known as a poor correspondent, his credit is very often injured in consequence, and he is put down as a merchant who is not progressive, and not a particularly good business man. Often, then, manufacturers and wholesalers pass him up, materially to his disadvantage.

Letter answering could be methodic. Set a time each day to take up and reply to all correspondence. Keep a copy of what replies are sent. Get a typewriter, if possible. It is economic, in the end. File all incoming letters, and copies of all outgoing. Take time and plan a system fitted to your own store.

EVENTS IN THE TRADE

HARDWARE WHOLESALERS MEET

The annual meeting of the Canadian Wholesale Hardware Association was held in Montreal last week, when considerable business was transacted and officers elected for the ensuing year. Owing to the fact that many of the relatives of the members were absent on military duty, it was thought fitting to give up the banquet this year, which in the past has been one of the features of the meeting. It was also deemed advisable to re-elect the same officers for the coming year. Accordingly the officers for the coming year will be: President, Joseph W. Dowling, of Caverhill, Learmont & Co., Montreal; vice-president, Samuel R. Kennedy, of Kennedy Hardware Company, Toronto; executive committee, George C. Davis, of Frothingham & Workman, Montreal; H. Edmund Dupre, of Chinic Hardware Company, Quebec, Que.; Norman Howden, of D. H. Howden & Co., London, Ont.; Robert Starke, of Starke, Seybold & Co., Montreal; Thos. M. Birkett, Jr., of Thos. Birkett & Sons, Ottawa; secretary, James Hardy, Toronto.

New Firms

Iddlesleigh, Alta.:—R. B. Wilkinson is starting a hardware business here.

Business Changes

Toronto, Ont.:—Imperial Hardware & Electrical Co. has sold out to W. R. Fenton.

Bowmanville, Ont.:—J. McIntyre, of Whitby, Ont., has purchased the stock of the Martin Hardware Co. Whether Mr. McIntyre will continue to keep the Bowmanville store running has not yet been announced.

Pathlow, Sask.:—The Dutton-Wall Lumber Co. has purchased the hardware business of J. H. Millard and will operate the business in conjunction with their lumber yard.

Personal

Gordon Seybold, general manager Cochrane Hardware Co., Sudbury, was a recent visitor at Montreal, Toronto and Hamilton.

W. J. Carter, Picton, Ont.; W. F. Macpherson, Prescott, Ont.; C. W. Conn, Tillsonburg, Ont., were in Toronto on Monday attending a meeting of the Advisory Committee, Ontario Retail Hardware & Stove Dealers' Association.

Arthur F. Hatch, general manager Canada Steel Goods Co., Hamilton, has for the past two weeks been confined to his home through illness.

W. T. Thompson, formerly with Marks, Claret & Dobie, Port Arthur, Ont., has been appointed assistant to Gordon Seybold, general manager, Cochrane Hardware Co., Sudbury.

The Stanley Steel Co., Hamilton, will shortly start operations. It will be conducted under the management of Mr. Marwick, formerly of the cold rolled strip steel department of the Stanley works, New Britain, Conn.

Capt. Frank Ross Newman, who went to the front on the outbreak of the war, and has been in the trenches all that time, is reported wounded for the first time. When war broke out he was manager of the Canadian Fairbanks Morse Co., Ltd., in Toronto.

F. M. Tobin, Woodstock; H. P. Hubbard, of the E. C. Atkins Co., Hamilton, were in Toronto on Monday, and along with Jno. Billinghurst, of Boeckh Bros. Ltd., Toronto, met the Advisory Board of the Ontario Retail Hardware & Stove Dealers' Association.

New Incorporations

Hamilton Brass Ltd., Hamilton, has been incorporated with a capital of $40,000.

W. E. Clark, Ltd., Toronto, Ont., has been incorporated with a capital of $40,000, to manufacture brass, steel, iron and metal products.

National Bronze, Iron & Engineering Works. Ltd., has been incorporated with $750,000, to carry on the business of mechanical and electrical engineers.

Graphite Products Ltd., has been incorporated at Ottawa with a capital of $500,000 to purchase and develop graphite mines. Head office is at Montreal.

The Canadian Lamp & Stamping Co., has been incorporated at Ottawa with a capital of $100,000 to manufacture steel and other metal products at Ford, Ont.

Industrial Notes

Toronto, Ont.—The Canadian National Carbon Co. will build a factory here.

Orillia, Ont.:—Mowry & Son, Ltd., foundry, have sold out to the E. Long Mfg. Co., Orillia.

Calgary, Alta.—The Calgary Silver Plating Works has been organized here.

Sherbrooke, Que.—The Iron & Metal Supply Co., of Montreal, may locate a plant here, if satisfactory arrangements can be made with the City Council with regard to power, rates, etc.

Windsor, Ont.—Engineering plans for preliminary construction of the steel plant at Ojibway are nearing completion, although it is unlikely any actual building of mills will be started before next spring.

Kitchener, Ont.—The Canadian Buffalo Forge Co. has started work on additions that will double their capacity. The improvements will cost over $100,000. It is expected to have the building completed by December 1st. The new building will be 150 ft. by 100 ft.

Galt, Ont.—A permit has been taken out for an addition to the plant of the Wells Bros. of Canada, manufacturers of taps and dies, on Front Street. The addition will be 30 by 40 feet, of two storeys and constructed of brick. The estimated cost of the new building is $2,000.

St. John, N.B.—The first unit of the T. McAvity & Son new plant at St. John, N.B., is now completed, and operations are under way looking to the output of a small order of 8-inch shells. As soon as the latter are finished, additional equipment, now being installed, will, with that already in service, start on a large contract for the machining of 9.2-inch shells.

Galt, Ont.—The decision of the Dodge Metal Hose Co., of Canada, Ltd., to erect a $50,000 plant here assures another new industry for Galt. The company is organized under Dominion charter, with an authorized capital of $150,000. The company will manufacture malleable iron hose to replace rubber hose used to couple air line between railway cars, and also has Canadian patents on five other articles.

Kingston, Ont.—The smelter and mine belonging to the North American Smelter Co., has passed into the hands of a New York syndicate on a lease with option to purchase. Repairs have already been begun on the smelter and it is hoped to have it in active operation by December 1. The company which has taken over the property has been incorporated and will probably be known as the Kingston Smelting Co. Alexander McKinnon is the engineer in charge.

Retailers May Hold Exhibition

Next Convention of the O.R.H. and S.D.A. to be Held at Toronto or Hamilton — Dates and Place to be Decided Upon Next Month.

IT is possible that the Ontario Retail Hardware and Stove Dealers' Association will hold a hardware exhibition in conjunction with the 1917 Convention.

The question was discussed at a meeting of representatives from the Canadian Hardware Manufacturers' Exhibitors' Association and the Ontario Retail Hardware and Stove Dealers' Association, held at the Queen's Hotel, Toronto, on Thanksgiving Day. The manufacturers were represented by F. M. Tobin, secretary; H. P. Hubbard, of E. C. Atkins Co., Hamilton, and John Billinghurst, of Boeckh Bros., Toronto. The Retail Association was represented by President W. J. Carter, of Picton; Secretary W. F. Macpherson, Prescott, Ont.; C. W. Conn, Tillsonburg, Ont.; Jno. Caslor, Toronto. The retailers feel that they are entitled to a portion of the proceeds derived from the rental of the booths for exhibition purposes. The proceeds thus secured are to be used for development work in the association.

The Exhibitors' Association have the matter under consideration, and it is expected that another meeting will be held in a month's time to try and arrive at some agreement satisfactory to both parties.

If an agreement cannot be reached between the two branches of the trade, the retailers, it is claimed, will undertake to put on an exhibition along the lines followed at the Peterborough, Guelph and London joint exhibitions and conventions held some years ago. It was the feeling of the Advisory Committee of the Retailers' Association that in any event an exhibition will be held at the same time as the next convention.

It is possible that the convention will be held in March instead of in February, as in previous years.

Toronto or Hamilton

Where the convention will be held has not yet been decided. It is altogether probable that Toronto or Hamilton will be selected as the convention city. The date and place will be decided next month.

With the usual convention dates only about four months distant, the officials of the Retailers' Association are naturally anxious to start as soon as possible in the work of preparation. If an exhibition is held it will entail a large amount of preliminary work, which must be undertaken well in advance of convention dates.

Paint Case Revived

Following the meeting of the representatives of the Exhibitors' and Retailers' Association, the latter held a meeting to dispose of routine business.

Morris Phillips, Bloor Street, Toronto, submitted a report of the proceedings of the prosecution in the Eaton paint case. Mr. Phillips outlined the proceedings from the time he purchased the paint, in February last, up to the time when the case was dismissed in the Toronto Police Court in September.

There was some discussion over the attitude of the manufacturer of the paint towards the retailers. It is probable that more will be heard regarding the case at the coming convention.

Secretary Macpherson announced that some new sheets for the members' price book were in course of preparation, but owing to the unsettledness of the markets and the many changes which have been taking place of late in lists and discounts, the sheets had been delayed. It was pointed out that the price book is being used extensively throughout the province. A great many letters have been received from retailers expressing their appreciation of the price book, which they stated filled a long-felt want.

During the next few months efforts will be made to increase the membership of the association.

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

1166. **Razors.**—A firm in Omsk, Russia, would like to receive quotations from Canadian firms manufacturing chief razors.

1167. **Motors and agricultural machines.**— A general machinery agent in Omsk, Siberia, desires to receive catalogues and other particulars from Canadian manufacturers of motors, tractors, automobiles, installations for flour mills, oil presses, threshing machines, etc. Further particulars may be had on application. (Refer File No. 16216.)

1169. **Representation for Siberia.**—A commission agent with headquarters at Omsk and with connections throughout Western Siberia would like to be put in touch with Canadian firms desirious of appointing an agent for this territory.

1174. **Trade with Switzerland.**—A Swiss firm would like to receive quotations, catalogues and current prices for the following articles for importation into Switzerland: -

Department "A."—Household effects of all kinds, hardware, tools, machinery, porcelain, glassware, cutlery, covers, German silver, fancy articles, souvenirs, art pottery, enamelled goods, vases, sculptures, ivory and woods, fine toys, machines, jewellery, chains, watches, alarm clocks, clocks.

Department "C."—Woods, metals, wood for brushes, sabots, soles, tubs, pails, packing cases, casks, ladders, screws, bolts, crew-nuts, nails, cramp-irons, hardware, tools, tin goods, galvanized iron, boxes, cans, cases, rockers, oven, stoves, asbestos, hemp, hair, blankets, dusters, dishcloths.

1223. **Agent.** — An English manufacturers' agent having offices in London, Manchester and Leeds dealing with wholesale and manufacturing trades only, would like to communicate with Canadian manufacturers, with a view of carrying lines on a commission basis.

1231. **Iron wire, galvanized barbed wire, wire nails, etc.**—A Leeds firm is open to buy carload lots of galvanized barbed wire, galvanized fencing strand wire, and wire nails, and are also interested in galvanized staples and iron wire.

1232. **Toys.**—A well-known firm in Barbados makes inquiry for Canadian toys.

1233. **Agencies.**—A firm of manufacturers' agents with offices in London and the West Indies, desires agencies for Canadian manufactured goods in hardware lines, including cordage and enamelled ware.

*Included in the list of articles the importation of which into the United Kingdom is prohibited except under license from the Board of Trade, London. For further information apply to the Department of Trade and Commerce, Ottawa.

METAL SHORTAGE IN GERMANY

The State Railway authorities at Hanover have invited tenders for various railway material wanted for the second half of the current year. They required altogether 3,408 tons of bar and hoop iron and 1,266 tons of iron sheets. Very few offers were received, and such is the general scarcity of material that, probably for the first time in the history of the State Railways, there were no tenders at all for quite a large number of items. For example, no quotations were received for 40 tons of bar iron, best wrought iron (for stays, chains, rivets, and bolts), 31 tons of nut iron and hexagonal ingot iron, 376 tons of stay, rivet, and chain iron, and 6 tons of flat iron.

NO WONDER

France and England first undertook to manufacture the modern dyes, aniline dyes—made from the petroleum that was stored in the ground millions of years ago. Germany, a little late, started competition, and in four years had conquered and was making 90 per cent. of all aniline dyes of the world.

No wonder the Germans, with their army problem, monopolized the dye manufacturing with savage energy.

When you manufacture aniline dyes, you get a plant for producing the high explosives. And the Germans have need and use those high explosives.

—*Paint and Varnish Record.*

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

Prices are still soaring upwards and advances have been recorded this week on tin, solder, files, screen wire, fish lines, tire and stove bolts, iron rivets and burrs, crow bars, galvanized sheets, squares, hammers, levels, vises, screw and strap hinges. Prices on washing machines have been withdrawn. A new and higher list, it is understood, is being prepared. In the meantime prices are quoted only on application. The demand for steel is as insistent as ever.

The United States Steel Corporation this week reported unfilled orders aggregating 9,522,584 tons on the books of the subsidiary companies at the close of business September 30. This is a decrease of 137,773, tons during the month of September. The total shipments last month are estimated to have been 1,050,000 tons. If the subsidiary companies had been able to handle all the business offered, the sales would no doubt have been greater than the record sales of March, 1916.

The linseed oil market is holding steady. White lead in oil is very firm, and mixed paints as a result of high prices on oil and white lead are exceedingly firm.

Business in hardware lines is good and there is a fairly heavy demand for all seasonable lines despite the unprecedented high prices now prevailing. The only decline noted this week is in poultry netting for spring booking.

MONTREAL MARKETS

MONTREAL, Oct. 11.—The increase of ten cents per hundred pounds on iron, and thirty cents per hundred on steel, is noted as the main feature of the metal markets in Montreal this week, following the Thanksgiving holiday. All metals are in firm markets at present, and many lines of shelf hardware have gone up, notably tire and stove, bolts, nuts, and screws. Cold weather has given a brisker tendency to the buying of seasonable lines. Stoves are in very keen demand. Storm window hangers are being asked for continually. Glass and putty are being called for and there are hints still unrealized of higher prices. Wood screws, as announced in a special panel last week in HARDWARE AND METAL, have advanced in price, the prices having been duly given last week. Sheet and rod brass went up lately, now brass wire has been advanced.

Again the market calls in vain for files, and a hint of warning is whispered by the inside sources of trade information, that a rise in prices of files is about to become noticeable in the Dominion. This following the rise in price of steel would not be surprising..

Iron Goes Up Ten Cents Per 100 *Lbs.*

Foundry Product Finds Very Firm Market in Montreal as Elsewhere

PIG IRON.—Just following Thanksgiving Day, the hardware trade in Montreal was made aware of the fact that iron had gone up ten cents per 100 lbs., and every indication on the market was for firmness in iron to continue. Pig iron was being quoted in Montreal at about $23 per ton. The effect of the increased cost of iron was, however, more apparent in its bearing on the manufactured products in steel than in any direct transactions in pig iron, most pig iron business being across the border. Common bar iron is quoted in Montreal at $2.90 per 100 lbs., and refined iron $3.15 per hundred.

Steel Follows Iron Up Thirty Cents

STEEL.—Following a ten cents per 100 lbs. raise in the price of iron, all steel products are again raised by thirty cents per hundred pounds. Mild, band, sleigh-shoe, and domestic steel are all $3.50 per 100 lbs. Tire steel is $3.80. Toe calk steel, $4.50; reeled machinery steel, and spring steel are quoted now at $4.80. The firmness in iron and steel may lead to further increases in hardware lines dependent on steel.

Sad irons are quoted firmer in two well known lines as per current quotations, Mrs. Potts' No. 55, polished, being now $1.05 per set, and No. 50, nickel-plated, $1.10.

Tin in Demand Prices Varied

Firmer Feeling in Some Quarters as Regards Tin

TIN.—While some men on the market considered tin accessible at 43c per lb., which is below quotations for last week, others found tin still firmer and up two sents a pound above last week's quotations, which were $46. There was certainly a strong demand for tin in some sections of the market, and though this might have been only a temporary condition, it had its effect on the metal market for Thanksgiving week-end.

COPPER MARKET IS STILL VERY STRONG

COPPER.—Quoted last week at 32½ to 33 cents, and unchanged in price this week, copper was nevertheless in very firm market, indeed, in all quarters. Influences from across the border were all towards greater firmness. Demand in Canada kept good, and transactions at the firm prices were being made. Nor were there any indications that prices would ease off at all, but rather to the contrary in respect of copper.

LEAD AND SOLDER FIRM AND STEADY

LEAD AND SOLDER.—Lead on the Montreal markets was unchanged in price from last week quotations, running from $9 to $9.75, with some suggestion that lead might be secured at lower than $9 if purchased in large lots. The market was not disturbed in any way, but kept very firm, and prophets of higher prices were not lacking here and there. Solder, both tinsmith's and wiping solder, remained steady as last week, at 29 cents for the first named, and 26 cents for the second, both in good demand and fair supply.

A BRISKER DEMAND FOR ANTIMONY NOW

ANTIMONY.—With the sources of supply in China and Japan presenting a market in which prices are declared to be higher than they are on the American continent to-day, the antimony market in Canada is not active except for small orders. It appears that the munition making demand for antimony is dulled out of existence with the falling off in shrapnel orders, but for general and usual uses as in the making of bearing metal, there is quite a general demand for antimony in small quantities. The price is 14 cents in Montreal at present.

SPELTER IS IN A FIRMING MARKET

SPELTER.—In what is described as a very firm and strong market, spelter is quoted this week at prices ranging from last week's figures of 16 to 16½ cents to shades higher. Opinions vary on the market as to the size of purch ases necessary to secure the somewhat easier shadings here and there hinted at, and the tendencies of the market were towards firmer conditions. Sheet zinc ranged from 23 cents for large orders to 27 cents, with firmness as the characteristic feature of the market.

Brass Wire Goes Up Considerably

A thirty-five per cent. (35%) increase on brass wire prices is recorded in Montreal this week. Formerly brass wire was quoted at 25 per cent. off list. Brass snare wire prices are altered now for all four most familiar numbers, as follows: No. 20 is now 74 cents (No. 20 used to be 66 cents), No. 22 is 75 cents, No. 24 is 80 cents, and No. 26 is quoted at 93 cents. Other lines of brass wire and brass wire goods are correspondingly worth more on the market to-day.

Shelf Hardware is Still Going Up

Bolts, Nuts, and Screws Reflect the Tendencies of Iron

Shelf hardware has followed the trail of iron during the past week, and several important lines will be found higher priced. Stove bolts, which were formerly 62½ per cent. off list are now 60 per cent. off. Tire bolts, formerly 50 per cent. off, are now 45 per cent. off. Rivets, formerly 37½ per cent. off list, are quoted to-day at 35 per cent. off. Set screws are now 40 per cent. off instead of the former 55 per cent. and 5. Square head and hexagon cap screws are now 35 per cent. off. They were formerly 45 and 10. Finished, and semi-finished hexagon nuts in sizes up to 1 inch, are now 30 per cent. and 10. Up to 1½ they are 25 per cent now.

Coil Doorsprings Up

An increase in prices of coil doorsprings, no doubt due to the general tendencies of spring steel, is noted this week in Montreal. Numbers from 1 to 7 show an average increase of ten per cent.

Machinists' Vises Costlier

Again, because of the upward trend of iron and steel, the price of machinists. vises, all lines are quoted firmer by at least a dollar on each vise.

Crowbars and Clawbars Up

Both crowbars and clawbars are quoted higher this week. They are now $4.50 per 100 lbs. for crowbars, and $6 per 100 for clawbars.

Fishlines Higher

The upward tendency in yarns has brought about a ten per cent. increase in all numbers of Herring Twines and Cod Lines quoted in the trade. About fifty numbers or more are affected. Rope pirces remain as previously, but firmness is apparent in all these goods, and further increases in price would surprise no one.

Brushes May Go Up Again

The warning to look out for higher priced brushes of every kind, from household to paint brushes, has been sounded in at least one quarter of the hardware trade field this week. As may have ben observed in last week's HARDWARE AND METAL, some reasons for the possibility of an increase were given.

Black Screen Wire Cloth Up

An increase in price of black screen wire cloth to $2.35 per 100 square feet, as compared with the $2.25 price of a week ago, is reported.

Files Very Scarce

Never was there such a scarcity of files. Wholesalers would welcome the discovery of a forgotten store of 10-in., 12-in., and 14-in. mill, and flat bastards (the munition trade demand), but where are they? When found they may be higher priced, some say.

TORONTO MARKETS

TORONTO, Oct. 12.—A number of further important price changes have taken place this week in the hardware markets. Prices have been advanced on some lines of galvanized sheets, rivets, burrs, tire and stove bolts, files, squares, hammers, levels, vises, screw and strap hinges, screen wire cloth. Prices on washing machines have been withdrawn.

Steady Advance of Prices

The steady advance in prices of practically all metal goods has again become a question of considerable importance in the hardware trade. New high levels are being reached in steel and iron products, which is reflected in all lines of hardware. Cost of production is also higher on account of increase in prices of materials and also higher wages. Signs are wanting of any relief in the situation, and indications point to still further advances. High prices, however, under prevailing conditions are not so important as deliveries. In the case of steel, the mills are getting behind all the time on delivery, and specifications have to be prepared months ahead of the time when the steel is required.

The prospect of higher prices of steel product has caused an increased demand, as consumers are anxious to cover for their requirements, fearing further advances. The total output of steel for this year has been estimated at 1,500,000 tons, as compared with 1,350,000 tons in 1913, the previous high record. Notwithstanding this big increase in output, the prevailing shortage of steel will continue for the rest of this year and for a considerable part of 1917, unless anything unforeseen happens. One prominent steel company is turning out steel billets at the rate of 15,000 tons a month, more than twice the amount produced a year ago. There is no improvement in the situation as regards steel rails. It is reported that U. S. mills have turned down an inquiry from Canada for 22,000 tons of rails, as the rail making mills for this and next year have been booked to capacity. Under the circumstances it looks as if the proposed removal of the tariff off rails would not relieve the situation. So much steel is required for munitions that the Canadian rail mills cannot accept orders for rails.

Pig Iron Firm

The pig iron market continues very firm, and the general situation unchanged. Production is steadily increasing, the greater part being used in steel making, although the demand for foundry grades is showing some improvement. Quotations on Canadian pig iron are unchanged in the meatnime, but an advance is looked for shortly. Gray forge has again advanced, and is now quoted at $19.95 Pittsburgh.

Old Materials

Although the market for old materials has recently developed considerable firmness, there have been no price changes during the week. The situation continues satisfactory, and business is keeping up well. Higher prices on scrap copper, brass and zinc are expected in

the near future. Prices are shown in the current quotations.

Metals Generally Are Firmer in Price

The situation in the metal markets has recently shown considerable improvement and prices are generally firmer. Copper continues to hold the lead in point of interest, and the market is still very strong. It is intimated by some copper authorities that the order recently placed by the Allies ran in excess of 500,000,000 pounds, and not 448,000,000 pounds as previously stated. Lead, spelter and antimony are stronger at unchanged quotations, but a sharp advance has been made in tin owing to the fear that shipments may be interfered with by submarines, which have recently been active along the New England coast.

Copper Strong

The market continues very strong, without any change in the situation. Producers report that the demand is less urgent. Domestic consumers are now pretty well covered for the first half of next year, and the Allies have covered for their requirements for several months, which indicates that there will be less activity in the market until another buying movement develops. Copper producers are increasing their output all the time, but they have been unable to keep up with the demand; it is probable, therefore, when new buying does develop, higher prices for copper will result. Local quotations are firm and unchanged at 31c for electrolytic and lake, and 30 cents per pound for casting copper.

Sharp Advance in Tin

Good business is being done for future delivery, especially for the first quarter of next year. It is also reported that some large users are sounding the market on tin for delivery in the second quarter of 1917. The recent submarine activity off the New England coast has created some scare in the tin market, and prices have advanced 3 cents per pound. Local price 47 cents per pound.

Spelter Firmer

The situation in the spelter market has improved, and indications point to higher prices. There has been a good demand recently from speculative interests and the market is more active. Local quotations in the meantime are unchanged on 12c per pound.

Lead Firm

The market is quiet, but very firm; the Trust price of 7c New York is well maintained. A fair demand is reported, and most dealers have very little October lead available. It is reported from New York that the Canadian Government is expected to come into the market very soon. The recent inquiries put out by Canada failed to develop into business, as the buyers thought the prices were too high. The price locally is 9¼c lb.

Antimony Stronger

The market is stronger, due to increased demand required for munitions. Local quotation unchanged at 18 cents per pound.

Aluminum Firm

A good demand for aluminum is reported, and the market is firm at 68 cents per pound.

Advance in Solder

The sharp advance in tin and continued strength in the lead market has resulted in higher prices on solders, which have advanced 2c per pound. The new prices are given in the current market quotations.

Premier Sheets Advance in Price

Premier galvanized steel sheets have advanced 25c per 100 lbs. this week. The new prices now in effect are (per 100 lbs.):—10¾ oz., $6.75; U. S., No. 28, $6.45; U. S., No. 26, $6.15; 22 and 24-ga., $6; 18 and 20-ga., $6.10; 14-ga., $5.55., f.o.b. Hamilton and Toronto. An advance in galvanized sheets has been expected for some time past. HARDWARE AND METAL has on several occasions of late referred to the strength in the market. Last week's report stated in part as follows:—"The market for galvanized sheets in the United States is considerably stronger, and higher prices are anticipated, in which case an advance may be looked for in this market. The reason for the renewed strength is the unusually heavy demand, and also because of the continued high cost of black sheets. As sheet bars will be higher for fourth quarter delivery, sheet prices will no doubt be advanced in the near future."

Poultry Netting Prices Have Declined

One of the few exceptions to the general advancing prices is that of poultry netting. A decline of approximately 12 per cent. has been recorded during the week. The former discount was 25 per cent., with some wholesalers fixing the discount at 33 1-3 per cent. The new discount on 1-inch and 2-inch regular mesh is 30 and 10 per cent., while the American pattern mesh carries a discount of 30 per cent. off list. Declines have been so seldom in recent months that the hardwareman rather looks upon them as an oasis in a desert of generally advancing prices.

New Discounts on Rivets and Burrs

A further advance in rivets, both black and tinned, has taken place during the week. The new discount is 35 per cent., as opposed to the former discount of 37½ per cent. Burrs have also shared in the advance, and the discount is the same as that for the rivets. Advances in raw materials and labor are stated to be the factors operating to cause the advance.

Bolts Have Advanced

Stove bolts and tire bolts are among the articles that have shared advances. On the former the new discount is 60 per cent., as opposed to the former discount of 62½ per cent. Tire bolts are now quoted at 45 per cent. discount off list. The former price was 50 per cent. off list. On stove bolts, the advance is practically 6 per cent. and on tire bolts 10 per cent.

Standard Brands of Files Have Gone Up

There has been a change in the discount on Great Western, Kearney & Foot, J. Barton Smith, McClellan, Delta, Globe and Vulcan brands of files. The new discount provides for 65 and 5 per cent. off list, whereas the former price was 65 and 10 per cent. off list. Nicholson files remain unchanged at 55 per cent. off list. This advance has taken place, due to the scarcity of raw materials, and was forecast in HARDWARE AND METAL some weeks ago.

Prices on Washing Machines Withdrawn

Canadian manufacturers have withdrawn all prices on washing machines, pending a new list price and discounts to be issued. Prices will be given only on application. The new list will provide for an advance. This is in line with forecasts made in these columns some time ago. In common with other manufacturers the makers of washing machines have found it necessary, in the face of advancing prices in raw materials and labor, to take up and join in the chorus of advancing prices. The new list is expected to be issued in the near future.

Squares, Hammers, Etc., Advance

An increase of approximately 10 per cent. in all lines of the Stanley Rule and Level Company goods was recorded during the week. This affects squares, levels, hammers, vises, calipers and all goods manufactured by the concern in question.

Screw, Hook and Strap Hinges Go Up

An advance of 8 per cent. on screw hook and strap hinges in sizes up to 12 inches went into effect during the week.

The actual advance was 50c per 100 pounds. These sizes formerly sold for $6, and are now quoted at $6.50. In sizes from 14 inches up the new price is $6, which makes the actual advance 75c per 100 pounds. This is a 12 per cent. advance. The reason assigned is the same as the general cause for advances.

Black Screen Cloth Up

A new price has been named for black fly screen cloth, which provides for a substantial advance over recent quotations. It is now selling at $2.35 per 100 sq. ft. in 100 ft. rolls, and $2.40 per 100 sq. ft. in 50 ft. rolls.

An advance of 1c per pound on horseshoe nails went into effect during the week. No. 3's are now selling for $4.25, less 10 per cent. discount. In the 25-lb. boxes it means an advance of 25c. This advance is in line with the firmness in other classes of nails, which are expected to advance in the near future. Following are the new prices on the various sizes (per pound):—No. 3, 1⅝-inch, 76c; No. 4, 1¾-inch, 36c; No. 4½, 31c; No. 5, 1 15-16, 16c; No. 6, 2½, 15c; No. 7, 2 5-16, 14c; No. 8, 2½, 14c; No. 9, 2 11-16, 13c; No. 10, 2⅞, 13c; No. 11, 3 1-16, 13c; No. 12, 3¾, 13c, London. Hamilton, Montreal, Toronto, less 10 per cent and 5 per cent.

Sash Cord and Cotton Rope Go Up Again

An advance of approximately 2c per pound went into effect on Thursday of this week and 1c per pound on cotton rope. This makes the second advance within the past month. The increase has been caused by the firmness and advancing price in the ra wcotton market. The raw material is now quoted at 17.55c per pound, which is a new high record for spot cotton. Indications seem to point to 20c cotton, as predicted by some authorities who are in a position to forecast conditions. Twenty-cent cotton is in the same category with $2 wheat. The new prices that prevail are as follows:—Cotton rope (per lb.)—¼-inch and larger, 31c; 3-16-inch, 32c. Sash cord (per lb.)—Nos. 8. 9, 10, 12, 39c; No. 7, 39½c; No. 6, 40½c.

Rope and Twine Firm

Business in rope and twine continues in steady demand. In fact, for the hemp wrapping twine business might be termed good. There is large orders going into use by mercantile concerns for use in tying parcels shipped by parcel post and express. Prices on both commodities hold firm, as shown in current market quotations.

LONDON MARKETS

LONDON, Oct. 12.—A large number of price changes have taken place this week. The new budget of changes is very heavy considering the many changes which were reported last week. Business here is good and merchants are buying freely despite the high prices. The scarcity of many hardware lines is being keenly felt. There promises to be a great scarcity of cutlery for the Christmas trade this year. Razors are very scarce at present.

Clocks and matches are scarce. Some factories state they cannot make shipments for at least two months from date of order. Spring prices on poultry netting. are out for spring .

S and S Hinges Higher.

An advance has taken place in the price and screw and strap hinges. The prices now are 12 in. and smaller, 6½c lb.; 14 in. and larger, 6c lb.

House Brooms Advanced.

House corn brooms have gone skywards and an advance of about 25 per cent. has gone into effect. Lines formerly selling from $3 to $5.50 doz. are now quoted at $4 to $6.50 doz.

Spring Prices Are Out

Spring prices are out for poultry netting and screen wire cloth. Wire cloth in 100 ft. rolls is quoted at $2.35 per 100 sq. ft.; 50 ft. rolls, $2.40 per 100 sq. ft.

Poultry netting for 1 in. and 2 in. for spring booking is quoted at 30-10 per cent.

Files Advance in Price.

The advance in files predicted by HARDWARE AND METAL has gone into effect. Globe files are now quoted locally at 65 per cent. off list; black diamond at 50 per cent. off list.

Wood Screws All Advanced In Price

Bright, brass and bronze wood screws have advanced in price. This change was reported in a special panel in last weeks issue of HARDWARE AND METAL. The announcement of the advance took place just as HARDWARE AND METAL was going on the press. The new discounts are as follows:—
Flat head, bright, 77½ per cent.; round head, bright, 72½ per cent.; Oval head, bright, 72½ per cent.; Flat head, brass, 45 per cent. Round head, brass, 42½ per cent.; Oval head, brass, 42½ per cent.; Flat head, bronze, 37½ per cent.; Round head, bronze, 35 per cent.; Oval head, bronze, 35 per cent.

Stove and Tire Bolts Go Higher

New discounts have been announced on stove and tire bolts and iron rivets and burrs. Stove bolts are now 60 per cent. off list, tire bolts 45 per cent; iron rivets, 35 per cent.: iron burrs, 35 per cent.

The new price on a 5 lb. package of coppered rivets and burrs assorted net at $1.43 for the 5 lbs.

Iron Handles Higher.

Mrs. Potts' iron handles have advanced. The new quotation is 90c dozen.

Iron Pipe Advances One Point

New prices have gone into effect here on iron pipe. The new prices appeared in a panel in last week's issue of HARDWARE AND METAL and are now shown in the current market quotations.

Nails and Wire Firm

Wire nails are firm at $3.80 base. Cut nails are quoted at $3.40 base.

All fence wire is firm at present prices. Quotations are as follows per 100 pounds:
Barb, $4.25; No. 9 galvanized, $3.90; No. 12, galvanized, $4.05; No. 13 galvanized, $4.15; No. 9 coil spring, $3.95; No. 10, O and A $4.41; No. 11 O and A, $4.46 ; No. 12, O and A, $4.55.

Rope Firm At Former Prices

There is a fair demand for rope and prices are firm at the following:—
Pure Manila, 22½c per lb. base; British Manila, 18c per lb. base; African Hemp, 18c per lb. base; Sisal, 15½c per lb. base; Cotton 3-16, 31c per lb. base; Cotton ¼ and larger, 30c per lb. base.

Linseed Oil Firm At High Figures

Linseed oil is still quoted at the high figures of last week. There is only a fair demand at present: Quotations are as follows:—1 to 2 bbls., raw $1.05 per gal.; boiled, $1.08 per gal.; 3 to 5 bbls., raw $1.04 per gal.; boiled $1.07 per gal.; 6 to 9 bbls, raw $1.03 per gal.; boiled $1.06 per gal.

Turpentine remains at 71c per Imperial gallon in single barrel lots; 70c in 2 to 4-barrel lots; 78c in 5-gal. lots. There is a good demand for turps at present.

Good Demand for Glass

There is a good movement in glass. The discounts are as follows:—Single diamond, 20 per cent.; double diamond, 20 per cent.; cut lights, 50-5 per cent. Prices open for 50 cases and over.

Putty remains unchanged at the following prices:—

Standard 100-lb. drums, $3 per 100 lbs.; standard, 25-lb. drums, $3.10 per 100 lbs.; pure, 100-lb. drums, $3.70 per 100 lbs.; pure, 25-lb. drums, $3.80 per 100 lbs.

Snow Shovels Moving

Dealers are buying snow shovels in anticipation of early snowfalls. Prices

at present are as follows:—Common japaned $2.90 doz.; sockeye, long handle, $4.80 doz.; furnace scoops, $5 doz.

White Lead in Oil.

White lead in oil is firm at $13.95 per 100 lbs. in tin lots and $14.25 per 100 lbs. in less than ton lots.

Stove Pipes and Elbows Moving

Stove pipes and elbows are moving freely. Light pattern elbows are quoted, 6 in., $1.33 doz.; 7in., $1.50 doz. Stove pipes bright are quoted 6 in. bright, $12.04 per 100 lengths; 7 in. bright, $12.61 per 100 lengths.

Stove boards, wood lined are quoted at 50-10 per cent.; paper lined at 60 per cent.

Common wood side ash sifters are quoted at $1.75 doz. Weather-strip is moving well at the following prices:—wood and felt, 75 per cent. off; Frost King, $4.40 doz.

WINNIPEG MARKETS

WINNIPEG, Oct. 12.—Following two or three weeks of comparative quiet, a change is noticeable this week, and lines featured in the markets are wrought iron pipe, tin plates, Canada plates, and shovels and scoops. We mentioned last week a probable advance in shovels and scoops, and this has now come into effect. New prices show a sharp advance in this line, and quotations now being made follow: Fox D.H. sqr. pt., and D.H. rd. pt., $9.40 per doz. Bulldog D.H. sqr. pt. and D.H. rd. pt., $10.95 per doz. Black Cat and Scoops—4, $10.15 per doz. Crescent—6, $10.80; 8, $11.50; 10, $12.20. Moose and Jones Scoops—4, $11.20 per doz.; 6, $11.85; 8, $12.50; 10, $13.05.

Tin and Canada Plates Go Higher

Revisions made in the prices of tin plates show that prevailing quotations are on the following basis—I.C., 20 x 28, $14.50 per box; 20 x 33, $17; I.X., 20 x 28, $16.

At different times it has been brought to the notice of readers that an advance in Canada plates could almost be expected, and our predictions are now verified in to-day's prices:—

	Half Polished. Per box.	Full Polished. Per box.
18 x 21	$5.25	$6.25
18 x 24	5.25	6.25
20 x 28	5.50	6.50

These revisions in the price of Canada plate will undoubtedly bring about a further change in quotations on patent and riveted pipe and stove pipe elbows.

Linseed Oil On Upgrade

Activity has been the by-word with linseed oil during the past three weeks, and, following a drop in prices, four or five advances have been recorded, and new prices being made to-day are at an extremely high level. Quotations now being made on linseed oil are as follows: Raw, $1.11 per gal. barrel lots; boiled, $1.14 per gal. barrel lots.

Wood Screws Advance in Price

Following on recent advances in the prices of nearly all steel and brass goods comes advice and new discounts being made on wood screws. These discounts are given herewith:—F.H. bright screws, 67½ per cent.; R.H. bright screws, 62½ per cent.; F.H. brass screws, 32½ per cent.; R.H. brass screws, 30 per cent.

Wrought Iron Pipe Prices Revised

It was stated in the opening paragraph that wrought iron pipe had again come under revision. The new quotations are on an advanced basis as follows, per 100 feet:—

Per 100 Ft.—	Black	Galvanized
¼ inch	$ 3.87	$ 6.30
⅜ inch	3.96	6.39
½ inch	5.09	6.89
¾ inch	6.21	8.60
1 inch	9.14	12.74
1¼ inch	12.32	17.19
1½ inch	14.76	20.57
2 inch	19.90	27.68
2½ inch	31.42	43.74
3 inch	41.04	57.15
3½ inch	49.41	....
4 inch	58.50	....
4½ inch	73.22	....
5 inch	85.40	....
6 inch	110.70	....

Other lines on which changes have been recorded are as follows:—Asbestos paper, 10, $7.50 per 100 lbs.; 14, $7.50. Asbestos wick packing, $1 per 100 lb. Side roof pipes—6, $6.50 doz.; 7, $6.50. Ridge roof pipes—6, $6.50 doz.; 7, $6.50.

It is now stated, after a long period of uncertainty, jobbers will be in a position to supply a quantity of blue stone for spring shipment. No prices have been made as yet, but it should be advisable for all retailers who require this commodity to cover for their necessities at once, to avoid possibility of their orders being turned down later owing to shortage of supply.

Spring orders for mixed paint at to-day's prices are being taken, and, in view of the uncertainty of the oil and lead market, this would seem good buying. Further advances before spring may almost be expected unless something totally unexpected crops up.

HARDWARE LETTER BOX

Carriage Castings

J. L. Demers, Thetford Mines, Que.:—Please give me the name of the manufacturer of carriage castings at Smith's Falls. Also kindly give me the address of the Ontario Malleable Casting Co.

Smith's Falls Malleable Castings Co., Smith's Falls, Ont.; The Ontario Malleable Casting Co., Oshawa, Ont.—Ed.

R. A. Wells, Dresden, Ont.:—Where can I secure a coal bottom grate for a Walker Brilliant No. 14 stove? Hall & Zyrd Foundry Co., Hespeler, Ont.—Ed.

Show Card Brushes, Etc.

Henderson Bros., Vanguard, Sask.:—Please advise us where we can secure show card brushes, pens, colors, etc. Hughes Owen Co., Winnipeg; Art Metropole, Toronto; Art Emporium, Montreal; E. Harris Co., Toronto.—Ed.

Fitch & Schroder, Odessa, Sask.:—Please advise name of maker of Modest heater.

Can any of our readers kindly supply this information.—Ed.

TO STOP INFLATION

In view of the enormous rise in the price of shellac, both in London and in Calcutta, in consequence of speculation, the Government is considering what steps should be taken to put a stop to this inflation of the price of a commodity which is required for military purposes.

—The Ironmonger.

USING CARDBOARD

Cardboard for show cards has advanced tremendously in the past eighteen months. It certainly will advance further. If you have not already laid in a supply to last for several months, you had better do it as soon as possible. You will save money by doing so. Paper makers generally predict that there will be a steady rise and the end is not in sight. Even the ending of the war would not bring down prices materially.

Pass On

A ticket is not an annual pass, nor is an opportunity license. It's merely a chance to make good.

GASOLINE CARRIES GOOD PROFIT

(Continued from page 28.)

ently not large, there is a large profit when the investment in gasoline is taken into account and when the initial cost of the steel tank is distributed over a number of years. There is considerable work in the handling of gasoline, such as that entailed in pumping. But this can be done in the spare time of the clerk without additional outlay. Practically, then, the only loss is the 5 per cent. which garage men agree cannot be obviated through spilling and evaporation.

Gasoline Prices Firm

Gasoline prices in Canada at the present time might be characterized as firm. There has been an enormous consumption, due to good motoring weather. The manager of one of the large oil companies computes the consumption in Canada this year will be from 25 to 35 per cent. greater than last year. There was consumed in Canada last year approximately 60,000,000 gallons of gasoline, or 1,500,000 barrels. This year the consumption will run all the way from 75,000,000 to 85,000,000 gallons. Just at the present time crude Oklahoma oil prices are very firm. Premiums are being paid on the market price of this grade of oil, which indicates there is a scarcity. The Oklahoma oil fields are really the determining factor in fixing the price of oil. It is principally from the high grade crude oil of the Cushing fields in Oklahoma that the gasoline imported into Canada has its origin. "All uncertainty has disappeared," is the way one large oil concern sums up the situation. "The strong crude situation and the comparatively settled conditions in ocean freight rates have stimulated a strong demand all along the line. The market is now quite steady and advancing prices may be confidently looked for. The gasoline situation is very much stronger than for several months past and while low gravity gasoline and heavy napthas have not advanced, the higher gravity gasoline is stronger in price," said the oil company in question.

10c Over Last Year

The vagaries of gasoline prices during the past year are most interesting. In September of last year gasoline was selling in Toronto at 16½c per gallon. At the present time it is selling at 26½c wholesale. From month to month during the year the range of prices have been as follows:—

September	16½c
October	18
November	22
December	24
January	25
February	27
March	28½c
April	28½c
May	28½c
June	28½c
July	28½c
August	27½c
September	27½c

Gasoline Cheap in Canada

Gasoline in Canada is comparatively cheap when the United States product is taken into consideration. The quality of gasoline that is mostly consumed in the automobile trade in Canada is that of 64 per cent. gravity. This gasoline, as previously stated, is selling at 26½c per gallon. This same grade of gasoline is selling in Pittsburg in bulk in car lots at 21c per gallon. But to this amount must be added the difference in cost between the wine gallon measure used in the United States and the Imperial gallon measure in Canada. The Imperial gallon is one-fifth larger in size than the wine gallon. On this basis it would bring the original cost per Imperial gallon at Pittsburg to 25.80c. To this amount must be added the 7½ per cent. war tax, which increases the cost by 1.95c per gallon. Freight from Pittsburgh to Toronto adds another 1.75c per gallon. This brings the cost of the United States product to 29.50c per gallon laid down in Toronto. The actual condition shows that gasoline is selling 3c per gallon under this price. Canadian refiners are apparently satisfied to take a narrower margin of profit than the United States refiners.

AUSTRALIAN ZINC FOR UNITED KINGDOM.

Announcement has been made of a plan by which Australian zinc concentrates, heretofore smelted in Hamburg, will in the future be handled by Great Britain and its allies. According to the *Financial News*, the British Government has agreed to take a large tonnage of Australia's zinc ores during the war and 100,000 yearly for 10 years thereafter. This means that the British spelter capacity will have to be considerably enlarged, and this is already being done by a form of subsidy to manufacturers.

One hundred thousand tons of zinc concentrates would make roughly about 30,000 tons of spelter. In the past, Great Britain has consumed about 195,000 tons of zinc and has produced only 60,000 tons. By taking these Australian ores the output of Great Britain would be in the neighborhood of 100,000 tons, which means that it will still have to depend pretty largely upon other countries. However, the Government has also agreed to lend to Australia about $2,500,000 for the erection of smelting plants in the Commonwealth, and to take yearly 45,000 tons of Australian spelter. This would leave about 55,000 tons to be gotten elsewhere.

EXHIBITION OF ENEMY SAMPLES

The Exhibition of Enemy Goods opened in Montreal a few days ago, represents the concrete realization of the British Government's plans to assist British and Dominion manufacturers in capturing German trade. The exhibit is in charge of H. Kershaw, representative of the British Board of Trade. The 8,000 German and Austrian-made articles in the exhibit were bought in the open markets of the world—70 in all, to be correct. Wherever possible, each article has the wholesale and retail price, place of purchase, and other details affixed. The department is also prepared to give information as to where buyers for any article exist.

Textiles First, Hardware Second

The greatest number of inquiries so far has been for textile lines, and second for tools and general hardware. The quality of most of the latter is poor, and in the words of one visiting manufacturer, "Sheffield would not turn out such stuff." The fact remains, however, that there is a sale for such articles and the Germans built up an enormous trade in just such goods that other nations had not considered worth while. Thus, one knife shown consisted of a sheet iron blade riveted once into a split wooden handle, which in turn was painted in bright colors. This article was meant for use in the African hinterland, and illustrates the German method of giving people what they want and not what the manufacturer thinks they ought to want. Shoes sold in Trinidad had soles of pressed paper, which were glued to the uppers. Samples of some goods, such as textiles, are frequently given to inquiring visitors for a more detailed examination at their factories.

RAPID DRYING PAINT

In the March-April number of the *Bulletin de la Societe d'Encouragement*, a report is given of a rapid drying paint. As many as three coats can be given in one day. The rapid drying is obtained by using, instead of refined linseed oil, linoxine or linseed oil solidified by oxidation such as is obtained in linoline manufacture. This is dissolved in a small quantity of slightly acid amyl alcohol and then a considerable quantity turpentine added. When this solvent evaporates, the paint is completely dry since the oil has been oxidized in advance. What the lasting qualities are time alone can tell, but, in one case, walls coated with the paint show no signs of deterioration after five years. The price in normal times would be a little higher than that for ordinary zinc paint, but the advantages in quick drying would more than make up for the extra cost in many cases where quick drying is an important factor.

PRACTICAL SHEET-METAL WORK

THREE PIECE ELBOW WITH GUSSET OR GORE PIECE.

BY THOMAS STANFIELD

THE problem described in plate 30 is that of a roof hopper, for a flat or deck roof.

This type is the most popular, for the reason that it will not block up even when a thick layer of snow falls on the roof. The holes in the strainer piece are necessary to allow the warm air to penetrate through the snow.

Then the holes at the lower end prevent any large obstructions from getting into the rain water leaders. This strainer piece can be removed as it should be made separately. Fig. A shows how such a hopper is installed when completed.

Fig B. shows the flat flange piece. The hole in centre should be turned or beaten down so as to enable it being riveted to the body Fig. C.

First draw a plan and elevation as shown in Fig. D, divide the half plan into equal number of parts 1, 2, 3, 4, 5, 6, 7, 8, 9.

Fig. F shows how the pattern for strainer piece should be developed as well as method of laying out holes in strainer.

Draw line a, b, which is centre of strainer plan. Place compasses at b and open up to c. Next draw an arc d, e. Then transfer the measurements from half plan Fig. D twice as shown, this gives the total length of sheet metal and shape required for strainer. From these points the holes may be laid out, allow for seam which need not be soldered, this completes the pattern for strainer except that the lower portion at f.g. should be beaten out square and a collar riveted on, this may be of any length required according to diameter of hopper. It is good practice to make these collars the same length as diameter.

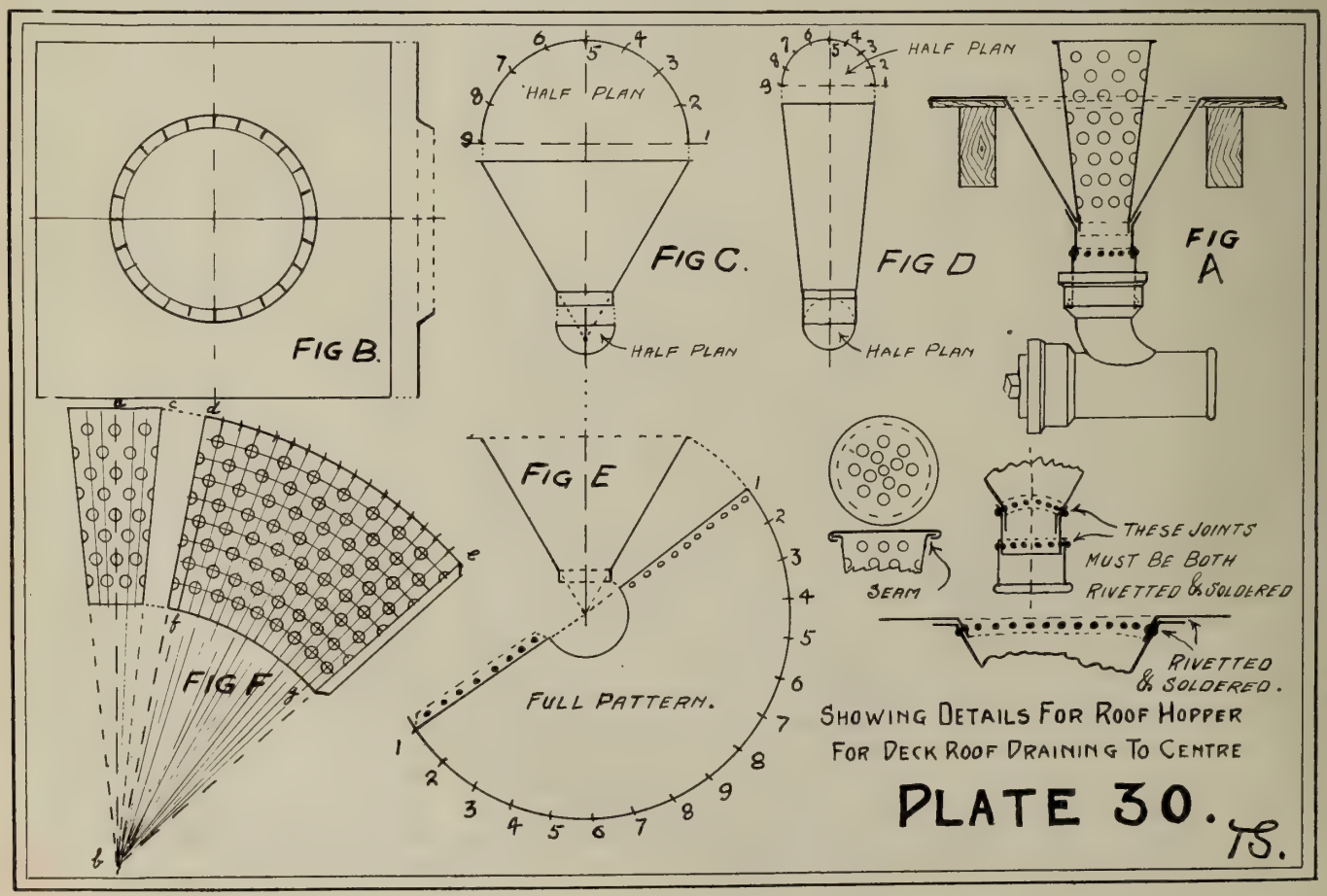
Now draw a plan of body as shown in Fig. C, in following the same method as described in Fig. F. except of course that this piece should be both seamed and riveted as well as soldered. Fig. E shows the full pattern for this piece.

The small sections shown to the right describe the best way to make the various joints. It will also be noted that the brass ferrule is riveted as well as soldered.

The guage of material should never be less than 20, if galvanized iron is used, and whenever the acid is used in soldering, it should be tinned, for the reason that where the galvanizing is burned off with the acid, it is liable to rust easily.

Some sheet metal workers use ash-

(Continued on page 46.)



THE JUNIOR CLERK'S PAGE

What Determination Means to Men

Sticking at it Wins Success—Some Words of Advice for the Young Man Starting Out in Life.

By Dr. Orison Swett Marden.

"NOW, you will acknowledge I can beat you running, won't you?" said a man to a plucky old sportsman whom he had beaten twelve times in succession in foot-racing. "No, sir," was the reply, "I never acknowledge that I'm beat, for I never gives up!"

The way to develop a strong, masterful character is to persist to a complete finish in whatever one undertakes. The art of holding on, of sticking, hanging, never giving up, no matter how great the discouragement, or how dark the outlook, as an indispensable success quality.

The bulldog is the most dreaded of all dogs because when he gets a grip on anything it is almost impossible to choke him off. Even the bull pup shows this characteristic. It is astonishing how much men and women can accomplish by sheer persistence, by that bull-dog tenacity which never gives up.

Success is not in favorable conditions, not in circumstances, not in influence, not in the capital that comes from others, but right inside of ourselves, in the persistency and tenacity of purpose that enables us to hold on in spite of all opposition and discouragement. This sort of bulldog tenacity should be encouraged in the young until it crystallizes into a fixed habit in later years.

There is no other human quality more universally admired than fixity of purpose, the grim determination which never flinches, never shows the white feather, never turns back, but pushes steadfastly ahead when others give up, grips the tighter when others let go. A man that never flinches is everywhere in demand. No matter how many others are out of employment, there is always an advertisement out at the door of every line of human endeavor for the man that can stick and hang, that persists to the end.

Unflinching persistency never goes alone; it is always accompanied by other qualities of the same family, the achievement family, the family of winners.

The men who accomplish things worth while may have many weaknesses and deficiencies, many objectionable characteristics, but they have also characteristic good qualities, which are always present. Achievers are not only persistent, they are also hard workers and believers in themselves.

Many of us over-estimate the value of capital and influence, the pull that comes from others, and we greatly underestimate our own inherent strength. Young people do not half realize what a tremendous power lies in plain grit, in just sticking and hanging until victory comes.

In one of our great cities some time ago I saw this sign over a bank which had failed several times and started again, "Everything has happened to this bank which could happen."

Grit is what is left in a man after everything has happened to him that can happen to a human being and still leave him alive. You can measure a man's grit by what he does after he fails; after everybody about him has given up, and turned back. Grit will stick and hang; it will persist when every other mental quality has left the field.

Keeping on, keeping on, strengthens the will and keeps up the courage. When we quit because things go hard, our courage disappears and our will weakens. No matter whether you can see light ahead or not, no matter how dark the outlook, just stick and hang. This will keep your courage and your self-confidence intact, and the way eventually will clear up. There is a tremendous creative force in just standing up and holding on with your face towards your goal, even if at times you cannot move forward a single inch, or at the best only one step at a time.

A prominent Chicago man was once in the bottom of a mine when the hoisting apparatus broke. He found himself six hundred feet underground with no way of escape except by a ladder. After climbing three hundred feet to a landing he could only see a little opening at the top, which did not appear larger than a penny, and it did not seem possible he could ever reach it. But he said to himself, "I only have to take one step at a time, and to keep on." And he kept on, taking the steps slowly, one by one, until finally he reached the surface.

The trouble with most of us is that we are discouraged by the long distance to the light—between us and the goal—and we get impatient because we cannot go by leaps and bounds.

I have talked with a good many men, "down-and-outers," who in going over their past experiences have almost invariably said: "How I wish I had kept on as I began!" But they thought they were not getting on fast enough, so they became discouraged and turned back. They quit their first enterprise and then took the wrong turning.

"Turn-backers," "quitters," never get anywhere or accomplish anything of note. They are constantly starting in at new things, and so their lives are scrappy, filled with half-finished tasks. They go a little way into many things, but turn back when they strike thorns. They never go far enough to get the flowers, the pleasant things in an occupation, which come from long training and that superb facility and ease which are the results of experience. They do the hardest work, the breaking in, and then give up without even tasting the harvest of the seed they sowed.

It is said that many a persistent pearl diver, after others have become discouraged and given up, has fetched up a valuable pearl that was waiting for just one more plunge. It is the persistent soul that wins the great life prizes in ever line of endeavor.

Take out of the patent offices the triumphs of persistency, of clear grit; take out the results of bulldog tenacity of purpose, and there will be comparatively few patents left. We should have no ocean cable, no telegraph, no telephone, no wireless telegraphy, no sewing machine, no automobile, no flying machine, no air brakes, no great ocean liners. In fact, we would have a very primitive civilization with few comforts or luxuries. But for perseverance and grit we would still be traveling in stage

coaches or voyaging in sailing ships. Perseverance and grit are responsible for about all the things that make life worth living.

Not long ago I asked a man if he were college bred. "No," he said, "that is a very sore spot with me. I quit during the first part of my freshman year, because I became discouraged and homesick. I have blamed myself for this ever since. If I had only kept on I should have been some success to-day."

Lack or sand in his youth cost this man his career, blighted his chance at the outset and spoiled his future.

There are multitudes of men in this country to-day who have been mortified, and tremendously handicapped in their careers because, like this man, when youths they quit school or college under the stress of discouragement or homesickness. If they had waited just a little longer until they became a little acquainted with their companions and their environment, a little more interested in their studies, nothing could have induced them to quit.

How many youths have left medical and law schools, have given up learning a trade, when they were depressed by the strenuousness and apparent coldness of their new situation, when the way ahead looked very difficult and forbidding to them? Many a boy with a genius for the thing he attempted has given it up under discouraging conditions and regretted it ever after.

It is a dangerous thing to quit under temporary discouragement. No one is in a condition to know what is best and right to do when he is discouraged. Then the mind is warped, the judgment is twisted, one does not see the situation clearly; his perspective is at fault.

There are multitudes of failures in the world to-day who might have been great successes if they had simply had the nerve, the stamina, and the grit to hold on.

Keeping at it, as a life rule, has performed more miracles in the world's history than brilliant talents or genius. Keeping at it has made multitudes of well-educated men out of ignorant ones. Keeping at it has made most of the great fortunes in existence. Keeping at it has ever accomplished the impossible.

When Columbus' mutinous sailors refused to go any farther and threatened to put Columbus in chains, he never flinched or wavered, but kept pressing on. Calling the mutinous crew he reasoned with them, and tried to re-charge them with courage, hope, and enthusiasm. "But Admiral," asked one, "what shall we do when our hope is gone?" "Sail on, sail on, sail on, and on," was the dauntless reply of one of the most persistent, courageous souls that ever sailed the seas.

A person with comparatively little ability can begin things, can even carry them along while everything goes easily; but the test of character is the power to hold on, to sail on, and to keep sailing on, when everybody else has turned back, aye, when hope itself is well nigh gone.

Can you hold on when you have reached the point which would mean failure to most men? If you can, like Columbus, you are bound to reach your goal. We cannot tell much about what is in a man until he has reached the point where the majority of people would stop. Then, if he persists, hangs on and refuses to give up, we know he has the triumphant quality.

A pretty good classification of men could be made by grading them by the distance from their goal at which they give up or lie down. Some fall out of the race almost at the start, others keep on a little further, and multitudes stop just this side of victory—many of them almost in sight of their goal. They have not that extra bit of faith to keep on sailing, that additional needed mite of persistence to push on still a little further.

It is a rare man who, like Grant and Napoleon, has no surrender in his blood, who never recognizes defeat, who sees hope where others see despair, victory where others see disaster.

One of the earliest signs that a youth is made of the stuff that wins is his propensity to stick, to hang on. He persists. This is a sort of forerunner of talent, a predictor of success. No matter how many other good qualities you may have, if you cannot stick to your purpose you will not win out.

I am never very anxious about a youth's future when I find that he has sticking talent, that he can persist. Pure grit is that element of character which enables a man to clutch his aim with an iron grip, and keep the needle of his purpose pointing to the polar star of his hope. Through sunshine and storm, through hurricane and tempest, through sleet and rain, with a leaky ship, with a mutinous crew, it persists; in fact, nothing but death can stop it or subdue it, and it dies still struggling.

How long and how hard can you stick to one thing? Your success in life will depend largely on this. I have in mind a versatile man who manifests remarkable sticking qualities for anything that is new, but the moment the thing becomes a little old and familiar it stales for him; he loses his adhesiveness and falls off.

Remember every time you harbor doubt of your ability to do what you undertake, every time you turn yourself over to fear of failure, you are weakening by just so much your stamina, your grit, your initiative, your ability to stick and hang.

Cling to your vision, no matter what others may say or do. Keep your eye fixed on your goal. Don't swerve to the right nor to the left, though a paradise tempts you. No matter what bids you turn aside, or tempts you to change your course, keep on the straight path to your destination. The soft character, the easy-going man, who is afraid of criticism, denunciation, and who is always wondering what people think of him, is not made of the stuff that wins. He has not made the sand which keeps him going straight on to his goal.

What would become of a sea captain who, whenever he saw a fog settling down on the waters, or a storm coming up, would turn his ship around and sail back to the port he had left? You know he would lose his job and be branded as an incompetent and a coward. Every sea captain keeps his ship true to the compass, and he plows through fogs, storms or hurricanes to his distant goal. You are the captain of your life ship, and it is up to you to bring it into port grandly. If you haven't the qualities of a good sea captain your ship is in danger.

Downright hard work, a purpose which never flags, a grit and nerve which never retreats; these are the qualities that make life victorious.

It was years of persistent labor, involving the reading of a thousand volumes that enabled George Eliot to write "Daniel Deronda," for which she got $50,000. Schiller "could never get done," and Balzac, the great French novelist, sometimes worked a week on a single page.

"I do not remember a book in all the departments of learning," said Beecher, "nor a scrap of literature, nor a work in all the schools of art from which its author derived a permanent renown that is not known to have been long and patiently elaborated."

Don't get discouraged, don't give up and lie down; you may be almost within sight of your goal. Your pearl may be waiting but one more plunge.

When Grant was at Shiloh he thought he was going to fail, but he kept right on. It was just this keeping right on which made him one of the greatest military figures of his age. After his defeat at Shiloh nearly every newspaper in the United States demanded his removal. Lincoln's friends pleaded with him to give the command to someone else; but to all appeals Lincoln replied: "I can't spare this man. He fights. He's got the grip of a bulldog, and when he once gets his teeth in, nothing can shake him off." His was the kind of grit that makes a way if it can not find one.

The world makes way for dogged persistence, because there is nothing else to do. Think of trying to influence a Bismarck in the prime of his power to release his grip upon the thing he was determined to put through! Think of trying to discourage Napoleon from taking

(Continued on page 46.)

NEW HARDWARE GOODS
OFFERED TO CANADIAN HARDWAREMEN

NATIONAL AUTO HEATER

The National Electric Auto Heater is being marketed by the National Electric Heating Co., Toronto. The heater, it is claimed, will keep the radiator from freezing. It will also keep the engine warm while the car is in the garage. All that is necessary is to put the heater



National Auto Heater.

under the hood and connect the plug to the lamp socket. The heater measures 9½ x 3¼ x 1¼ inches, and consumes 200 watts. It is finished in black, and is supplied with 8 feet of cord complete. The heater retails at $3.50.

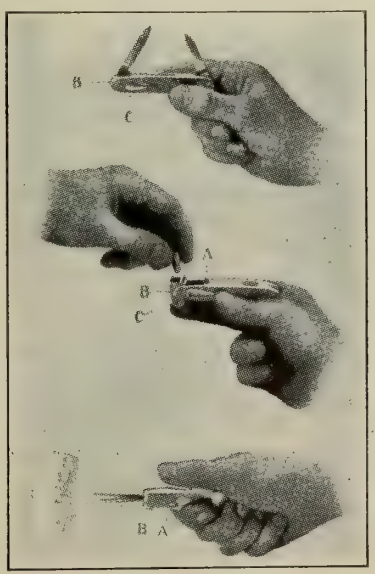
FLEXO SPRING WHIP

Hamilton Whip Co., Hamilton, Ont., have produced a new whip called the Flexo Spring Whip, which is to be sold to consumers at 50c. The makers claim that this is not merely a whip with a label changed, but is an absolutely new idea in whips, and its attractive red and yellow label will merely emphasize a new manufacturing formula. The whip, it is said, is built up on a rattan foundation. In the past it has been found that when the bark is stripped from rattan the wood rapidly dries out and becomes brittle. To overcome this difficulty the Flexo Spring Whip has been introduced and by retaining the sap in the wood with a rubberized coating, the flexibility of the rattan remains and it may be subject to any regular use without breaking.

Over the rubberized coating there is an English cushion outer cover which protects the whip from the weather and also from wear, especially when the whip is hit against the shafts. A hand-made Philadelphia snap is attached to the end of the whip, and completes what the manufacturers claim to be an exceptional value in a 50-cent whip.

DEFENDER POCKET KNIFE

The Defender pocket knife is offered to the trade by the United States Small Arms Co, 1790 Broadway, N.Y. The knife is made with an attachment which enables it to discharge a .22 calibre short cartridge, blank or ball. The makers claim it is the only article of its kind ever constructed, is well made, best quality of steel used in the blades. The makers also taste it is as effective as any regular pistol or revolver using a .22 calibre cartridge, at the same time

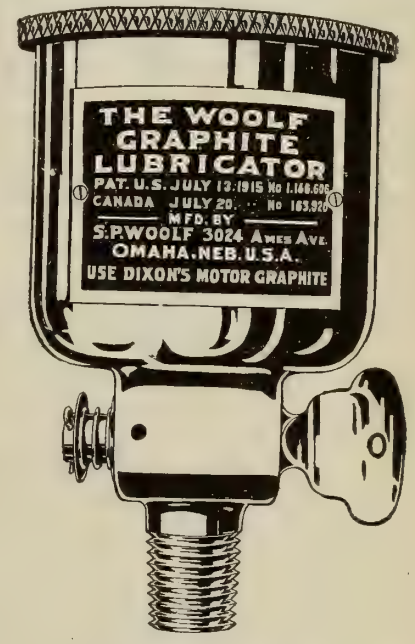


Defender Pocket Knife.

being a first-class pocket knife for ladies or gentlemen. If parts become dry by frequent use place a drop of oil in throat of trigger. Tighten up the screws occasionally. Put up in chamois or leather cases with button fastener.

THE WOOLF LUBRICATOR

The Woolf Graphite Lubricator Co., Omaha, Neb., offers to the trade the Woolf Lubricator, here illustrated. The makers state that the Lubricator is very simple in its operation. The barrel at the bottom of the retainer is hollow, with a hole in one side; turn the barrel over and the graphite empties into the



The Woolf Lubricator.

fuel mixture, and is drawn by the suction of the engine up into the combustion chamber.

Tap the intake manifold anywhere above the carburetor and below the "Y." We advise taking off the manifold, or loosen up the carburetor, slip a cloth between; this will keep any drill cuttings from doing any harm. If you want to place the Lubricator at any other place, use ¼-inch or ⅜-inch tubing. The suction from the engine will pull the graphite from any position. Graphite, it is said, is not affected by heat, and with the oil film in the cylinders effectually prevents friction, increases compression and cylinders never need to be reground.

By actual tests, the makers state, it has been found that one charge of graphite every 50 miles gives the best results for a four-cylinder engine, and two charges for a six or eight.

The Lubricator is nickel-plated, and can be placed on the dashboard near the driver.

WEEKLY PAINT DEPARTMENT

Two Methods of Making Glass

How Glass is Made—Sizes Obtainable in Certain Grades—What is Meant by Terms Used by Trade.

THE bulk of the glass being used in Canada to-day is imported from the United States. Any information that comes from a reliable U. S. source is of interest to Canadian hardware and paint dealers.

An interesting and authoritative article on the subject has been prepared by Clarence Warner Condie for the National Glass Distributors' Association. The article appeared in the *American Paint and Oil Dealer*, and is reproduced as follows:—

The quality of window glass or sheet glass, also termed "blown" or "cylinder glass," has been improved by the modern methods of production, and much has been expended in the effort to make perfect blown cylinder glass, but there are still some waves.

The glass is blown in cylinder form and flattened by reheating, which gives it a slight bend or bow, a possible variation in thickness in the larger sizes, and surface flaws.

The selection of the various grades is a matter of expert judgment. The large sheets produced, in single or double thickness and heavier, are cut to stock sizes according to the merits of the glass and graded in "AA," "A," or "B" quality, the defects being eliminated to the greatest possible extent.

The ingredients, as we have said, are practically the same in window glass as in plate—it is wholly a matter of refinement and process which produces the different kinds of material.

Window glass—is made by two methods—by "machine" or by "hand." The difference is in the blowing process — both producing the cylinder from which all window glass is evolved. The same general treatment of the cylinder, to produce flat sheet glass follows in both machine or human blown material, and both produce equally standard quality.

Sources of Manufacture

To make the cylinder the molten glass or "metal" is brought to proper consistency by extreme heat, and the glass in the human blown process is "gathered" upon the end of a tube (or blow pipe) from the furnace and blown into a huge cylinder by repeated heatings and blowings, until the material is all evenly distributed. From a globular mass about the size of a man's head, the blower swings the pipe into an alley or opening in the door, blowing as he swings until the full sized cylinder is formed. This requires skill of the highest degree—the blower by regulating the amount of material entering the cylinder, makes a single strength or double strength heavier glass as desired.

The blowing machine accomplishes the same result by purely mechanical process—the intricate working of the mechanism, the supply of the molten glass, the air pressure, rapidity of action, making single or double thickness, being controlled by a single operator, who appears to have supernatural powers, surely never dreamed of throughout the great stretch of years when the glass-blower was master of the art and accredited with inimitable skill.

The cylinder is decapitated at both ends by an ingenious method of spinning a string of hot glass at the proper place, or by the use of a wire wrapped around the glass and electrically heated, which causes the cap and crown to break off clean. The cylinder is then split lengthwise—placed in the flattening oven on a large circular stone, and as the heat is increased and as the glass begins to wilt it is quickly smoothed out to the shape of the flat stone, upon which it rests.

Cylinder glass cannot be perfectly flattened, and the waviness and bow or slight curve will always occur in this product.

In glazing—the bend or bow should be glazed outward in the sash — the bulge towards the exterior.

Window Glass Sizes

Window glass in double strength, or heavier, is made as large as 30 in. x 90 in. or 38 in. x 86 in., or 48 in. x 80 in., and such extreme sizes containing twenty-five square feet, but it is inadvisable to use such glass in these measurements on account of the liability of breakage and the distorted vision due to waves, etc.

The same may be said of the extreme sizes of single strength, which can be made up to 24 in. x 60 in., or 30 in. x 54 in., or 36 in. x 50 in., in sizes containing ten to twelve and one-half square feet.

Crystal Sheet Glass

A heavy blown glass, made by the same process as ordinary window glass and subject to the same inherent defects. Graded in "AA," "A," or "B" quality and made in various thicknesses: 26-ounce, 29-ounce, 34-ounce, and 39-ounce (3-16 in. thick).

In examining samples of small size for inspection of quality, it should be remembered that the large light of glass will show the natural waves and defects, while the small piece may appear nearly perfect.

It is not altogether a matter of expert judgment to determine the various grades and certain rules may be accepted governing window glass specifications.

Thickness and Weight

Single strength measures approximately twelve lights to the inch, but a small variation either way is permissible. Single strength weighs approximately 16 ounces to the square foot. Double strength measures approximately nine lights to the inch. The thickness should be fairly uniform and the weight approximately twenty-four ounces to the square foot.

Window glass is packed in regular sizes approximately 50 square feet to the box up to the 100 united inch bracket (adding width and length), and 100 square feet to the box in sizes of over 100 united inches.

Single strength in factory packages weighs from 65 to 75 pounds to the box (shipping weight). Double strength in factory packages weighs from 85 to 110 pounds to the box, 50 feet boxes (shipping weight).

The Various Qualities

"AA" quality should be clear glass, free from any perceptible amount of air bubbles or blisters, burnt specks or burns, cords and strings. It should have a good gloss and an even surface and be well flattened. By air bubbles it is understood that tiny blisters, or imperfections not perceptible on the cutter's table, but detectable when placing the sheet directly towards the light, would not be objectionable. This should be a

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If interested, tear out this page and keep with letters to be answered.

careful selection in both single and double and should represent the very best that can be produced in window glass by the present methods.

"A" glass is the normal selection of glass when no special selection is desired or specified and it admits of such defects as small strings or lines, small blisters when not too close to one another or located in the centre of the sheet. Well flattened, the surface even, and devoid of noticeable scratches, cropper marks, burns and other prominent defects.

"B" glass covers a wider range than either "AA" quality or "A" quality. It permits many of the defects inherent to the process of making such as waves, strings, lines, blisters, scratches, burns and other similar or equivalent defects. This quality embraces everything below "A" quality, not stony or full of blisters or other large defects objectionable for any common purpose, such as heavy scratches, heavy blisters, cords and sulphur stains.

KEEPING IT AS A MIRACLE WORKER

(Continued from page 42.)

his army across the Alps in winter! He never planned a great campaign which his advisers did not try to have him give up as impossible, but the impossibilities to an ordinary man were not impossibilities to Napolean. He laughed at such obstructions. How many of Washington's friends begged him to save himself at Valley Forge and to give up campaigns which threatened his life. They told him that his life was worth too much to sacrifice, even in such a cause.

Young people continually prate of genius. They seem to think that every person who does a great thing in the world must be a genius, a man with superb talent, but, as a matter of fact, the greater number of men who have made history were men of ordinary talents, but with very extraordinary application, great industry, men with common ability, but with mighty uncommon persistence, determination and clear grit.

WEEKLY PAINT MARKETS

(Continued from page 49.)

a good run during the week, with higher prices prevailing in some quarters and the range running from $41 to $45. In the face of the shortage of mill feeds of all kinds and the need for the farmers to feed their milk cows in order to get the needed supply, there has been a good demand locally and for export. The range of prices are as follows:

1 to 3 barrels, raw $1.01½ to $1.07½; boiled $1.04 to $1.10; 3 to 5 barrels, raw, $1.00½ to $1.06½, boiled $1.03 to $1.09; 6 to 9 barrels, raw, 99½c to $1.05½, boiled $1.02 to $1.08.

Turpentine Shows Signs of Weakening

For the most part the market held steady during the week, with a decline of 1½c recorded in the prices of one concern. The reason for this decline was stated to be a weakening in the primary market. With the concern quoting a decline the price now in 1-barrel lots is 65½c per gallon, with 2 to 4 barrel lots 1½c under the single barrel price. Five-gallon lots are quoted at 5c per gallon over the barrel lots. The range in prices that now maintain are as follows:

	Per Imp. Gal.
1 barrel lots	65½c 71c
2 to 4 barrels	64c 70c
5 gallon	70½c 75c

Glass Will Probably Go Higher in Future

There is a firmness in the local glass market which to some dealers at least seems to indicate a still higher price. The advance was expected about the middle of this month, but it is pointed out that some dealers have fairly heavy stocks and this has operated to keep prices steady. The demand has improved. Although it is not up to normal there is quite a considerable improvement over the summer and spring trade.

White Lead in Oil Very Firm in Price

In the face of the advancing price of linseed oil and the firmness of the pig lead market there is a firmness in white lead and oil. Pig lead is now quoted from $7 to $7.10 per 100 pounds. At the time of the recent decline in white lead in oil pig lead was selling around $6 per 100. There has been an advance of 50c since the decline and white lead in ton lots is selling at $13.95 and in small lots at $14.25.

Firmness in Putty

There is a firmness in putty due to the advance in linseed oil and the scarcity of whiting. Some wholesale dealers are anticipating an advance in the near future.

PRACTICAL SHEET METAL WORK

(Continued from page 40.)

phaltum on these hoppers as an extra precaution. Where possible the use of copper is very much preferable and when copper is used care should be taken not to beat, or turn over the seams too sharp. Soldering all joints is far better than too tight a locked seam.

It will be noted in Fig. A that a cast iron T. Y. and cleanont is shown, this is merely fitted to the hopper so as to give the reader an idea how a hopper may be installed when there is a horizontal rim of piping, in which case the pipe should always be cast iron.

(Continued in Next Issue.)

TAKING THINGS FOR GRANTED

The man who is in the habit of taking things for granted—who doesn't know and doesn't care if he knows or not—never will make a success of any undertaking.

The story goes that the real blame for the loss of the Battle of Waterloo in which Napoleon the Great was vanquished, must be laid at the feet of the French General Grouchy, who "took it for granted" that the German troops under Bluecher would not be able to join the army led by the Duke of Wellington. They did, however, and Napoleon was sent to Saint Helena as a "prisoner of Europe," to end his days on that barren island.

The retail hardware dealer "takes it for granted" that the customer who "demands" credit will pay his bill in a "reasonable" time, so doesn't set any specific date for payment—with the result that in many cases the bill is never paid.

He "takes it for granted" that he can sell a gross of a certain article in a "reasonable" time, and so when the "quantity" salesman offers an extra five per cent. if he takes a gross instead of a dozen, he orders a gross—with the result that the extra discount is eaten up in rust and shopworn appearance long before the gross is finally closed out.

He "takes it for granted" that when a competitor offers an article at an exceptionally low price to the consumer that competitor must of necessity have bought the article at a figure low enough to make it possible for him to make a profit at that low selling price—with the result that he wastes his time, money and energy in trying to obtain the same "buying facilities."

He "takes it for granted" that if one of the other hardware stores operates a sheet metal shop and if the prices in the competitor's shop are lower than his for certain classes of work, he must also be able to do that work in his shop at similarly low prices—with the result that his shop, instead of being a profit producer, as it ought to be, is an actual source of loss.

There is nothing which will cure a person of "taking things for granted" as quickly and effectively as a course in business accounting—not merely bookkeeping, but the relation of acounts to one another, and especially those of cost, overhead, gross and net profits.

—*American Artisan.*

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Buildings,
Tanks, Fences,
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It absolutely counteracts corrosion and rust caused by dampness or gases and lengthens the life of metal work.

We manufacture Orange Lead and Litharge of the Highest Standard of Quality. Special Red Lead and Litharge for Color Makers, Rubber Makers and Varnish Makers. Oxides for Potters and Storage Battery Makers.

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By pushing Berry Brothers' line you can build up a bigger varnish business.

LUXEBERRY WHITE ENAMEL—whitest white stays white. Makes a permanent snow-white finish in either dull or gloss effects.

LIQUID GRANITE—floor varnish. Makes a smooth, satiny finish. Lasting, waterproof, marproof, also adapted for bathrooms, window sills and casings, and all interior work where great durability is desired.

LUXEBERRY WOOD FINISH—for general interior work. Develops and preserves the grain of all woods, and makes a handsome and lasting finish. Rubs perfectly.

LUXEBERRY SPAR—for exterior work. Especially adapted for durability under extreme exposure—front doors, store fronts, marine work, etc. Makes a handsome finish and will not turn white under the severest conditions of wear.

We make a specially adapted varnish or enamel for every known use.

Write for price list and interesting dealers' proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

WALKERVILLE, ONT.

(406)

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Oct. 11.—Linseed oil is still the exciting factor of a market which is otherwise considered quiet and unsensational. Certainly linseed oil is doing lively things these days. The seed alone has leapt in less than three weeks no less than 40 cents a bushel. It is now quoted around $2.24 per bushel. To add to the generally sensational character of this particular market, the new and so much nearer submarine "frightfulness" has figured vexingly upon the scene, raising insurance rates on prospective cargoes from the Argentine, and threatening to upset all calculations.

Argentine Reports Bad

Even the optimists of the market were inclined to fear the worst from the Argentine this week. Reports read from the telegrams by those in touch with conditions, declared that the Argentine crop looks like fifty per cent. of what it ought to be, and that there is no rain anywhere. Consequently, linseed oil remained in the highest realms of price, and at the time of writing was still endeavoring to break records for altitude.

Prices Quoted Are Firm

Following prices are quoted to the retail trade by one large firm, though some firms are chary of quoting at all under present conditions, and the price in the carload is 96 cents at least, and likely to be more.

Linseed Oil	Raw	Boiled
1 to 4 bbls.	98c	$1.00
5 to 9 bbls.	96	.98

Above prices are for one delivery in Montreal, and were not quoted as stable under present conditions.

Huge American Demand

Not only the spot seed available, but also futures are being snatched by American buyers and at very firm prices indeed. In fact, according to one crusher's report, the Americans are ready to bid instantly a higher price by a cent or more at a time per bushel to secure a supply of the presently available seed or coming Canadian crop. The Canadian crop is estimated at about four to five million bushels. American consumption last year was between twenty-two and twenty-three million bushels, and the Americans last year grew only about 14,000,000 bushels. The whole Canadian crop would be only a drop in the bucket to that demand, and the effect of an increased United States demand on the market may thus be estimated. Disappointed in their expectations from the Argentine, the American market turns instantly to the Dominion as the nearest source of supply, but with an idea gaining force that not only America's, but the world's supply of linseed is going to be short this year, the buyer will probably have to pay very firm prices indeed.

Turpentine Firm and Unchanged

No change is reported as regards turpentine, which is quoted at from 66 to 70 cents in barrels, according to orders. The supply available seems to be plentiful, and there is not any suspicion of shortage at present noticeable on the markets.

Mixed Paint Outlook

While prices in mixed paints, and also in the dry colors, remain as yet undisturbed by the prevailing conditions in other directions affecting paint, there is a feeling of doubt existent as to the chances of these prices remaining unaltered between now and spring. Spring business is hardly begun, though there are enquiries, and present prices seem to find favor with demand. Predictions are heard variously, and without any definite assurance, to the effect that colors in oil may be more costly, and that mixed paints are almost certain to go up. Certainly, indications are that way, but prices have already risen and terms have been shortened. The next increase may not be soon.

Glass and Putty Required

A brisk seasonable demand for glass and putty has been noticed during the past week, and the hint given lately from the American side that glass is to cost more has smartened up buying as well as the actual arrival of colder weather. Putty is very firm again, due to the condition of the linseed oil market, and glass repair jobs are not as low priced as they once were. Labor is higher priced, or lacking, and this adds to the cost of both the material and the job.

Brushes May be Dearer

Word has been passed around in the hadrware trade that an increase in the prices of brushes of all kinds from domestic to paint brushes may be looked for, and the causes—bristle supply difficult, metal mountings dearer, etc., are in themselves hints already known to the trade.

TORONTO

TORONTO, Oct. 12.—Dealers report a fair trade during the past week. The weather has been favorable for painting and there has been a noticeable increase in the volume of mixed paints changing hands. Wholesale jobbing houses assert the trade has been gratifying up to the present, with prospect of still larger business if the good weather continues. Linseed oil for the most part holds at last week's quotations, although one dealer advanced the price 2½c. There is a wide range in linseed oil prices at the present time. There is uncertainty in the market and dealers are looking for still higher oil in the face of advancing market in flaxseed. Turpentine showed an easier tone during the week, with declines registered by some of the dealers. There is also quite a range in turpentine prices at the present time. The market is uncertain in this commodity also. Glass is firm in primary with strong probability of an advance in the near future. Putty also is firm in the face of the advancing prices on linseed oil. Whiting continues scarce with a firmness in the market.

Linseed Oil Firm With Advances Recorded

Linseed oil continues in an uncertain state, with the market strong and a tendency to advance in certain quarters. There is quite a wide range in prices, however. Some of the dealers have been quoting prices as low as 95c up to Wednesday but on that day these prices were withdrawn in the face of the advancing seed market, pending advices from the head office of the concern. Prices were quoted as high as $1.07½ for raw oil in 1 to 2 barrel lots during the week. Quotations for the same class and in the same quantity ranged for the most part from $1.01½ to $1.05, with the latter price more generally prevailing. The demand has only been fair in the face of the higher prices. Flaxseed continues to advance steadily. On Wednesday it closed at $2.28, an advance over the previous day of ½c per bushel. Tuesday's quotations for seed on the other hand were 4c higher than the previous close. Conditions in the Argentine still continue to act as the bullish factor. Linseed oil cake has had

(Continued on page 46.)

Who Sells the Most Paint?

THE merchant who relies entirely upon his own salesmanship—who tries to persuade customers to use little-known brands—who must pay for his own advertising, write his own window-cards, and figure out his own window-displays?

or—

Is it the other merchant, whose own salesmanship is assisted in a score of ways by the salesmanship of a great paint manufacturing organization—who handles a line that everybody knows about, a line whose quality is never questioned and that is always easy to sell; the merchant whose paint advertising is written for him by experts, and paid for by his manufacturers, who is always supplied with the very latest advertising literature, handsome window-trims, and all the other accessories needed to help him to get his town's best paint business—the merchant, in a word, who is an authorized agent for

B-H
Paints and Varnishes

The sales records of Brandram-Henderson agents in all parts of Canada prove conclusively that a live merchant, handling these high-grade products, and assisted by this aggressive organization can sell *more paint* than he could in any other way.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM

Ingots, 99% pure, lb..... 66
Pattern, lb. 66
Sheets, $1 to $1.25 base.

AMMUNITION

Dominion Metallics—B.B. Caps, 25%; C. B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle smokeless, 7½%; other rim fire, 10%; center fire pistol, add. 35% list; center fire sporting, add. 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add. 35% list; empty shot shells, 5%; blanks, add. 25%; bullets, add. 40%.
Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, 2½% off list; "Regal" Dense Smokeless Powder, 2½% off list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

"Winchester" B.B. Caps, $2.05 M. net; C.B. Caps, $3.90 M. net; 22 short, black and Lesmok, 12½%; 22 short, smokeless, 25%; 22 long black and Lesmok, 12½%; 22 long black and Lesmok, rifle, 22 long, rifle, black, add 2% advance; Other R. F. ball, 2½% advance; R. F. Shot, 12½%; Pistol and Rifle Shot, 32% advance; Military Pistol and Rifle Ball, advance 52½%; Military and Sporting advance 66 2-3%; Primers, $3.35 per M. net; Brass Shot Shells, 15%.

Shot, standard, 100 lbs., Toronto, $14.50; Montreal, $14.25; net extras, as follows, subject to cash discount only; Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.
Dominion Hand Traps, $3.50 each, net f.o.b. Montreal.

ANTIMONY

See weekly report.

AUGERS

Ford's Auger Bits, 30 and 10%.
Irwin's Auger, 40%.
Gilmour's Auger, 60 and 5%.
Gilmour's Special, 70%.
Rockford's Auger, 50 and 10%.
Gilmour's car, 47½%.
Clark's expansive, 40%.

AUGERS, POST

B.T.—8 in. net	3 00
B.T.—10 in. net	3 30
B.T.—12 in. net	3 90

AXES

Forrester, doz.		7 25
Cherokee, doz.		9 00
Hand made, doz.		9 00
Model, doz.		9 25
Black Diamond, doz.		9 50
Samson, single bit, doz.		9 75
Samson, single bit, handled doz.		13 50
Samson, double bit, doz.		13 50
Samson flooring axes, No. 2, doz.		10 75
Single bit, doz.	7 75	10 50
Double bit	11 50	13 00
Hunters' Axes	6 00	6 50
"Boy's" Axes	6 25	7 00

Bench Axes, Samson

No. 2, doz., net	10 10
No. 3, doz., net	10 50
No. 4, doz., net	11 50
No. 5, doz., net	12 90
No. 6, doz., net	13 70

BABBITT

Canada Metal Co., Ltd. — Imperial Genuine Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 11 to 60c lb.

Thomas Robertson & Co., Ltd.,—No. 1, 32c; No. 2, 23c; No. 3, 19c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D." Nos. 1, 2 and 3.

Prices 11c to 60c pound.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA." Faultless "A." Reliance "AA." Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 11c to 60c.

Langwells—Extra, 16c; No. 1, 15c; No. 2, 14c; No. 3, 12½c.

BELTING (Leather.)

Extra, 40%.
Standard, 40 and 10%.
Lace leather, per side, $1.10; cut laces, No. 1, $1.30.

BELLS (FARM)

C x 40 lb.	2 75
B x 50 lb.	3 25
A x 75 lb.	4 50

BENZINE

	Montreal	Toronto
Single bbls., gal.	0 31½	0 30½
Drums, gal.	0 28½	0 27

BOLTS AND NUTS

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 35%.
Carriage Bolts ($1), list, 7-16 in., 20%.
Machine Bolts, ⅜ in. dia. and smaller, 35%.
Machine Bolts, 7-16 in. dia. and larger, 25%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 25%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 20%.
Coach and Lag Screws, 45%.
Skein Bolts, 40%.
Square Head Blank Bolts, 40%.
Bolt Ends, 35%.
Plow Bolts, 25%.
Elevator Bolts, 25%.
Fancy Head Bolts, 20%.
Shaft Bolts ($3 list), 25%.
Step Bolts, large head ($3) list, 25%.
Whiffletree Bolts, 25%.
Nuts, square, 1¾c off list.
Nuts, hexagon, 1¾c off list.
Stove Rods, per lb., 8c.
Stove Bolts, 60%.
Tire Bolts, 45%.

BORAX

Lump, Crystal Borax, lb.. 0 09½

BRASS

	Per lb.
Springs, sheets, 8 in. wide, up to 20 gauge	0 60
Rods, base ¼ to 1 in. round	0 55
Tubing, seamless base	0 55
Tubing, iron pipe size, 1 in. base	0 50

Copper tubing same as brass.

BARS (Clothes)

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

BOILERS (Range)

30-gal. Standard	8 25—8 75
30-gal. extra heavy	11 50

BOARDS, BAKE

	Per doz.
No. 1—18 in x 24 in.	6 60
No. 2—18 in. x 28 in.	7 20
No. 3—20 in. x 30 in.	7 80

BOARDS (Ironing)

Size 12x60 ins., doz.	7 20
Size 14x60 ins., doz.	8 40
Folding, 14x58 ins., doz.	16 50

BOARDS (Sleeve)

Basswood, stationary, doz.	2 00
Folding, per doz.	3 50

BOARDS STOVE

Wood lined, 50, 10%.
Paper lined, 60%.

BOARDS (Wash)

	Tin Plate Per doz.	Zinc
Pony	$....	$1 75
Crown	....	3 55
Dandy	....	3 75
Improved Globe	2 65	3 85
Standard Globe	2 75	3 95
Neptune	2 75	3 95
Original Globe	3 00	4 25
Newmarket King	....	4 25
Victor (Glass)	....	4 25
Jubilee	....	4 25
Diam'd King (Glass)	....	4 50
Western King (Enamel)	....	4 25
Beaver, brass	....	6 00
Wood, double faced..	....	1 25

Subject to small discounts for quantities.

BRUSHES

Weighted, 15 lbs., per doz.. 16 13
Weighted, 20 lbs., per doz.. 18 50
Weighted, 25 lbs., per doz.. 22 32

BUTTS

Nos. 840, 800, 838, 30 and 2½%; No. 804, 40%; Nos. 808, 802, 842, 844, 37½%; Nos. 810, 814, 25%; Nos. 820, 910, 37½%.

CANS

Milk factory cans, 15%.
Cream cans, 20%.
Railway cans, 20, 5%.
Hand delivery and creamery cans, 20%.
Cream cans, 35%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%.
Milk can trimmings, plus 10%.
Common, cork-lined, 3%.

CEMENT AND FIREBRICK

Less than carload lots		1 85
Portland, per bbl., carload lots, f.o.b. Toronto..	1 50	1 50
White Bros. English..	2 00	2 05
"Lafarge" cement, in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
Fire brick, English ..	17 00	21 00
Fire brick, Mm., low	23 00	25 00
Fire clay, 2½-lb. tins, doz.		1 25

CEMENT (FURNACE)

1¼ lb. tins, per doz.	1 00
6 lb. tins, per doz.. lb.	0 05
25 lb. tins, per doz., lb.	0 04

CEMENT, ROOFING

	Per gal.
Roofing cement (in bbls.)..	0 29
Cement (in 5 and 10 gals.)..	0 23
Cement (in 2 gals.)	0 30
Cement (in 1 gal.)	0 35

CHALK

Carpenters' lead pencils, per gross	2 40	6 75
Crayons, per gross	0 20	0 20
Carpenter, red, gr.	1 25	1 20
Carpenter, blue, gr.	1 25	1 30
Carpenter, white, gr..	1 05	1 10

CHAIN

Quotations nominal.
Proof coil, per 100 lbs., ¼, $9.45; 5-16, $9.10; ⅜, $8.35; 7-16, $7.15; ½, $6.95; 9-16, $6.95; ⅝, $6.80; ¾, $6.70; ⅞, $6.55; 1, $6.40.
Electric Weld Coil Chain—BB 3-16 in., $10; ¼ in., $7.25; 5-16 in., $6.75; ⅜ in., $5.75; 7-16 in., $5.25 per 100 lbs.
Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.
Steel Jack, 15% net.
Brass Jack, net.

CHURNS

List No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 35%; f.o.b. Ottawa, Kingston, and Montreal, 32½%.

CHOPPERS, FOOD

Universal No. 0	$12.00 doz.
1	12.80 doz.
2	16.20 doz.
3	23.40 doz.

COPPER

	Montreal	Toronto
Casting ingot, see weekly report		
Bars, ½ to 2 in.	46 50	46 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	45 00	45 00
Copper sheet, tinned, 14x60, 14 oz.	54 00	54 00
Copper sheet, planished, 14x60 base..	57 00	57 00
Braziers' in sheets, 6x4 base	46 50	46 50

COPPERINE

No. 2, 25c; No. 1, 30c; finest, 35c; tough, 45c.

CORD (SASH)

No. 6, lb.	0 38
No. 7, lb.	0 37
No. 8, No. 9, No. 10, No. 12	0 36½

COAL TAR

Crude coal tar, per bbl. $4 50
Refined coal tar, per bbl.. 5 50

CURRY COMBS

Discount, 25% off list.

CRATES

Humpty-Dumpty, egg, doz., $4; Ideal, egg boxes, with filler, 12 doz. size, per doz., $4.

CANADA PLATES

	Montreal	Galvanized Apollo	Galvanized Crown	Galvanized Gorbals
Ordinary, 52 sheets	4 50			
All bright, 52 sheets	6 30			
18x24x52		6 25	6 25	6 50
60		6 50	6 50	6 75
20x28x47		6 75	6 75	7 00
20x28x94		13 50	13 50	14 00

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 14x20 base	$ 8 00
IX, 14x20 base	9 00
IXX, 14x20 base	10 25
IXXX, 14x20 base	10 25
Raven and Murex Grades—	
IC, 14x20 base	7 00
IX, 14x20 base	8 00
IXX, 14x20 base	9 50
IXXX, 14x20 base	12 00
"Allaway's Best" Standard Quality.	
IC, 14x20 base	8 75
IX, 14x20 base	9 75
IXX, 14x20 base	10 75

CHARCOAL TERNE PLATES

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 210 lbs., $11.50; 216 lbs., $12.

COKES, BRIGHT

Bessemer Steel—	
10x14x20 base	6 50
20x28, double box	13 00

CLOCKS, ALARM

Good Morning, each	0 95
Look Out	1 10
Big Ben, each	2 25
Baby Ben, each	2 25
Sleepmetre, each	1 10

CROWBARS, 5¼c per lb.

DRILLS

Bit Stock Drills, 50%.
Wood Drills, 20%.

TIN
COPPER
ANTIMONY
ALUMINUM
SPELTER
LEAD
THE CANADA METAL CO.
LIMITED
Montreal - TORONTO - Winnipeg

Catalogue "A" Mailed Free

EVERYTHING
IN
METALS







THE CANADA METAL CO., LIMITED, TORONTO
Hamilton Montreal Winnipeg Vancouver

Are You a "400 Pointer" in the Paint Business?

You can take a step upward in the estimation of your customers by placing before them

RAMSAY'S
No. 400 Light Hard Oil Finish

A Hard Oil Finish—A Varnish that works anywhere anyway.

Dries Quickly, Dries Hard, Dries with a Fine Gloss.

The only recognized varnish of its kind in all factories, paint shops, and stores throughout Canada.



Glass and Putty Season Now On. Our Lines are Complete.

Glass and Putty Season Now On. Are Your Lines Complete.

A. RAMSAY & SON COMPANY
ESTABLISHED 1842
Toronto MONTREAL Vancouver

If interested, tear out this page and keep with letters to be answered.

"DOMINION CROWN BEST" — DOUBLE-COATED TISSUE.

I C, 14 x 20 base.... 7 00	7 00
I X, 14 x 20 base.... 8 25	8 25
I X X, 14 x 20 base 9 50	9 50

FILES AND RASPS. Per cent.

Great Western, American..65	05
Kearney & Foot, Arcade...65	05
J. Barton Smith Eagle ...65	05
Disston Brand 65	05
McClellan Globe 65	05
Nicholson	55
Black Diamond	50
Delta Files 65	05
Globe 65	05
Vulcan Brand 65	05

FITTINGS (IRON PIPE)

Montreal discounts: Canadian malleable, 25%; bushings, 60%; flanged unions, 50%; malleable bushings, 55%; nipples, 72½%; malleable lipped unions, 60%; plugs, 55%.

London discounts: B. & C., 20%; A, net; bushings, 60%; unions, 60%; nipples, 72½%; plugs, 60%; iron stop cocks, 52½%.

FIXTURES, STALL. Doz.

Hollow and pressed steel... 0 81	
Solid 1 20	

Special Stall Fixture, 40%.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick. 1 50	
Smaller sizes 1 70	
Mounted No. 115, each..... 3 75	
Bi.-Treadle, each..... 4 25	

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in. .$ 7 75	
Russet rope shank, 1¼ in.. 9 25	
Black rope shank, 1 in. ... 8 00	
Black rope shank, 1¼ in... 9 40	
Hand sewn, no shank, 1 in. 11 50	
Hand sewn, no shank, 1¼ in 13 00	
Hand sewn, with shank, 1 in. 14 75	
Hand sewn, with shank, 1¼ in. 16 25	

HALTERS (SISAL)

7-16 in. gross, $15; ½ in., $18; ⅝-in., $21.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.. 11 00	
Masons, 5 lbs. and over, per cwt. 13 00	
Napping, up to 2 lbs. 0 13½	

HANDLES (WOOD) Net

Axe, No. 3 culls, doz..... 1 01	
Axe, No. 1 hickory, doz..... 2 14	
Axe, 2nd growth, doz. 3 00	

Extra quality, 40 per cent.

All second growth hickory handles, 40%.

All pick handles (all kinds), 35%.

All other hickory handles, 37%.

All ash and maple axe handles, 40%.

All hickory team neck yokes, oval and round whiffletrees and wagon doubletrees and eveners, 25%.

All oak, ash and rock elm team neckyokes and singletrees, 30%.

All doubletrees and eveners, 25%.

All hickory cant hooks and peevies changed to 25%.

All maple cant hooks and peevies changed to 35%.

Second growth and No. 1 neckyokes, ash and hickory heavy team neck yokes and whiffletrees are struck off the list, and in future all these goods will be known as: White ash and hickory neckyokes and single teams, and will be sold at the present list price of second growth.

Boys' axe handles, 28 in., extra, $2.50; No. 1, $2; No. 2, $1.60; maple, $1.75; ash, $1.90 per dozen.

Prospectors, miners and drift pick handles, 32 in., $3.20; 34 in. and 36 in., $3.40 per dozen.

Manure fork handles, short, $3.60 per dozen.

Hickory pick handles, No. 1, $3, and No. 2, $1.75 per dozen.

Hickory axe handles, No. 3, 30 in. to 36 in., $1.60 per dozen.

All second growth ash hay fork, manure fork, shovel and spade, hoe and rake handles, 30%; extra quality, 40%, and No. 1, 45%.

HANGERS, BARN & PARLOR

Stearns, wood track, Special, Zenith 9 00	
Atlas, steel covered.. $5 25	6 60
erfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible, doz.....	6 50
Steel King Hangers, doz. sets	6 40
Storm King and safety hangers, doz.....	6 50
Steelall	9 00
Storm King rail	4 70
Crown	4 85
Crescent	7 25
Sovereign	6 50
Steel track, 1 x 3-16 in. (100 ft.) .....$	3 25
Steel track, 1¼ in.	6 00

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch		14 40

Subject to discount of 40 per cent. off list.

Light.		
3 in., doz. prs...	1 00	1 00
4 in., doz. prs...	1 20	1 10
5 in., doz. prs...	1 40	1 30
6 in., doz. prs...	1 70	1 50
8 in., doz. prs...	2 50	1 80
10 in., doz. prs...	3 50	2 40

Discount 40% off list.

Screw Hook and Strap Hinge—	
Under 12 in., per 100 lbs....	6 50
Over 14 in., per 100 lbs.....	6 00
Extra hooks for above, ⅝ in., per lb.	7
Extra hooks for above, ¾ in., per lb.	6¾

Spring, per gross—No. 5, $18.60; No. 10, $19.50; No. 20, $11; No. 50, $30; No. 51, $10.20; No. 120, $18.60; No. 2255, $22.20.

HOOKS, CORN.

Cyclone, doz.	2 40
Hoes, corn, doz.	5 40

HOOKS, GRASS. English

	Canadian	Fox
No. 2, per doz.	2 40	3 25
No. 3, per doz.	2 50	3 70
No. 4, per doz.	2 60	4 00
No. 5, per doz.	2 80	....
Little Grant	4 40	....

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, $4.40; No. 1 and smaller, $4.65; show pattern, No. 2 and larger, $4.65; No. 1 and smaller, $4.90; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.85; No. 1 and smaller, $5.10; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $6.25; special countersunk steel, all sizes, 0-4, $6.75; toe weight steel shoes, all sizes, No. 1 to 4, $7.25.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.60; No. 2 and larger, $1.50; "Sharp" No. 2 and larger, $1.70; "Sharp" No. 1 and smaller, $1.80. Put up in 25-lb. boxes.

HOSE, LAWN.

Corrugated, ½ in., ft.....: 0	12
Corrugated, ¾ in., ft..... 0	16
Corrugated, 1 in., ft..... 0	22

Less 5% for full reels, 500 ft.
Cable, 70%.
Leader, 60, 10%.

HAT AND COAT HOOKS

Coppered wire, 3 in., 75c gross.

IRON AND STEEL

	Montreal	Toronto
Angles .....base	3 50	3 75
Common bar, per 100 lbs.	3 00	3 40
Refined iron, per 100 lbs.	3 05	3 40
Horseshoe iron, per 100 lbs.	3 05	3 75
Norway iron	7 50	6 00
Mild steel	3 20	3 40
Band steel	3 30	3 65
Sleigh shoe steel...	3 30	3 50
Domestic	3 30	3 50
Reeled machinery steel	4 50	5 50
Tire steel	3 50	3 65
Toe calk steel	4 50	4 25
Mining tool steel, per lb.	0 11½	0 12
Cammell Laird, lb..		0 22
Sheet, cast steel, lb.	0 20	0 22
Black Diamond tool steel, per lb.	0 12	0 12
Silver tool steel, lb.	0 17½	0 22
Spring steel	4 50	5 00

IRON, TINNED.

72x30 up to 24 gauge, case lots	14 25
72x30, 26 gauge, case lots.	14 75

Less than case, 25c per 100 lbs. extra.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set 90c-	$1.00
Mrs. Potts, No. 50, nickel-plated, per set $1.00-	$1.00
Mrs. Potts, handles, japanned, per dozen	0 90
Sad irons, common, plain...	5 00
Sad irons, common, plated..	5 50
Princess Electric, each	2 75
Ideal Electric, each	2 50
Canadian Beauty	2 50
Gasoline Sad Irons, each....	3 50
Ideal Gasoline, each	3 15
Dover Electric, net	3 00
No. 70, Dover ,per doz.....19	20

LADDERS, ETC.

(Step Ladders)

Shelf-lock	14c ft.
Ontario	17c ft.
Faultless	21c ft.
Mechanic	26c ft.
Hercules	24c ft.
Perfect	22c ft.
Faultless, extra heavy ...	26c ft.
Hercules, extra heavy....	29c ft.
Mechanic, extra heavy...	31c ft.
Chair ladders, each .....$	2 00
B.T. Standard	17c ft.
B.T. Economy	13c ft.
B.T. Iron Bound, 4-9 ft...	25c ft.
B.T. Iron Bound, 10-14 ft.	30c ft.
B.T. Iron Bound, 15-16 ft.	40c ft.
B.T. Iron Bound, 17-20 ft.	50c ft.
Crescent	16c ft.
Household	12c ft.
Standard	19c ft.
Electrician	25c ft.
Heavy duty	45c ft.
Extension	23c ft.
Common and Roped Extension.	
Up to 32 ft.	16c ft.
Up to 36 ft.	18c ft.
40 to 44 ft.	19c ft.
48 to 52 ft.	24c ft.
56 to 60 ft.	29c ft.
Single and Fruit Picking.	
10 ft. to 16 ft.	12c ft.
18 ft. to 22 ft.	13c ft.

LANTERNS Per doz.

Cold Blast, doz. .....$	8 00
Short Globe, doz.	8 00
Jumbo, doz.	9 25
Jap'd Dash, doz.	10 75
Search Dash, doz.....	11 25
Searchlight, No. 20, doz...	19 00
All brass	24 25
Little Bobs A.C., doz.....	2 00
Copper, well japanned, doz.	12 75

LANTERN GLOBES

Cold blast, short	0 65
Cold blast	0 65
Prism globes	1 20
Cold blast, short ruby	2.50
Cold blast, common ruby..	2 50

Less 5c a doz. in 6 doz. lots.

LATHS (METAL) Per sq. yd.

24-gauge, pa'ted metal lath	0 15
24-gauge, pa'ted metal lath	0 15
23-gauge, pa'ted metal lath	0 17
24-gauge, galv. metal lath.	0 21
23-gauge, galv. metal lath	0 23

LEAD Montreal Toronto

Trail, 100 lbs., see weekly report.		
Lead Wool, 11c lb.		
Sheets, 3 lbs. sq. ft..12 00		12 00
Sheets, 3½ lbs. sq. ft.11 75		11 75
Sheets, 4 to 6 lbs. sq. ft.	11 50	11 50

Cut sheets, ½c per lb. extra.
Cut sheets to size, 1c per lb. extra.

LINES, PLOUGH

Russian hemp, $3.80 doz. pair.
Bleached flax, $5.75 doz. pair.

MACHINES (WASHING)

	List Each
Canadian .....$	5 00
Dowswell	5 00
Hamilton	5 75
Re-Acting	7 50
Snowball	8 00
Noiseless	8 25
Sunlight	8 75
Momentum	8 75
Waverley	10 00
New Century, style A.....	9 00
New Century, style B.....	10 00
New Century, Power, style D	24 00
New Idea, style B	11 00
Playtime, engine drive	11 00
Ideal Power	16 00
Seafoam, electric	60 00
Seafoam, engine drive	25 00
New Idea, electric	80 00
Sunshine	4 50
Popular, No. 1	5 25
Economic	6 00
Champion	9 00
Excell-All	11 00
Blue Bell, without stand....	9 00
Puritan Water Motor Washer, complete	16 00
Hydro, One Tub, engine drive	26 00
Low pressure water motor washer, each	16 00
Connor ball-bearing, with rack	10 25
I X L	10 00
Gem	8 75
Winner	8 00
Connor Improved	5 00
Jubilee	4 50
Canada First	11 00

Discount, 20 per cent. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

	NET
Stephen Washers .....$	6 00
Sterling	9 50
B.T. Bonnie, style A.....	4 25
B.T. Bonnie, style B.....	4 50
B.T. Ideal	6 25
B.T. Ideal Power	7 00
B.T. Ideal Water Motor ..	12 80
B.T. Cyclone	6 25
B.T. Cyclone Water Motor.	12 80
B.T. Vollmar, No. 2.....	6 50
B.T. Vollmar, No. 3.....	7 00
Forest City, engine-driven.	22 00
Forest City, electric	48 00

MALLETS Per doz.

Tinsmiths', 2½ x 5½ in....	1 65
Carpenters', round hickory	1 95
Lignum Vitae, round, 5 in.	3 65
Caulking, No. 8, oak.....	17 80

MOPS

Mops, O-Cedar, doz. .....$	12 00
S. W. Mops, doz.	3 75
Mop Sticks, doz.	1 40
Cast head mops, doz.....	1 40
Lemon oil mops	9 00
Crescent, doz.	1 75
Crank wringing, doz.....	6 00
Extra Cloths.	
Challenge, doz.	2 10
Woven, cloths, doz.....	1 75

Offset the Enormous Advance in Wall Papers

The materials that enter into the manufacture of wall paper have advanced to such an extent that all grades of the finished product have advanced 100 per cent. to 200 per cent. over the prices two years ago. Foresighted dealers are "cashing in" on this condition and so can you.

Recommend

Flat-Tone

Wall Finish

for it is better, more satisfactory and much less expensive than the best wall paper—besides it can be washed. The effects that can be obtained with the different tints and stencil combinations are quite as pleasing as any wall covering. Flat-tone is less liable to damage. Get out your sample cards and make the most of your possibilities from now on—and don't forget the other S. W. products.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited
PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
FACTORIES: MONTREAL. TORONTO. WINNIPEG. LONDON, ENG.

If interested, tear out this page and keep with letters to be answered.

NAILS

Standard steel wire nails, Toronto, $3.80 base; Montreal, $3.85 base; London, $3.80 base; Collingwood and Owen Sound, $3.85 base.

Cut nails — Montreal, $3.40; Toronto, $3.40; London, $3.40.

Miscellaneous wire nails, 65 p.c. Coopers' nails, 15 p.c.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.90, Montreal base.

Galvanized roofing nails, $10.15.

NAILS (HORSE)

M. R. M. cold forged process

Size	Length	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 35
No. 4,	1¾-inch	4 05
No. 5,	1 15-16	3 50
No. 6,	2½	3 25
No. 7,	2 5-16	3 10
No. 8,	2½	2 90
No. 9,	2 11-16	2 80
No. 10,	2⅝	2 70
No. 11	3 1-16	2 73

London, Hamilton, Montreal, Toronto.

Less 10 per cent.

NETTING, POULTRY

Discounts given below on 1 in. and 2 in. mesh only. Other prices withdrawn.

Montreal, 20%; Toronto and London, 30-10%.

POULTRY FENCING

	Per rod
Invincible, 1640	0 68
Invincible, 1848	0 72
Invincible, 2060	0 83

Put up in 10, 20 and 30-rod rolls

OAKUM

	Per 100 lbs.
Best (American)	19 25
U.S. Navy (American)	18 50
New hemp (English)	15 00
U.S. Navy (English)	13 00
Plumbers (spun)	8 00

OIL

	Montreal	Toronto
Can. prime white petrol	0 14	0 13½
Royalite	0 14	0 13¼
Palacine	0 17½	0 17
Castor Oil, per lb.	0 45	0 25
Black Oil (Summer)	0 14½	0 12½
Black Oil (Winter)	0 12½	0 13½
Cylinder Green	0 35	0 35
Paraffine	0 24	0 22
XXX Machine	0 25½	0 21

OLD MATERIALS

Tea lead, pack, 5½c lb.
Tea lead, chest, 5½c lb.
Lead, heavy, pipe, etc., 6½c.
Brass, heavy, 15½c lb.
Brass, light, 11½c lb.
Zinc, heavy, 7½c lb.
Copper, heavy, 20c lb.
Old cast iron, $14.75 per ton.
Wrought iron, No. 1, $18.75 ton.
Wrought iron, No. 2, $11.00 ton.
Stove plate, $11.00 per ton.
Mach. compos., No. 1, 15c lb.
Compos. turnings, No. 1, 13c lb.

Rubbers, such as old rubber boots and shoes, according to trim, 7c to 8c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4½c.; bicycle tires, 2½c.

PACKING

	Per lb.
Fine jute	0 11½
Coarse jute	0 09½
Square braided hemp	0 25
No. 1 Italian	0 30
No. 2 Italian	0 23

PAPER, ETC.

Per 400 ft. roll.

Sheathing Paper, per roll	0 95
Resin sized Fibre, per roll	0 55
Tarred Fibre, No. 1	0 90
Tarred Fibre, No. 2	0 51
Tarred Fibre, Good Luck Brand	0 71
Dry Fibre, Good Luck Brand	0 59
O.K. Brand corded sheathing	0 95
Sheathing, Shield Brand, dry	0 43
Sheathing, Shield Brand, tarred	0 51
Sheathing (Surprise)	0 43
Dry fibre, No. 1	0 80
Dry fibre, No. 2	0 43
Sulphate, Black Cat, tarred	0 80
Sulphate, Black Cat, dry	0 60

	Per 100 lbs.
Heavy dry straw	2 05
Heavy tarred straw	2 05
Spruce sheathing	3 00
Carpet felt, 16 oz.	4 00
Carpet felt, 20 oz.	3 50
Tarred felt	3 25
Asbestos, Bldg., per 100 lbs.	4 50
Heavy fibre, 32 ft. x 60 ft.	2 00
Oiled waterproof building paper, 600 sq. ft. roll	1 50

ROOFING PAPER

Cyclone, dry	0 68
Cyclone, tarred	0 80
Surprise sheeting	0 43
Heavy, dry	2 15
Heavy, tarred	2 15

PAPER, EMERY

Emery paper and emery cloth, 25%; B and A, 25%.

PAPER, SAND

Sandpaper, sheets or rolls, 25%; "Garnet," add 37½%.

PARERS

Gen. Hudson, per doz.	$7 75
Little Star, per doz.	6 50

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.		5 50
6 to 7 lbs. doz.		5 95
7 lbs., doz.		6.75
7 to 8 lbs. doz.		6 25
8 lbs., doz.	7 00	6 50

PINS, COTTER

Cotter pins, 85 and 10% discount.

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	$0 85
5 gross, 4½-in. (loose)	0 90
5 gross, 5 in. (loose)	1 00
4 gross, 4-in., (12 pkgs., of 4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each)	1 00

PIPE, STANDARD WROUGHT

See new price this week in weekly report.

Buttweld	Per 100 feet Black	Galv.
⅛ in.	$ 3 50	$ 5 00
¼ and ⅜ in.	3 18	5 31
½ in.	4 08	5 65
¾ in.	4 95	7 07
1 in.	7 31	10 46
1¼ in.	9 89	14 15
1½ in.	11 83	16 91
2 in.	15 91	22 76
2½ in.	25 16	35 98
3 in.	32 90	47 05
3½ in.	39 56	56 58
4 in.	46 87	67 04
Lapweld.		
2 in.	17 76	24 24
2½ in.	26 33	36 36
3 in.	34 43	47 81
3½ in.	41 40	57 50
4 in.	49 05	68 13
4½ in.	59 69	83 19
5 in.	69 56	96 94
6 in.	90 24	125 80
7 in.	121 40	165 40
8 in.	127 50	173 80
8 in.	146 90	220 00
9 in.	176 00	239 80
10 to	163 20	222 40
10 in.	210 10	286 30

Prices Ontario, Quebec and Maritime Provinces.

PIPE (LEAD)

Lead pipe, $13-$14 net.
Lead waste pipe, $13 net.
Traps and bends, 10% off.

PIPE (SOIL)

Medium and extra heavy pipe up to 6-inch, 65%.
8-inch, 45% off.

PIPE (CONDUCTOR)

2 inch, in 10-ft. lengths	8 00
3 inch, in 10-ft. lengths	9 70
4 inch, in 10-ft. lengths	12 80
5 inch, in 10-ft. lengths	17 50
6 inch, in 10-ft. lengths	21 30

Discount 45 and 2%.

PITCH

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

PLASTER

Paris, per bbl., London	2 25

PLANES

Wood bench, Can., 15 per cent.
Wood, fancy, 15 per cent.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER)

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	4 75	4 50
Heads, per 100 lbs.	5 25	4 75
Tank plates, 3-16 in.	5 25	4 75

PLUGS (METAL)

Painted wall plugs, per 1,000	$20 00
Galv. wall plugs, per 1,000	23 00

POLISH

O-Cedar, 4 oz. bottles	$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1 gal. cans	24 00

PUMPS

B.T. Pump, No. 1, net	$ 3 96
B.T. Pump, No. 2, net	4 80
B.T. Pump, No. 3, net	7 20
B.T. Pump, No. 4, net	9 00
B.T. Pump, No. 5, net	9 60
B.T. Pump, No. 6, net	10 80
B.T. Pump, No. 7, net	15 00

RIVETS AND BURRS

Iron rivets, blacked and tinned, 35%.

Iron burrs, 35%.

Copper rivets, usual proportion of burrs, add 30 p.c.; burrs, add 50 p.c.

Extras on Copper Riets, ½-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.

Coppered Rivets, net extras, 3 cents per lb.

ROOFING

	Per roll
2 ply R.R.	1 05
3 ply R.R.	1 30
2 ply R.R., complete in roll	1 55
3 ply R.R., complete in roll	1 70
Samson, 1-ply, roll	1 60
Samson, 2-ply, roll	2 15
Samson, 3-ply, roll	2 65
Comet, 1-ply	1 05
Pluvius, 1-ply	1 30
Pluvius, 2-ply	1 70
Asphalt roofing, 1 ply	1 55
Asphalt roofing, 2 ply	1 95
Asphalt roofing, 3 ply	2 35
Compo Certainteed, 1 ply	1 70
Compo Certainteed, 2 ply	2 20
Compo Certainteed, 3 ply	2 75
Excello, 1-ply	1 60
Excello, 2-ply	2 15
Excello, 3-ply	2 65
Jewel, 1-ply	1 25
Jewel, 2-ply	1 65
Jewel, 3-ply	2 00
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 75
Everlastic, 3-ply	2 00
Liquid roofing cement, per gal., in barrels	0 22
Roofing caps, per lb.	0 05
Roofing nails, per lb.	0 06¼
Roofing Pitch, 85c per 100 lbs.	

F.o.b. Toronto, London, Montreal.

ROPE

	lb.
Pure Manila basis	22½
British Manila basis	18
African hemp basis	18
Sisal basis	15½
Single lath yarn basis	15½
Double lath yarn	16
Yacht marline	41
White polished halyards	23
Hemp, deep sea line basis	31
Hemp, tarred ratline basis	27
Hemp, tarred belt rope basis	29
Marline and Houseline	29
Jute rope basis	15-16
Italian rope basis	31

Above quotations are basis prices (⅝" and larger), and are subject to usual advances for small sizes.

Cotton rope, 3-16 in.	0 30
¼ in. and larger	0 29

Sisal Clothes Line.	Per doz
2 ply, 20 ft.	0 48
3 ply, 40 ft.	0 64
3 ply, 48 ft.	0 76
3 ply, 60 ft.	0 96
3 ply, 72 ft.	1 15
6 ply, 60 ft.	1 44
6 ply, 72 ft.	1 72
6 ply, 100 ft.	2 40

SCALES.

Imperial Standard	25 p.c.
Champion	25 p.c.
Steel weigh beams	20 p.c.
Gurney Standard	25 p.c.
Fairbanks Standard Scales	25 p.c
Crown Even Balance	40 p.c.
Richelieu Union Scale	40 p.c
Dominion Plates Scales,	40 p.c.

Net prices on Champion scales are as follows:

Champion, 4-lb., $4.60, plus 20c for stamping. Champion 10-lb., $6, plus 30c for stamping. Champion 240-lb., $9, plus 50c for stamping. Champion 600-lb., $25, plus $1 for stamping. Champion 1200-lb., $30, plus $1 for stamping. Champion 2000-lb., $39, plus $1 for stamping. Champion 2000-lb. with drop lever, $46, plus $1 for stamping. Household, 10-lb., $4, 10c net extra for stamping; 25-lb., $5.20, 30c net extra for stamping.

Discount from list on above 25 per cent.

SCREWS (MACHINE)

Flat head, iron, 27½%; flat and round head, brass, net; Fillister head, iron, 10%; Fillister and oval head, brass, net.

SCREWS

Discounts off Standard List

Wood, F. H., bright	77½
Wood, R. H., bright	72½
Wood, O. H., bright	72½
Wood, F. H., brass	45
Wood, R. H., brass	42½
Wood, O. H., brass	42½
Wood, F. H., bronze	37½
Wood, R. H., bronze	35
Wood, O. H., bronze	35%
Square cap	35%
Hexagon cap	35%

SHEETS (BLACK)

	Montreal 100 lbs.	Toronto 100 lbs.
10 gauge	6 00	4 80
12 gauge	6 10	4 90
14 gauge	5 90	4 60
16 gauge	5 95	4 60
18-20 gauge	4 05	3 85
22-24 gauge	4 10	3 95
26 gauge	4 15	4 00
28 gauge	4 25	4 00

Re Gauges of Sheets.

On account of it being practically impossible to secure galvanized sheets from England, owing to the war, American mills have decided that they will no longer roll the English gauges to meet this competition. However, they will continue to roll at 10¾ oz., which will be known as such or a 30 gauge, and will take the place of the former English 28 gauge.

SHEETS, CORRUGATED

	Per 100 sq. feet. Galvanized	Painted
28 ga.	$ 5.50	$2.75
26 ga.	6.00	4.25
24 ga.	8.00	5.25
22 ga.	9.00	6.25
20 ga.	11.00	7.25
18 ga.	13.50	9.00

Above prices are subject to 7½ per cent. discount to dealers.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16-20	7 15	6 65	7 15
22-24	7 25	6 95	7 25
26	7 50	7 10	7 50
28	7 75	7 40	7 75

"Premier" galvanized sheets — 10¾ oz., $6.75; U.S. No. 28, $6.45; U.S. No. 26, $6.15; 22 and 24 gauge, $6.00; 18 and 20 gauge, $6.10; 16-gauge, $5.70; 14 gauge, $5.55. F.o.b. Hamilton and Toronto.

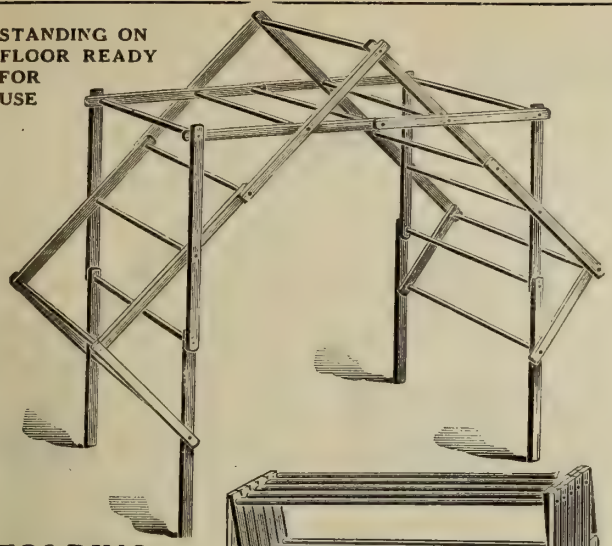
Colborne Crown — 16-20 gauge, $6.65; 22-24 gauge, $6.80; 26 gauge, $6.95; 28 gauge, $7.25.

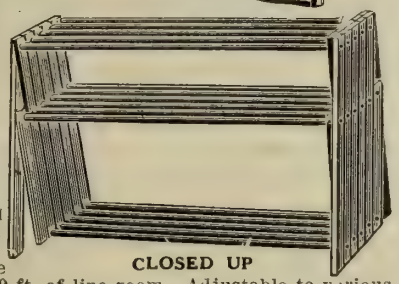
Apollo Brand.	Montreal	Toronto
14 gauge	5 80	5 30
16 gauge	5 80	5 30
18-20 gauge	5 90	5 65
22-24 gauge	6 00	5 85
26 gauge	6 25	6 00
28 gauge	6 65	6 25
10¾ ozs.	6 95	6 50

Add 25c for less than case lots

SHOVELS AND SPADES

	1st	2nd	4th
Shovels,	45%	2nd, 40%	4th, 20 and 7½%
Socket scoops,	30 and 10%	4th, 20, 10 and 5%	Rivet scoops, 35%.




CLOSED UP

FOLDING CLOTHES BAR

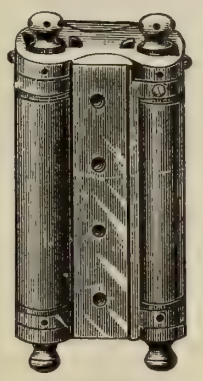
This is the handiest contrivance for drying clothes indoors ever in vented. Using but little space, it affords over 40 ft. of line room. Adjustable to various positions.
Size closed up, 29¼ x 21 x 8½ inches. Weight 12 lbs. Put up half dozen in a crate.

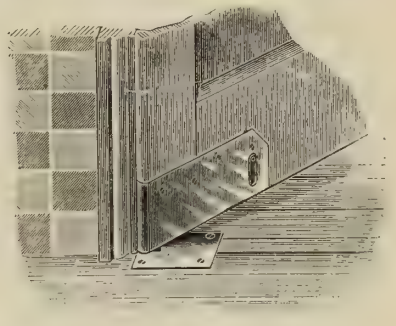
SELLS AT SIGHT

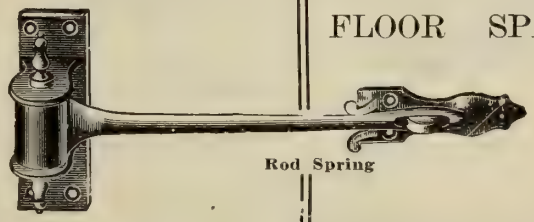
The Schultz Brothers Co., Ltd.
Brantford, Ont., Canada

NEWMAN QUALITY

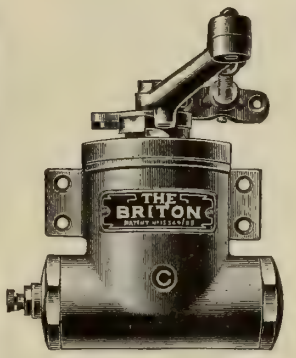
IS YOUR GUARANTEE OF GOOD BUSINESS


Regulating Spring Hinge


"ERA" Shoe Door Spring


Rod Spring

SPRING HINGES,
FLOOR SPRINGS,



The "BRITON" Door Check and Spring

DOOR CHECKS AND SPRINGS OF ALL KINDS.

PANIC BOLTS, FAN LIGHTS, GEARING, etc.

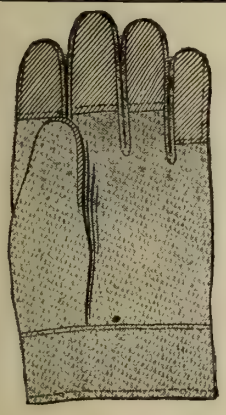
Manufactured by

Wm. Newman & Sons
LIMITED
BIRMINGHAM, ENGLAND

Sold in Canada by

FREDERIC SARA & COMPANY
326 9th Ave. W., Calgary, Alta.

Write them for lists and full particulars.



Glove Time is Here

And our Tapatco Brand Cotton Gloves are just the right answer to many needs. It is not alone their price that makes them good sellers; they sell well because they are just the right thing for doing the odd jobs when a Glove is needed.

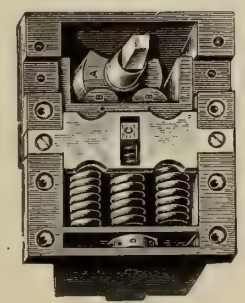
TAPATCO REGISTERED BRAND TRADE MARK **COTTON GLOVES**

They are made in Band Top, Knit Wrist and Gauntlet Styles, light, medium and heavy weights. Leather Tips and Leather Face. Jersey Gloves and Mitts in Oxford, Tan and Slate.

Have a supply. Sales are easy, and every sale is profitable. They merely require to be suggested and shown to sell.

Your Jobber supplies them.

The American Pad & Textile Co.
CHATHAM, ONT.


"Invincible" Floor Spring

If interested, tear out this page and keep with letters to be answered.

Drain spades, 45%.
Hollow backs and sand, 1st, 45%, and 4th, 20 and 7½%.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SHINGLES Per square
Standard galvanized $5 75
Shipping weight, 90 lbs.
Standard painted 4 15
Shipping weight, 80 lbs.
Discount 7½%.

SINKS.
Flat rim enameled sinks, 16x24, $3.65; 18x30, $4.

SNAPS Harness, 25 per cent.

SOLDER Montreal Toronto
See weekly report.

SOLDERING COPPERS.
Base, per lb., 52 cents.

SOLDER, BAR
Guaranteed 0 27¾
Strictly 0 25¾
Commercial 0 24¼

SOLDER, WIPING
Star extra 025¾
Easy 0 24
Acme 023¼

SPELTER. See weekly report.

SPOUTS
Warner Malleable Winged Shank, per 1,000 .....$18 00

STAPLES Per cwt.
Montreal, Toronto and London
Fence staples, galv., in kegs 4 90
Fence staples, galv., 25 lb. boxes 5 15
Fence staples, bright, in kegs 4 05
Fence staples, bright, in 25-lb. boxes 4 30
Poultry netting staples, 100 lb. kegs 12 00
Galvanized discount 40 and 5%; bright, deduct $1.10 from galvanized net. Extras, 50 lb. kegs, 30c; 25 lb. kegs, 40c; 10 lb. kegs, 80c.

STUFFERS
Enterprise No. 25, each.... 6 25
No. 35, each.... 8 50

SWEEPERS, CARPET Bissell's
Boudoir 31 00
Champion Nic..... 25 00
Champion Jap... ..... 23 00
Univ. japd., cyco bearing... 26 00
Univ. N.P., cyco bearing... 29 00
Grand Rapid, japd., ball-bearing 28 00
Grand Rapid, N.P., ball-bearing 31 00
Princess, N.P., ball-bearing. 32 00
Elite, ball-bearing 36 00
Am. Queen, N.P., bal-bear.. 34 00
Parlor Queen 37 00

SWEEPERS (Vacuum)
Grand Rapids Vac, doz.....$77 00
Household Vac, doz..... 63 00
Superba Vac, doz. 92 00

SWINGS
Baby, 2-passenger, each ...$2 75
Ontario, 2-passenger, each... 3 75
Ontario, 4-passenger, each... 4 50
Stratford, 4-passenger, each 6 00
Boyers Gliding Settees with awning, each 13 50
Without awning, each 9 00

TACKS
Strawberry box tacks, bulk; cheese box tacks, blued, bulk; trunk tacks, blank and tinned, bulk; carpet tacks, blued; carpet tacks, tinned; carpet tacks (in kegs); cut tacks, blued, in dozs. only; cut tacks, ¼ cut tacks, blued and tinned, in weights; Swedes; Swedes upholsterers' bulk; Swedes brush, blued and tinned, bulk; Swedes gimp, blued, tinned and japanned; zinc tacks, prices quoted on application; leather carpet tacks; copper tacks. Discount 75%.

NAILS
Copper nails; trunk nails, black; trunk nails, tinned; clout nails, blued; clout nails, tinned; chair nails; cigar box nails; patent brads; fine finishing; picture frame points; lining tacks, solid head (in bulk). Discount 75%.

TAPPED GOODS
Lining tacks, in papers; lining tacks, in bulk; saddle nails, in papers; saddle nails, in bulk; tufting buttons, 22 line, in dozs. only; tin capped trunk nails; zinc glaziers' points, prices quoted on application. Discount 75%.

SHOE FINDERS' LIST
Shoe tacks, in dozens; shoe tacks, 1 lb. packages; Swedes shoe nails; soft steel nails; iron nails; zinc nails, prices quoted on application; hard steel nails; tempered steel shoe nails; channel nails; Hungarian nails; miners' tacks; hob nails; zinc shank nails, prices quoted on application; steel wire shoe rivets; brass wire shoe rivets; clinch point shoe rivets, steel; Swedes shoe; clinch point shoe rivets, brass; steel cobblers' rivets; brass cobblers' rivets. Net list.

TAPES—Lufkins
Ass skin, No. 713, 50 ft., doz. 3 60
Ass skin, No. 714, 66 ft., doz. 4 20
Linen, No. 404, 66 ft., each. 1 50
Metallic, No. 603, 50 ft., ea.. 1 60
Challenge steel, No. 263, 50 ft., each 3 45
Reliable Jr., No. 103, 50 ft. 3 25

THERMOMETERS
Incubator, doz. 5 40
Dairy, dozen .....2 40—4 45

TIES (METAL)
Galv., wall ties, per 1,000..$5 00
Painted wall ties, per 1,000.. 5 00

TIES, COW
Open Ring, Closed Ring, 40 and 5 per cent.
3 Chain and 4 Chain, 40 and 5%.
Stall Fixture Bars, 35%.
Tie Out Chains, 70%.

TIN See weekly report.

TINNERS' TRIMMINGS
Discount, 27½%.
Plain, 66 2-3%.
Re-tinned, 60 and 10%.

TOOLS, HARVEST
Ordinary brands, 40%.
Samson and Sovereign, 30 and 10%.

TROUGH (EAVE)
G. G. Square bead and half round
Size in girth Per 100 feet
8 in. .....$ 6 90
10 in. 7 70
12 in. 9 10
15 in. 12 50
18 in. 16 00
Discount 45 and 2%.

TRACK
B.T. Single Rail .....24c ft
B.T. Double Angle .....22c ft.
B.T. Double Tee .....20c ft.
Discount off above, 40%.

TRESTLES
6 ft., each $1.50 14 ft., each $4.20
8 ft., each 2.00 16 ft., each 4.80
10 ft., each 2.50 18 ft., each 5.40
12 ft., each 3.60 20 ft., each 6.00

TWINE (Binder) Per lb.
650 ft., per lb. 0 13
600 ft., per lb. 0 12
550 ft., per lb. 0 10½
500 ft., per lb. 0 09⅞
5-ton lots, ¼c per lb. allowance.
10-ton lots, ½c lb. allowance.
Delivered in 300-lb. lots and over.

TWINE (COTTON) 5-lb.
Montreal Toronto
5-ply and up 0 28½
4-ply, London, 28c. 32-40
3-ply, London, 35c 29-36

TUBES
Boiler Tubes, Lapwelded.
100 ft., 2 in. 17 50
100 ft., 2½ in. 23 00
100 ft., 3 in. 27 00
100 ft., 3½ in. 32 00
100 ft., 4 in. 40 00

TUBS Samson Galvanized
No. 1, doz., net 13 20
No. 2, doz., net 15 60
No. 3, doz., net 17 40
Hercules
No. 4 ..... 12 40
No. 5 ..... 13 83
No. 6 ..... 15 40
Common Galvanized
No. 0, doz. 8 33
No. 1, doz. 11 16
No. 2, doz. 12 15
No. 3, doz. 13 86
Per nest
Nests of 3—0, 1 and 2 .....$2 38
Nests of 3—1, 2 and 3 .. ... 2 05
Nests of 4—0 1, 2, and 3 .. 2 95

WOOD TUBS
No. 0, per doz. 11 00
No. 1, per doz. 9 50
No. 2, per doz. 8 00
No. 3, per doz. 7 00
Less 15 p.c. Ont., $20.00 lots.

VALVES, ETC.
Ground work, 56 p.c.
Stand, compr. work, 65 p.c.
High grade compr. work, 59 p.c.
Cushion work, 50 p.c.
Fuller work, bibs, 58 p.c.; No. 0 basin cocks, 58 p.c.; and 1 and 2 basin cocks, 52 p.c.; bath bocks, 64 p.c.
Flatway stop and stop and waste cocks, 60 p.c.; roundway, 60 p.c.
J. M. T. Globe, Angle and Check Valves, 35 p.c.; Standard, 45%.
J. M. T. Radiator Valves, 50 p.c. Standard, 57½; patent quick opening valves, 70 p.c.

WARE, COPPER AND NICKEL
Copper boilers, kettles, 10%.
Copper tea and coffee pots, 10%.
Copper boiler and tea kettle pitts, plus 10%.

WARE, JAPANNED
Colored, 22½%; Coal hods, 17½%

WARE, ENAMELED
Scotch grey, 65, 10%.
White ware, 66 2-3%.
White decorated, 12½%.
Colonial, 50, 12½%.
Premier, 40%.
Hollow ware, tinned steel, 30% off.
Enameled street signs, on application.

WARE, GALVANIZED.
Dufferin pattern pails, list.
Crescent, 65 and 10%.
English pattern, list.
Galvanized washtubs, list.
Galvanized coal hods, plus 10%.
Other lines, list.

WARES, JAPANNED.
Japanned ware, 22½%.
Japanned ware, white, 17½%.
Japanned feed pans, 25, 5%.

WARE, TIN, PIECED
Discount, 10%.
6, 10 and 14-qt. flaring pails, 17½%.
Copper bottom tea kettles and boilers, list.

WARE, STAMPED. Plain 66 2-3%.
Retinned, 60-10%.
Tinners' trimmings, plain, 66 2-3%.
Tinners' trimmings, retinned, 60, 10%.
Tinners' trimmings, general, 27½%.

WASHERS, IRON.
Full box, 25%; smaller lots, 25%, assorted. Price less 50 lbs. add 1c lb.; less 25 lbs., 2c lb.

WEIGHTS, SASH.
Sectional, 1 lb., per 100 lbs.. 2 25
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per cwt. 1 60

WEIGHTS. Horse, 5c lb.

WHEELBARROWS.
Navvy, steel wheel, doz.....31 25
Garden, steel wheel, doz....43 20
Light garden, each 2 50
Heavy garden, L-side, each. 3 75
Heavy farm, solid side, ea.. 3 75

WHIFFLETREES
Tubular steel, 28 ins. ....
Tubular steel, 34 ins., per doz. ....
Tubular steel, 36 ins., per doz. ....
Tubular steel neckyokes, 26 inches, per doz. ....
Tubular steel doubletrees, 40 inches, per doz..... ....
Tubular steel lumberman's, 44 inches, per doz. ....
Prices temporarily withdrawn.

WIRE. Copper wire, 10%.
Brass wire, 3 to 24 gauge, add 40%; 25 to 36 gauge, add 25%.

WIRE, CUT HAY BALING.
No. 9, $4.10; No. 10, $4.15; No. 11, $4.25; No. 12 and 13, $4.35; No. 13½, $4.45; No. 14, $4.65; No. 15, $4.85. Plus 7½%.
F.o.b. Toronto, Hamilton and Montreal.

WIRE CLOTH (Galvanized)
4 mesh 7 70
6 mesh 8 15

WIRE, STOVE PIPE.
No. 18, $5.50; No. 19, $5.75.
F.o.b. Toronto, Hamilton, Montreal, and freight equalized.

WIRE CLOTHES LINE.
No. 17, $6; No. 18, $4.55; No. 19, $4 in 1,000 feet coils, including reels. F.o.b. Hamilton, Toronto, London and Montreal.

WIRE, FINE STEEL.
Discounts 15 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $3; Nos. 26-31, $5; Nos. 32-34, $7; Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.
Montreal, No. 13, $4.05; No. 14, $4.10; No. 15, $4.20.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, $4.25 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE CLOTH.

WIRE (FENCE)	Toronto	& London Montreal
Barb	4 25	4 50
No. 9, coil spring.	3 95	4 55
No. 9, plain galv.	3 90	4 50
No. 12, plain galv.	4 05	4 65
No. 13, plain, galv.	4 15	4 75
O. & A., No. 10....	4 41	4 41
O. & A., No. 11 ...	4 47	4 47
O. & A., No. 12 ...	4 55	4 55

WIRE BALE TIES.
Single Loop— Per cwt.
No. 12 .....$ 4 55
No. 13 ..... 4 65
No. 13½ 4 70
No. 14 ..... 4 80
No. 15 ..... 5 00
No. 16 ..... 5 25

WRINGERS.
Royal Can., 11 in., doz. list.$ 84 80
Eze, 11 in., per doz..... 91 80
Trojan, 12 inch 185 00
Favorite, 511E 105 80
Unexcelled, 1041E 129 40
Easy Work 90 50
Challenge, 2111E 94 30
Gem, 141E 91 80
Sunlight, 111 ..... 82 80
Ottawa, 341E 103 30
Empire, 11 in. 93 80
Superior, 11 in. 84 80
Majestic, 11 in. 88 00
Perfect, 11 in. 97 50
Bicycle, 11 in. 103 30
Daisy, No. 2 ..... 114 72
Daisy, No. 1 ..... 105 84
Maple Leaf No. 2 ..... 103 20
Maple Leaf No. 1 ..... 94 32
Sun 78 36
Safety 97 50
Rapid 82 80
Universal 63 00
Eureka, 10" 65 00
Eureka, 11" 71 00
Eclipse 97 70
Discount off above list.
Prices—50%
Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES.
Regular, 65%.
Trimo, 57½% off list; parts, 55%.
Stillson, 57½%; parts, 55%.
Coes, 10%.

WRINGERS—MOP.
White, No. 1, each..... 1 50

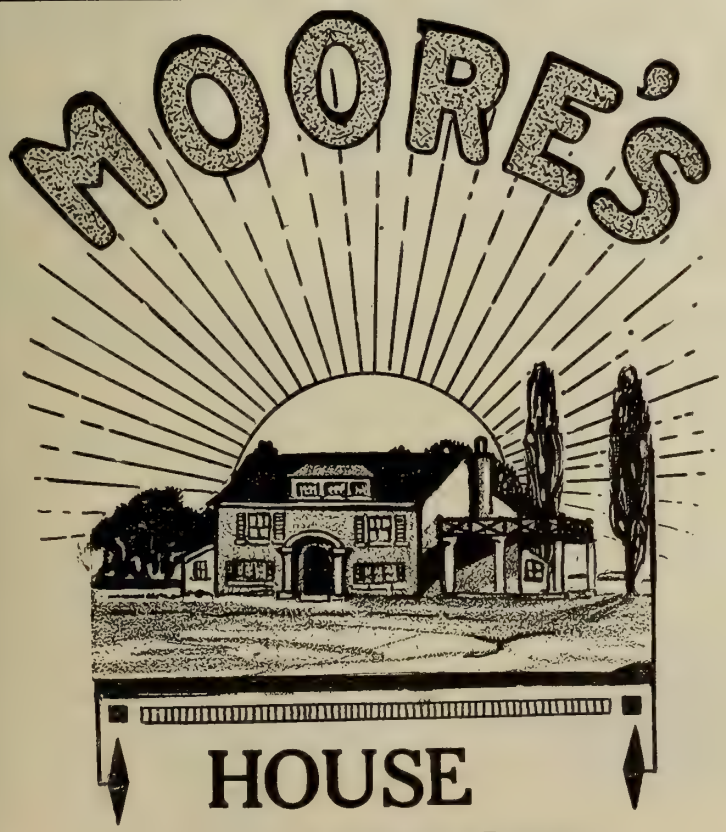
ZINC (SHEET) Montreal Toronto
5 cwt. casks 0 26
Part cask 0 26½

MUNRO'S DRY COLORS

Your wholesaler has them.

REDS
GREENS
YELLOWS
BLUES

Made only by
The Allan Munro Color Co., Limited
Montreal



HOUSE COLORS

There is no getting away from it — the Moore value is remarkably popular.

These pure linseed oil paints are "First rank" in quality and they sell at a moderate price.

In ordinary times these paints sold well, but in these days of high prices our sales are beating all records.

Secure the agency for this big-profit line.

Write for full particulars.

BENJAMIN MOORE & CO.
Limited
WEST TORONTO, CANADA

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

2½ lb. packages, $6.80 per 100 lbs.; 5 lb. packages, $6.60 per 100 lbs.

BEESWAX

Small quantities, per lb... 0 50
Larger quantities, per lb.. 0 45

BLUE STONE

	Montreal	Toronto
Per lb.	0 14	0 16

London, 20.

BRONZING LIQUID

Bronzing liquid, No. 1 ....$1 20
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz. $16 13
Weighted, 20 lbs., doz. 18 50

COATING

Cement Coating $2 55 2 40

COLORS (DRY) Per lb.

Raw Umber, 100 lb. keg.. 5–12c
Burnt Umber, 100 lbs..... 5–12c
Raw Sienne, 100 lb. kegs.. 5–12c
Burnt Sienna, 100 lb. kegs 5–12c
Imp. green, 100 lb. kegs... 0 22
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs.. 0 12
Indian red, No. 1, 100 lb. k. 0 05
Venetian red, best bright. 0 04
Venetian red, No. 1 ..... 0 02
Drop black, pure dry 0 25
Golden ochre, 100 lb. kegs 0 06
White ochre, 100 lb. kegs. 0 03
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02¾
Spruce ochre, 100 lb. kegs 0 03½
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure 0 13
Indian red 0 18
Chrome yellow, pure 30–35
Golden ochre, pure 0 18
French spruce ochre, pure 0 15
Chrome green, pure 15–22
French permanent green, pure 0 20
Signwriters' black, pure.. 0 24
Marine black, 25-lb. Irons 0 07
Lampblack 0 21

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins ..

Alba-Gloss enamel 4 50
Anchor Floorlustre 2 10
O.P.W. Sunshine White .. 4 10
Old Dutch Enamel 4 00
Jas-per-lac floor enamel .. 1 90
Jas-per-lac art enamel 3 10
Martin's Enamel 4 25
Mooramel 4 35

FILLER Gal.

Luxeberry Enamel $5 00
Screen Enamel, BB. 1 65

FORMALDEHYDE Per bbl.

Demi-johns, 50 lbs. 0 15½
$1.10 for demi-john extra.

GLUE Per lb.

French medal 0 20
English common sheet .. ....
English prima 0 25
White pigsfoot 0 23¾
Perfection amber, ground, No. 1230 ..... 0 20
Cake, bone, 112-lb. bags.. 0 12
Hide, 112 lb. bags 0 35
Gelatine, 112 lb. bags 0 45
Ground glues, 112 lb. bags—
No. 1 ..... 0 20
Extra 0 18
Dreadnought, lb. 0 14½

GLASS

(TORONTO QUOTATIONS)

Size United Inches	Double Star	Double Diamond
Under 25	$7 80	$11 90
26 to 24	8 15	12 85
25 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 15	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84		22 75
85 to 90		24 35
91 to 94		25 00
95 to 100		29 00
101 to 105		32 00
106 to 110		37 00

Discount single or double dia., 20%; 50 cases and over, open; cut lights, 50-5%.

MONTREAL QUOTATIONS

Country Base Price

United Inches	Star	Double Diamond
Up to 25	$ 7 80	$11 90
6 to 34	8 15	12 85
5 to 40	8 50	13 60
1 to 50	11 75	15 50
1 to 60	12 25	15 85
1 to 70	13 10	16 80
1 to 80	14 75	18 35
81 to 85	....	22 75
86 to 90	....	24 35
1 to 95	....	25 00
96 to 101	....	29 00
101 to 105	....	32 00
106 to 110	....	37 00

Discount, single or double dia., 20%.

50 cases and over open.

GLASS PLATE

Montreal:
City, 25 and 5% off list.
Country discount, 20 and 5% off list, delivered.
City discount, 20 and 5% off Toronto.
Country discount, 20 and 5% off list delivered.
F.o.b. warehouse on orders up to $75 gross list value. Orders over $75 delivered free.

GLAZIERS' POINTS

Zinc coated, 18c per lb.
Zinc, pure, prices withdrawn.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor Pure	$13 80	$13 95
Green Seal	13 80	13 95
Tiger Pure	13 80	12 95
Ramsays Pure	13 80	13 95
Moores Pure	13 80	13 95
O.P.W. Decorators Pure	13 80	13 95
Red Seal	13 80	13 95
Decorator's Pure	13 80	13 95
O.P.W. English	14 05	14 20
Elephant Genuine.	14 05	14 20

B.B. Genuine Lead, less than tons, $15.65 Toronto; $15.50 Montreal. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt..	13 50	13 50
Genuine, 100-pound kegs, per cwt..	13 87½	13 87½
Less quantity		0 13

LEAD, ARSENATE OF

Per 100 lbs.	Dry	Paste
1-lb. bottles	$35 00	$21 00
2-lb. bottles	....	18 00
5-lb. bottles	31 00	14 00
10-lb. bottles	29 00	....
25-lb. irons	25 50	13 00
50-lb irons	....	12 50
100-lb. irons	24 00	11 75
200-lb irons	....	11 60
Barrels	....	11 00

F.o.b. Toronto, Montreal and Hamilton.

MURESCO

Tints in 5 lb. packages, per 100 lbs., $6.00.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED.

Price per gallon in quarts.

B.H. English white $2 85
B.H. English, colors 2 60
Frisco Tne white 2 70
Frisco Tone colors 2 50
Moore's Egyptian, all colors 1 90
C.P.C. Pure, white 2 75
C.P.C. Pure, colors 2 35
O. P. W. Canada Brand, white 2 60
O. P. W. Canada Brand, colors 2 40
O. P. W. Canada Brand, floor 2 00
O.P.W. Flat Wall, white.. 2 60
O.P.W. Flat Wall, colors.. 2 40
Ramsay's Pure, white.... 2 65
Ramsay's Pure, colors 2 40
Martin-Senour 100% Pure, white 2 85
Martin-Senour 100% Pure, colors 2 60
Senour's Floor Paint 2 30
Senour's Porch Paint 2 60
Senour's New-Tone, white 2 60
Senour's Neu-Tone, colors. 2 50
Sherwin-Williams, white.. 2 85
Sherwin-Williams, colors.. 2 60
Flat Tone, white 2 70
Flat Tone, colors 2 50
Minerva, white 2.65
Minerva, colors 2 45

PARIS GREEN

	Muniro's	C.P. Co.	Bergers
600-lb. bbls.	42¾	38¾	39½
250-lb. kegs	43	39	39¾
100-lb. drums ...	44	40	40¾
50-lb. drums	44	40	40¾
25-lb. drums	44¼	40¼	41
1-lb. 100s, pkgs..	46¼	42¼	43
½-lb. 100s	48¾	44¼	45
1-lb. 100s, tins ..	47¼	43¼	46

Prices f.o.b. Toronto, Hamilton and London.

PARIS, PLASTER

Per bbl. $2.25-2.50

PRIMER

Luxeberry Primer 2 25

PASTE WOOD FILLER

	Pound
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
½ barrels	0 06½
Barrels	0 06

PUTTY

	Standard Montreal	Toronto
Bulk, in casks ...	2 70	2 80
Bulk, 100-lb drums	2 90	3 00
Bulk, 25-lb. drums.	3 00	3 10
Bladders, in bbls..	3 30	3 40

Pure Putty, 70c cwt. advance.

SHELLAC

Gum, 34c lb.; finest orange, 42c lb.; finest white, 46c lb.

TAR (PINE TAR)

Half pint tins, per doz. 0 65
Pint tins, per doz. 1 10
London, pints, 85c doz.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans 2 10
Cumoff 2 10
Dreadnought, gal 2 75
O.P.W. Presto 2 25
Lingerwett 2 65

TURPENTINE

	Montreal	Toronto
See weekly report for prices.		

SLATING Gal

Liquid Slating, B.B.....$3 00

STAINS Gal.

Oil and Spirit, Berry Bros.$2 73
Water Stains, Berry Bros.. 1 05
Berrycraft, stain finish 2 80
Creo-lac 0 85
C.P. Oil Stans 1 98
Sun Varnish Stains 2 20

VARNISHES Per gal cans

Brandram-Henderson, Ltd., "Gold Medal" 1 90
Copaline Varnish 2 50
C. P. Co.'s Sun Varnish 2 50
Dependon Light Hard Oil Finish 1 70
Dulgloss 3 00
Elastic Interior 1 40
Elastic Exterior 1 55
Elastic Excello 2 00
Everlastic (Floor) 2 55
Elastilite 2 25
"Flint-Lac" coach 1 30
Flattine Floor Finish 3 00
Gold sized Japan 2 00
House painter's White Jap.. 1 95
Jas-per-ite exterior finishing 2 25
Jas-per-ite pale hard oil ... 1 60
Jas-per-ite floor finish 2 25
Kopi 2 30
Kyanize cabinet rubbing.. 3 50
Kyanize spar 4 75
Kyanize stains 3 50
Liquid granite 2 80
Luxeberry light 2 60
Luxeberry spar 4 10
Luxeberry exterior 4 50
Marble-ite 2 30
Mar-Not 2 70
Martin-Senour finest interior 2 60
Martin-Senour Wood-Var... 2 30
Maritime spar varnish 4 00
No. 1 Furniture Varnish .. 1 25
Pure White Shellac 2 40
Pure Orange Shellac 2 25
Sherwin-Williams "Kopal" Varnish 2 75
Stove-Pipe Varnish, ½ pints, gross 9 00
Sun Waterproof Floor Finish 2 75
Sun-Spar Varnish 4 00

WATER PAINTS

Opalite, 200 lb. bbls. 0 12
Opalite, 100 lb. kegs 0 12½
1 gal. package, per pkg... 0 65
½ gal package, per pkg.. 0 35
Coralite, 5-lb. pkgs 0 04½

WASTE (POLISHING)

Cream 0 17½

WASTE, WHITE WIPING

XXX Extra 0 16
X Grand 0 15
XLCR 0 14
X Empire 0 13
X Press 0 12

WASTE, COLORING WIPING

Fancy 0 11¼
Lion 0 10¼
Standard 0 09¼
Popular 0 08¼
Keen 0 7¼

WASTE, WOOL PACKIG

Arrow 20
Axle 16
Anvil 12
Anchor 10

WIPERS, WASHED COTTON

Select White 12
Mixed Colored 9
Dark Colored 8

This line subject to trade discount for quantity.

WAX .. ..Per lb.

C. P. Floor Wax 0 30
Ronuk Floor Wax, lb. 0 38
Berry Bros. 0 37
Anchor 0 33
O.P.W. Lion Brand 0 30
Old English 41–44c
Johnsons 41–44c
Gold Medal 0 30

WHITING

Paris white 1 90
Plain, in bbls. 1 75
Gilders, bolted, in bbls. 1 85
Per 100 lbs.

WOOL ALCOHOL Per gal.

In gallons 1 25
Barrels 0 87
$4 extra for barrels.

Order Some

LINGERWETT

The Lightning Paint and Varnish Remover

Does not dry up quickly like other removers—it stays wet and allows the paint or varnish to be removed with ease. No more hard labor – use LINGERWETT—The best yet.

Manufactured only by

The Dougall Varnish Co., Limited, Montreal

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION
Powder, per keg, $11.00.
Shot, soft, per cwt., $15.25; chilled, $16.75; buckshot, $16.05; ball, $16.45.

ANVILS
Peter Wright, 80 lbs. and up, 14½c per lb.; clip horn, 15½c.
Norris, 41 to 56 lbs., 15c; 57 to 70 lbs., 13½c; 71 to 83 lbs., 12½c; 84 lbs. and over, 12c.

AXES
H. B., 1 lb., $7 per doz.; 1⅝ lbs., $7.40; 2 lbs., $7.75; 2½ lbs., $8.50; 2¾ lbs., $8.75; 3, 3½ and 4 lbs., $9.50; H. B. Handled Axes, 2 lb., $10; 26 lb., $10.75; 3 lb., 3½ lb. and 4 lb., $11; Black Prince Axes, unhandled, $9.00; Black Prince Axes, handled, $11.50; lb. and 4 lb., $11.75; Black Prince Bench axes, 35 p.c.; broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $20.80.

BARS, CROW. $5.50 per 100 lbs.

BAR IRON
Bar iron, $3.35; Swedish iron, $5; sleigh shoe, steel, $3.50; spring steel, $4; machinery steel, $4.50; tool steel, Black Diamond, 100 lbs., $10.25.

BELTING
Rubber, 6 in. and under, 50 and 10%; over 6 in., 50%.
Agricultural leather belting, 66 2-3 p.c. off list.
Standard, 50 and 5 p.c. off list.
The "double" list is just twice the price of "single."

BELT LACING
In sides, tanned, $1.20 per lb.; cut, $1.35 per lb.; rawhide, sides, $1.15; cut, $1.50.

BOLTS
Carriage, ⅜ and smaller, 30%; 7-16 and larger, 15%; machine, ⅜ and under, 30%; 7-16 and over, 20%; machine set screws, 55%; plough bolts, 20%; nuts, small lots, 1¼c advance over list; case lots, ¼c advance over list; stove bolts, 60%; shaft bolts, 20%; tire bolts, 35%; sleigh shoe bolts to ⅜, 20%; 7-16 and up, 15%.

BORAX. Borax, per lb., 12c.

BUILDING PAPER
Tarred, 85c to $1.45 per roll, cording to quality; plain, 55c to to $1.25.

CHAIN
Coil, 3-16 in., $10.75; ¼, $8; 5-16, $7.10; ⅜, $6.25; 7-16, $6; ½, $5.75; 9-16, $5.75; ⅝, $5.65; ¾, $5.50; Logging, 5-16, 7½c; ⅜, 6½c; tie out, 75 p.c.

CHURNS
Barrel, No. 0, $5.60; No. 1, $5.60; No. 2, $6.25; No. 3, $6.90; No. 4, $8.15 each

CLEVISES, MALL. 8½c per lb.

CLIPPERS
Stewart's 25 p.c. off Canadian list.

COPPER
Sheet and planished copper, 60c per lb. Tinned, 47c; Braziers' soft copper, 10-24 ft., 26c; 27½c.
Soldering irons, 55c base.

DRILLS
Bit stock, 45 p.c.; Blacksmith, ½ in. round shank, 40 p.c.
Eavestrough, 8 in., per 100 ft., $3.70; 10 in., $4.50; 12 in., $5.50.
Conductor pipe, 2 in., per 100 ft., $4.50; 3 in., $5.25; 4 in., $6.50.

ENAMELWARE
Canada, 33 1-3; Imperial, 50, 2½; Premier, 33 1-3; Colonial, 50, 2½; white, 60, 7½; diamond, 33 1-3; pearl, 50, 2½ per cent.

FIXTURES
Star hollow ware, No. 3, $1.
Galvanized ware, heavy, 25 and 2½ p.c. light, 25 and 12½ p.c.

FORMALDEHYDE
400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

FERRULES AND RINGS
30 per cent. off.

FILES. Nicholson's 57½ p.c.

GALVANIZED WARE.
10% advance on net list, except heavy tubs and heavy pails, which are net list.

GLASS, WINDOW	Single	Double
Up to 25 in.	6 75	10 25
26 to 40	7 50	11 75
41 to 50	10 00	13 25
51 to 60	10 50	14 00
61 to 70	11 25	14 75

GLASS (Plate)
30 p.c. off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HINGES
Light T and strap, 30 p.c.
Corrugated Strap Hinges — 4, $1.05; 5, $1.45; 6, $2; 8, $3.20; 10, $4.75; 12, $7.20.
Corrugated Tee Hinges — 4, $1.25; 5, $1.90; 6, $2.35; 8, $4.15; 10, $5.90; 12, $8.35.

HORSESHOES
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS
55 per cent. off list.

KNOBS. Door, 307, $1.45.

IRON BAND.
1½ in., $3.80; 1¼, $3.80; 1 in., $3.90.

IRON GALVANIZED	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng..	7 00 7 00
28 Am. or 26 Eng...	6 75 6 75
26 Am. or 26 spec...	6 45 6 45
24	6 05 6 05
22	5 95 5 95
18 and 20	5 75 5 75
16 Am.	5 60 5 60
14 Am.	5 60 5 60

IRONS, SAD
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set 0 95
Mrs. Potts No. 50 set 1 00
Mrs. Pott's common sad iron handles, 85c dozen. Mrs. Pott's improved, $1.10. a dozen.

LAMP CHIMNEYS
A, per case 8 doz., $4.80; per doz., 65c; B, per case 6 doz., $4.50; per doz., 85c.

LANTERNS

No. 2, plain	8 25
No. 20, X-ray	12 00
No. 22, Dash-board	10 75
Trulite, short globe, doz...	8 25

LEAD PIPE, $13.40.

LEAD WASTE, $14.40.

LINSEED OIL
Raw, per gal., $1.06; boiled, per gal., $1.09.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

MATTOCKS
Pick, $6.25; cutter, $6.25.

NAILS
Wire, f.o.b. Fort William, $3.85 base; Winnipeg, $4.25 base. Cut, f.o.b., Winnipeg, $4.20.

NAILS, HORSE
Capewell, 10 per cent off list.

NETTING. Poultry, 40 per cent.
Banner Netting, 24 in., $3.50; 36 in., $4.50; 48 in., $5.25; 60 in., $6.25; 72 in., $7.

NUTS
Square, small lots, 1¼c advance over list; case lots, ¼c advance over list; Hexagon, small lots, 1¼c advance over list; case lots, ¼c advance over list.

OIL CANS	Tin	Galvanized
½ gal., dome top....	$2 73	$....
1 gal., dome top	3 35	4 25
2 gal., dome top	5 17	6 75
5 gal., dome top	8 24	14 85

OILS
"Buffolite," 20c; Ideal Thresher, 35c; "B" Castor machine oil, 30c; Buffalo Engine gasoline, 31c; Buffalo "A" gas engine oil, 45c; Royal gasoline, 32c; Family Safety coal oil, 19½c; "Engoline" engine coal oil, 15*c; Summer Black oil, 19c; Kelso engine oil, 45c; Silver Star oil, 16*c; Royalite oil, 17c; Standard gas engine oil, 42c; Prairie Harvester oil, 40c.

DRY COLORS
Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c; less than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $14; 15 lb. for less.

PICKS Clay, 6-7, $6 per dozen.

GALVANIZED IRON PIPE
¼ in., $6.25; ⅜ in., $6.35; ½ in., $6.70; ¾ in., $8.25; 1 in., $1245; 1¼ in., $16.50; 1½ in., $20; 2 in., $27.20; 2½ in., $43.05; 3 in., $56.30.

IRON PIPE
Black, ¼, $3.78; ⅜, $3.87; ½, $4.95; ¾, $6.04; 1, $9; 1¼, $12.06; 1½, $14.49; 2, $19.44; 2½, $30.70; 3, 40.14; 3½, $48.33; 4, $57.25; 4½, $71.73; 5, $83.61; 6, $108.45.

Above prices are under revision. New prices will be about 5% lower.

PLASTER, Paris, per bbl., $3.75.

PARIS GREEN
In 1-lb. pkgs., full cases, 44c lb.; less, 44c lb. In ½-lb. pkgs., full cases, 46c lb; less, 46½c lb.

PLATES, CANADA
Half polish, 6-7 inch, $4.75; 8 inch, $5; full polish, 6-7 inch, $5.75; 8 inch, $6; Black sheets, $4.90; 8 inch, $5.15; Black sheets —28, $5; 26, $4.85; 18-24, $4.75; 16, $5.35; 14, $5.25; 12, $5.35; 10, $5.25.

PLOW SHARES.....10c per lb.

POINTS
Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. irons	3 25
25-lb. irons, per cwt.	3 50
1½-lb. tins	0 07

RIVETS AND BURRS
Iron rivets, 30 per cent; copper, No. 7, 66c lb.; No. 8, 66c; No. 9, 67c; No. 10, 71c; No. 12, 75c.
Five-lb. assoter boxes, No. 8 gauge, 74c lb.; No. 10 gauge, 79c lb.
Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 68c; No. 10, 71c; No. 12, 76c.

ROPE
Sisal, 16½c base; pure Manila, 24c base; British Manila, 19c base; lath yarn, 16½c base; African hemp, 19c base; cotton rope, ¼ and over, 31½c.
Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell.) 25 per cent. off.

SAWS, BUCK
Happy Medium and Watch Spring, $5; Lance Tooth or Lightning Blades, $5.25; New Century, $7.25.

SCALES
Same form as Toronto quotations, making discounts in all cases 5 per cent. less. All quotations f.o.b. Winnipeg.

SCREWS
Bright iron, round head, 70 p. c.; flat head, 75 p.c.; round head, brass, 35 p.c.; flat head, brass, 37½%; coach, 40%.

SHEET ZINC. Any lots, 30c.

Black Steel Sheets	
10 gauge	5 00
12 gauge	5 10
14 gauge	5 00
16 gauge	5 10
17-24 gauge	4 50
26 gauge	4 60
28 gauge	4 75

SHOVELS AND SPADES
Shovels (polished) Fox and Olds, $8.90; Bulldog and Jones, $10.50; Black, 50c per dozen less; Spades same as shovels. Scoops, Black Cat, Crescent, No. 6, $10.25; No. 8, $10.90; No. 10, $11.60; Jones socket scoops, Moose Scoops, No. 6, $11.20; No. 8, $11.90; No 10, $12.55.

SOLDER Per pound, 30 to 31c.

SPIKES
Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES
Bright wire, per cwt., $3.90 at Fort William, $4.30 Winnipeg; galvanized staples, $4.70 Fort William; $5.10 Winnipeg.

STEEL
Sleighshoe, $3.50 base per cwt.; plow, common, $5.50; crucible plow, $6.60; angle, $4; harrow, $3.25 base; east, octagon tool steel, 10¼c base; square tool, 11¼c base; spring, $4; machine, $4.50 base; tire, $4.

STEEL BLACK SHEETS
10 gauge, $5; 12 gauge, $5.10; 14 gauge, $5; 16 gauge, $5.10; 17 to 24 gauge, $4.50; 26 gauge, $4.60; 28 gauge, $4.75.

STEEL HOOPS
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES
40 per cent. off list.

TACKS. Carpet, 70-10% off list.

TIES. Cow, 40 per cent.

TIN AND TIN PLATE
Block tin, 58c per lb. Per Box

20 x 28 I.C.	$13 50
20 x 28 I.X.	15 00
Terne Plates	11 00

TURPENTINE
Per gal., barrel lots, 80c.

VISES
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $7.50 each; over 45 lbs., 18c lb.

WASHERS
Iron, small lots, 25 p.c. + 75c; full boxes, iron, 30 p.c. + 75c.

WHITE LEAD
Decorators' pure, ton lots, $14.55; less than ton lots, $14.85.

WIRE, BARB
Lyman, 4-point, $3.50 f.o.b. Ft. William, $3.75 Winnipeg; Glidden Cattle, 2 pt., $3.35 Ft. William, $3.60 Winnipeg; Baker 2 pt., $3.20 Ft. William, $3.55 Winnipeg; Winnipeg, $2.95; plain twist, cwt., Ft. William, $3.90; Winnipeg, $4.30; plain galvanized, Ft. William, No. 9, $4.10; No. 12, $4.50; No. 13, Winnipeg $4.35, Ft. William $4.75; coil spring, Ft. William, No. 9, $4.05; No. 12, $4; Winnipeg, No. 9, $4.35; No. 12, $4.30.
Patented screen in 100-ft. rolls, $2 per hundred sq. ft.; in 50 ft. rolls, $2.10 per 100 sq. ft.

WIRE, PLAIN
Bale ties, 14 gauge, single loop, $5.40 Winnipeg; $5 Fort William.
Brass snare wire, per lb., 80c.

WIRE, ANNEALED.
No. 9, $4.45; 10, $4.50; 12, $4.65; 14, $4.80; 15, $4.95; 16, $5.10 per 100 lbs.

WIRE (STOVEPIPE)
18 and 19 gauge, 7c per lb.

WRINGERS
Royal Canadian, $43.40 per doz.; Eze, $46.90 per doz.; Bicycle, $51.65 per doz.; Ajax, $8.50 each.



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House Paints, Floor Paints, Barn Roof and Elevator Paints, Structural Iron Paint, Silk-stone Flat Wall Colors, Interior Enamels, Wa-ko-ver Stains, Carriage Paints.

A line that assumes all-around satisfaction in your paint department.

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Our paints are made to withstand the extremes of the Canadian climate, and do so efficiently. They have remarkable covering capacity and are attractive until completely worn out.

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WINNIPEG and CALGARY



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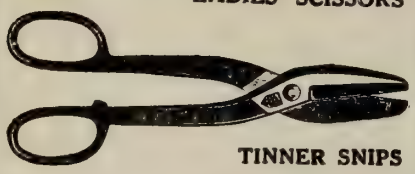


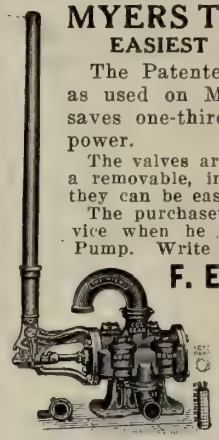
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OPEN HEARTH STEEL



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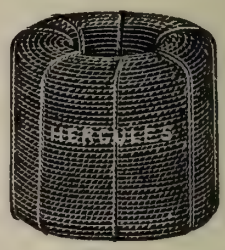
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TRIMMERS
BANKER SHEARS

BARBER SHEARS
LADIES' SCISSORS

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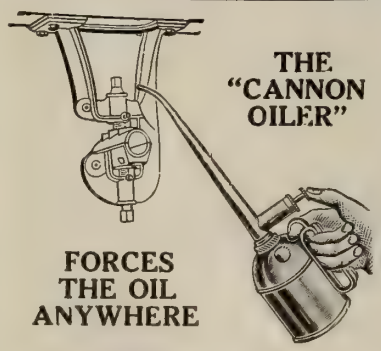

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EASIEST TO OPERATE
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The valves are each located under a removable, individual cap, where they can be easily reached.
The purchaser buys the most service when he buys a Myers Tank Pump. Write for booklet.
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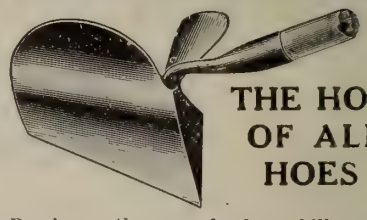
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'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS Limited
Manufacturers of
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Wellington Mills, London, England

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THE BEST MADE


Star Brand Cotton Rope.
Star Brand Cotton Clothes Line.
Star Brand Cotton Twine.
WHOLESALE DEALERS SELL THEM


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FORCES THE OIL ANYWHERE
Easy Seller Because—
It is exceptionally convenient, quick acting and an oil saver.
Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.
A sure good sale and splendid profit. Order it now.
R. E. BLOOMER
KEITHSBURG, ILL.

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Distilled from Pure White Gum
We import in Tank Cars and New White Oak Barrels.
Special prices to the Trade and Manufacturers when taken direct from car.
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THE HOE OF ALL HOES
Breaks up the ground, plows, hills, cuts weeds and cultivates the soil and does the work in half the time, and better, easier and more satisfactorily.
Manufactured by
SCHOENER MFG. COMPANY
St. Cloud, Minn.
Western Canadian Distributors:
Merrick-Anderson Co., Winnipeg, Man.

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EVERY COLD DAY IS A PROFIT DAY

FOR DEALERS WHO SELL THE

Clark Indestructible Steel Heaters

for Automobile, Wagon, Sleigh or Carriage.

There is a great and growing demand for this, the advertised line of heaters.

Order an assortment from your jobber now and get this business in your community.

It will pay you and every heater you sell makes a permanent winter market for you on the Clark Carbon fuel.

Write for our 1916 catalogue.

Clark Carbon

Ignites Easiest
Heats Strongest
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of all Heater Fuels.

It's the kind that always comes awfully good.

There is no come back
It always makes good

Chicago Flexible Shaft Co.

250 Ontario St., Chicago

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Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.



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Made only by
Ontario Lantern & Lamp Co.,
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BEAR BRAND LAMP BLACKS
A Germantown of quality that gets big business
WILCKES, MARTIN, WILCKES CO.
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"BEST'S" No. 21 WEATHER STRIP
Double Felt and Zinc.
Write for Samples and Prices
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Best Sifter. Best Price
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HAMILTON STAMP & STENCIL WORKS, LTD.
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22 College Street, TORONTO

FOOD CHOPPERS



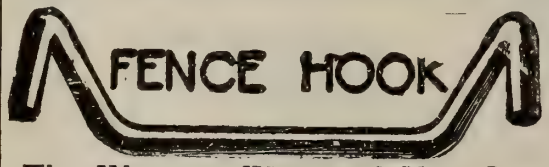
Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.
F. W. Lamplough & Co., Unity Bldg., Montreal



Hardwaremen
You should stock a James Bros. Feed Cooker. Write for circular and prices to
James Bros. Foundry
PERTH, ONT.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKETS ON WIRE FENCES

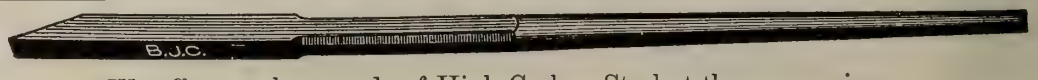


WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, etc.
The Western Wire and Nail Co., Limited, London, Ont.



Winter is Coming
Weatherstrip wanted for doors. Specify Swan Brand. Made of solid oak, and best green felt. Comes ready to put up.
SWAN MFG. CO.
Winnipeg

CROWBARS



No. 102-A—CHISEL POINT
We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.
B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

Auger Bits, Bolts and Nuts, Bolster Springs, Chain, Drills, Files, Handles, Horseshoes.

LET US QUOTE YOU

IRON AND STEEL HARDWARE TOOLS

WILKINSON AND KOMPASS

TORONTO HAMILTON WINNIPEG

WE SHIP PROMPTLY

Cotter Pins, Rivets and Burrs, Cap and Set Screws, Wood Screws, Tacks, Washers, Varnishes, Waste.



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.



YOUR GUARANTEE

GIPE-HAZARD STORE SERVICE CO., LTD.
97 Ontario St., Toronto, Canada

INSTALL Gipe-Hazard Carriers—use them ten days—put them to every test — and if they do not give quicker, better and more satisfactory store service than any other system, they may be returned at our expense. Fair enough, is it not? Investigate our modern Electric Cable Cash Carrier and Pneumatic Dispatch Tubes.

SEND FOR OUR NEW CATALOGUE F.

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED

Manufacturers of all kinds of Building Paper, Pitch and Coal Tar

MONTREAL

R. H. Smith Co. Ltd. St. Catharines, Ont.

VANADIUM

CURVE GROUND

TRADE MARK

THE ARROW HEAD SAW

STEEL.

NO. 44.

UNEQUALED-IN-QUALITY-UNIFORMITY & SERVICE.

ARROW HEAD SAWS

The Saw of quality and satisfaction made from Vanadium Steel, the highest steel known to science. The satisfaction of every Arrow Head Saw makes one dozen more sales. Write us for particulars.

ORIGINAL "HENDRYX" NEW STYLE

A WORD FOR QUALITY



No. 8000

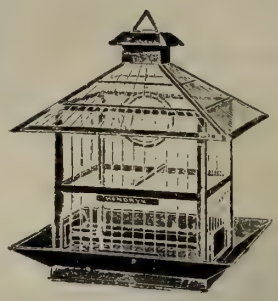
THERE IS ONLY ONE

"HENDRYX" Mission Cage

and it is not equalled in finish and detail by any other maker. The name "HENDRYX" is always stamped on the under side of the base. The two styles illustrated are made only by

THE ANDREW B. HENDRYX COMPANY

NEW HAVEN, CONN.



No. 8020

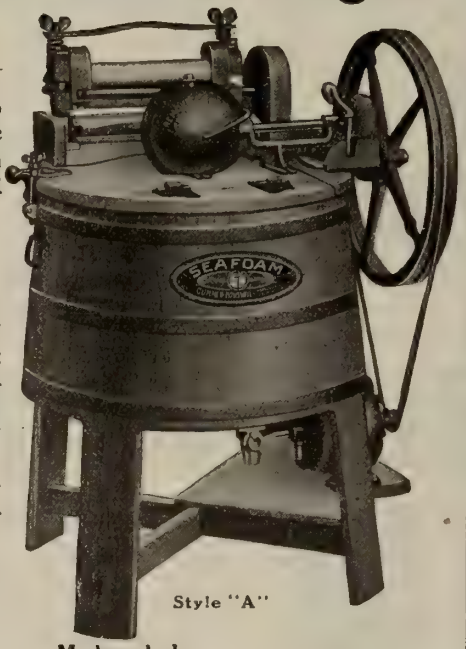
Seafoam Electric Washer and Wringer

(2 Styles)

No Worry—Little Work, in the Home Laundry with this LABOR SAVER.

Style "B" made without electric motor for use with Gasoline, Steam engine or Windmill.

Great for the Farm.



Style "A"

Made only by

Cummer-Dowswell, Limited

Hamilton, - Ontario





High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.





A Good Vise for Household and Amateurs

Dozens of your customers need and want a vise—but perhaps they don't know it! If you bring it to their attention, they'll say "the very thing I have been wanting!" and a sale, with a good profit in it, is made, and the sale of one tool means another very often.



This vise of our making is of high-grade cast iron, screw is made of ½-inch malleable iron. Jaws are ground and 1¼" wide, opening two inches. Supplied in black Japanned finish unless otherwise ordered.

Write for Catalogue. It shows actual photographs of our complete line of machinists' and wood-workers' tools.

NATIONAL MACHINERY & SUPPLY CO., LTD. - HAMILTON, CANADA

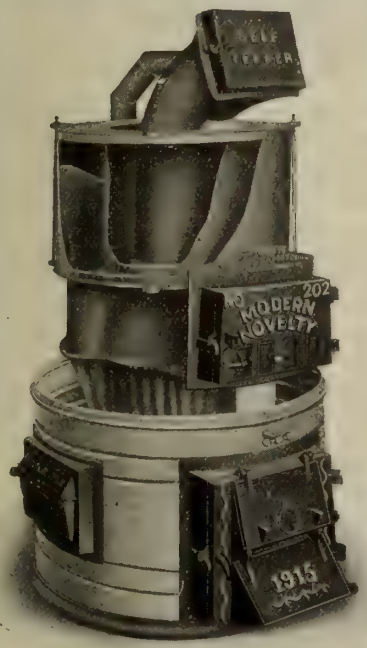
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DEALERS, ATTENTION

NOVELTY SELF-FEEDER *HOT AIR* FURNACES *are the best sellers*

The whole trade wants them because they make sales; because they save—
TIME, LABOR, COAL

Because they heat equally
ALL DAY and ALL NIGHT



The self-feeder principle places "NOVELTY" furnaces, which have been leaders for 30 years, away ahead of all others and—
THEY COST NO MORE

Write now for Catalog and Prices.

Toronto Furnace & Crematory Company, Limited

HEAD OFFICE :
111 King St. East, TORONTO

See our display, Stove Building, at Toronto National Exhibition.

LONDON
HIGH GRADE

Never Varies in Quality and Toughness

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

London Rolling Mill Co., Ltd.

LONDON Sales Agents CANADA

Manitoba, Bissett & Webb, Ltd., Winnipeg.
British Columbia, MacPherson & Teetzel, Vancouver.

BAR IRON

I.N.C. **NICKEL**

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.
ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

MONEL METAL

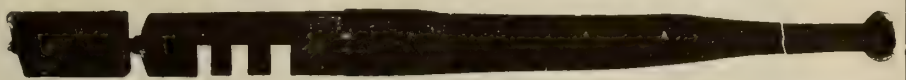
We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.

Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.

Send Inquiries Direct to Us.

The International Nickel Company
43 EXCHANGE PLACE, NEW YORK

Sharratt & Newth's Glaziers' Diamonds
are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies
Agents: A. RAMSAY & SON COMPANY, Montreal.

KINDLY MENTION THIS PAPER WHEN ANSWERING ADVERTISEMENTS

If interested, tear out this page and keep with letters to be answered.

Condensed or "Want" Advertisements

There is always someone, somewhere, who is looking for just such a proposition as you have to offer—and it is more than likely that he is a hardwareman and a subscriber to HARDWARE AND METAL. Let an advertisement on this page bring you together.

RATES (payable in advance): 2 cents per word first insertion, 1c per word subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word.

POSITIONS WANTED

EXPERIENCED HARDWAREMAN, BOOKkeeper, typist, general office man, desires position. Married. Apply Box 541, Hardware and Metal.

SPECIALTY SALESMAN DESIRES POSITION as sales manager or traveler. Twelve years' experience calling upon Ontario hardware trade. Box 313, Hardware and Metal.

SITUATIONS WANTED

THE "CHANGING TIME" IS GETTING near. There are many firms who have vacancies on their sales or office staffs to fill during the next few months. If you want to qualify for some of these vacancies, tell your story briefly in a Condensed Advertisement, and try in out in Hardware and Metal. A twenty-five word advertisement may land you a permanent position with splendid prospects.

AGENCIES WANTED

FOR BRITISH COLUMBIA — MANUFACturers' agent, with highest references and four years' connection with best hardware trade, desires agency for one or two additional high-grade and quick-selling lines. Commission basis. Best of opportunity for firms desiring continuous representation from now on at minimum cost. Ideal time for getting established. Only permanent agencies considered. Box 544, Hardware and Metal.

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

STORE EQUIPMENT FOR SALE

YOU MUST HAVE A LOT OF OLD FIXtures around the store which are no longer of any value to you, but would prove very useful to someone else in the hardware business. Find a purchaser for this equipment through an advertisement on Hardware and Metal's Condensed Ad. Page.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using, would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

HARDWARE WINDOW DRESSING—THIS is the first book ever written devoted exclusively to Hardware Display. There are 256 pages and over 200 illustrations with full working descriptions. It is the purpose of this book to illustrate and explain how hardware windows may be dressed to the best advantage—how they can be made to sell goods. It is not a theoretical work but a collection of specimens of the best work and ideas of the most expert window dressers in the world. These men have contributed their experience covering the many phases of hardware window display. This volume, therefore, represents the sum total of information on this subject presented as concisely as is consistent with clearness. By following the simple illustrated directions given in "Hardware Window Dressing" any clever clerk can put in good hardware displays at no cost whatever. Size 8 x 11 inches. Price $2.60 postpaid. MacLean Pub. Co., 143 University Ave., Toronto.

SITUATIONS VACANT

WANTED—A YOUNG MAN WITH EXPERIence in the hardware business, to act as clerk; also assistant shipper for the shipping room, with some knowledge of checking and packing goods. Please state age, experience and salary expected. Apply to Sumner Co., Moncton, N.B. (43)

BUSINESS CHANCES

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

MISCELLANEOUS

WANTED — HARDWARE OR GENERAL store in B.C. or Alberta, or an opening for same in a growing district. Box 542, Hardware and Metal.

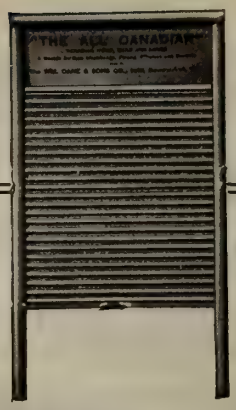
WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited. Room 314, Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

HARDWARE STORE BUSINESS METHODS —The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include: Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business; Changing a Credit into a Cash Business, etc. 220 pages. Price $1.10, postage paid. MacLean Pub. Co., 143 University Ave., Toronto.



COSTS LESS

than aluminum and zinc wash boards, is just as good and is more serviceable.

The All-Canadian
All-Wooden
Wash Boards

are the result of great scarcity and high price of zinc and aluminum—a price that has greatly handicapped washboard sales.

All-Canadian grown wood, Canadian-made nails, and by Canadian workmen—that's why it's all-Canadian.

The finest grained hardwood is used for rubbing surface.

Retails at 20c and leaves a BETTER profit.

Standard zinc, glass and enamel wash boards always on hand for prompt delivery, until notice to the contrary.

The Wm. Cane & Sons Co., Limited

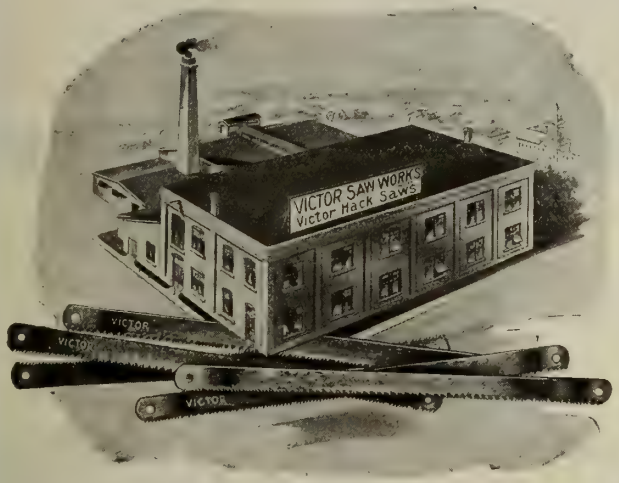
Makers of the New Wooden Wash Board
NEWMARKET, ONT.

Kindly Mention This Paper When Writing Advertisers

VICTOR BLADE CANADIAN MADE

The Only Hack Saw Blade Made-in-Canada

THE QUALITY IS THERE



Specify "VICTOR FLEXIBLE BLADES—18 TEETH" on the next order to your jobber.

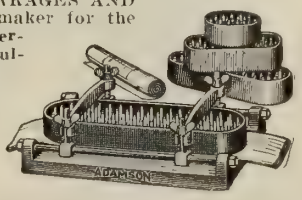
Victor Saw Works, Ltd.
Hamilton, Ont.

VICTOR HACK SAWS Get a Box and Try one!

Draw Profitable Business

ADAMSON Vulcanizers

MODEL "S" FOR PRIVATE GARAGES AND REPAIR SHOPS. The money-maker for the repair man. **The Adamson operates different from all other vulcanizers** — no steam or electricity is required. It is absolutely automatic — does not require watching or regulating. NO DANGER OF BURNING OR RUINING THE TIRES, AS WITH OTHER VULCANIZERS. With our Model "S" a cut 12 inches in length is repaired in 15 to 20 minutes.



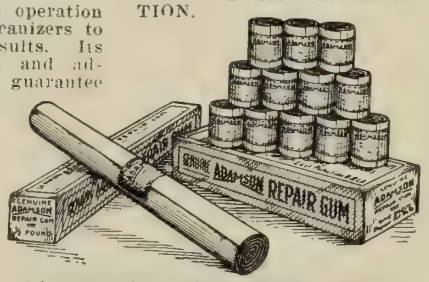
There are **over one million in use** — several times more than all other makes combined.

YOU'LL FIND THE DEMAND AND PROFIT BEYOND YOUR EXPECTATION.

ADAMSON Repair Gum

Is essential to the operation of Adamson Vulcanizers to obtain the best results. Its exclusive qualities, and advantages are a guarantee against failure.

No cement is necessary. "It makes repair work a pleasure."



Write for attractive dealers' proposition on complete line.

The only Vulcanizer made in Canada.

ADAMSON MANUFACTURING CO.
67 Bay Street North, HAMILTON, ONT.

WIRE NAILS

IN STEEL HOOP KEG.

WIRE BALE TIES

for baling hay and many other things.

FENCE and POULTRY NETTING STAPLES

WIRE

Bright, annealed, coppered stove pipe, liquor finished, square, etc.

THE LAIDLAW BALE-TIE COMPANY, LIMITED
HAMILTON, ONTARIO
A. T. DIGGINS, Stair Bldg., Toronto, Ont.
H. E. O. BULL, Montreal, Que.
HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B.C.

MR. CLERK
YOUR SPARE TIME

WHAT do you do with it? By that we mean, is it **bringing you** any returns in the ways that go to assure your future success?

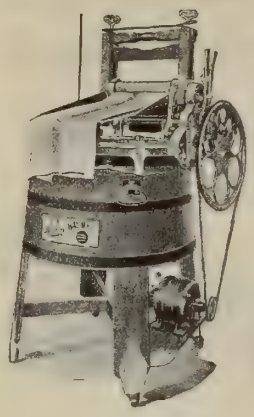
How would you like to know of a plan that will bring you in as much (if not more of an income) than your regular occupation. **Would you be interested?**

We have a plan by which hundreds of **clerks** throughout Canada are greatly increasing their weekly incomes. This plan interferes in no way with their regular duties. It helps them to become of more value to their employers as well. Besides it supplies them with extra funds.

Write, and we'll give full particulars concerning it. This places you under no **obligation**, we'll be glad to tell you all about it. Drop us a line **To-Day**.

The MacLean Publishing Co.
Dept. C.G. 143-153 University Ave.
Toronto Canada

If interested, tear out this page and keep with letters to be answered.



The "LONDON" No. 3

You know about our "London" No. 1—a hand-power model. Here is our "London" No. 3.

Electric Driven

Motor attached (see illustration). All that is needed is to attach current cord. This washer will appeal to women with electric current in their home—for it many excellent features.

Sell More Washers

There's good profit in our washers, and you can sell them—many of them **if you will suggest and demonstrate them.** In particular you can sell our "London" models because of their efficiency, appearance, and price.

Get details. Send for our illustrated catalogue. Ask us to tell you how we are ready to help you find and sell your prospects.

The London Foundry Co., Limited
LONDON, ONTARIO, CANADA

Wire Cloth

of every description



Our Double Crimp process of weaving ensures a very rigid fabric. Our production is second to none. Our prices are right.

WRITE FOR CATALOG.

Canada Wire & Iron Goods Company
Hamilton, Ont.

Eastern Representative, H. E. O. Bull, 184 Mance St., Montreal, Que.

TOOL STEEL AND STEEL WIRE

Best Polished Silver Steel
Best Quality Steel Plough Rope Wire
Piano Wire, Needle Wire
Spring Wire, Hackle Pin Wire
Umbrella Wire
Hard and Tempered Flat Wire, ¼"-¾" wide for Busks
Steel Wire for Metal Fret Screws
Galvanized Wire for Hawsers and Submarine Cables

J. SHIPMAN & CO., LTD.

ATTERCLIFFE STEEL WORKS & WIRE MILLS,
SHEFFIELD, Eng. Telegrams: "Shipman Sheffield." Telephone: Cent. No. 465.

Agent: Mr. Sherman F. Ainslie, 193-195 Spadina Ave, Toronto, Ont.

Codes: Liebers, and A. B. C. 4th and 5th Editions.

Economy This Winter

The Government is preaching it. Bankers are, Editors are. For war costs must be paid, and economy and thrift, personal and domestic, will pay our share of the appalling war debt that daily mounts higher.

Economy begins in the cellar—with a CANADA DUSTLESS ASH SIFTER. It will save pounds of coal a day, many pounds in a week, a ton or more in a winter. With coal at $8.00 or more per ton, we ought all to economize.

Put it up to your customer TO SAVE COAL and you'll have no trouble to sell the

CANADA Dustless Ash Sifter

(See illustration)

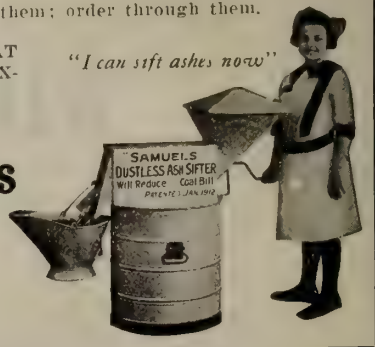
Ashes go in barrel—coal into scuttle. Positively dustless and lasts for many seasons.

Every family is a prospect, and every sale represents a nice profit—found money to you. Have a half-dozen or so always on hand.

Jobbers everywhere supply them; order through them.

SEE OUR EXHIBIT AT CANADIAN NATIONAL EXHIBITION, TORONTO.

"I can sift ashes now"



J. Samuels
TORONTO ONTARIO

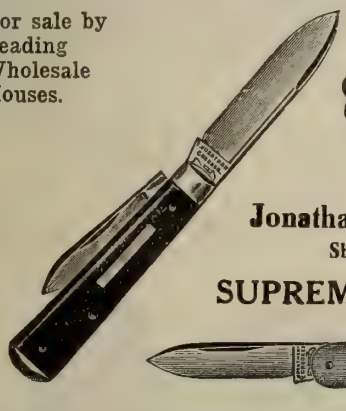
If interested, tear out this page and keep with letters to be answered.

Look for the full name
Russell Jennings
stamped on the round of our
Auger Bits
The original double twist auger bit, patented by Mr. Russell Jennings in 1855
Russell Jennings Mfg. Co., Ltd.
St. Catharines, Ont.

Arctic  **Metal**

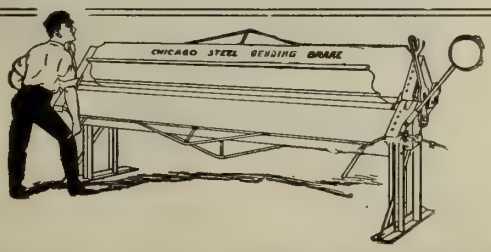
FOR HIGH SPEED — Try It. — FOR HEAVY PRESSURE
Every Pound Guaranteed.
Tallman Brass & Metal Co.
HAMILTON, ONT.

THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN
ENGLAND and AMERICA
Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.
Suppliers of Bulk Blacks to the highest class Grinding Trade.
THE L. MARTIN CO.
New York Montreal Philadelphia
London, Eng.

For sale by Leading Wholesale Houses.

Corporate Mark

Granted 1780.
Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY


JOSEPH RODGERS & SONS LIMITED
SHEFFIELD, ENG.
Avoid imitations of our
CUTLERY
By seeing that this exact mark is on each blade.
REGISTERED TRADE MARK
GRANTED 1682.
SOLE AGENTS FOR CANADA
James Hutton & Company
MONTREAL



CHICAGO STEEL BENDING BRAKES
MADE-IN-CANADA
Are the most economical, most accurate and have the most simple working arrangements of any brake made.
WRITE FOR CATALOG AND FULL PARTICULARS.
The Steel Bending Brake Works Ltd., Chatham, Ont.

THE BRITISH ALUMINIUM COMPANY, Limited
OF LONDON, ENGLAND
PRODUCERS OF ALUMINIUM IN ALL COMMERCIAL FORMS
CANADIAN HEAD OFFICE:
60 WEST FRONT STREET TORONTO
Eastern Agents: Spielmann Agencies Montreal

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CARTLAND'S PATENT HELICAL, CLIMAX, AND RELIABLE DOOR SPRINGS



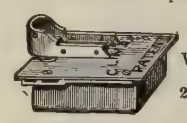
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3 in. 4/9
4 " 7/-
5 " 9/6

5754 BRASS
3 in. 7/6
4 " 10/6
5 " 14/6
per pair.

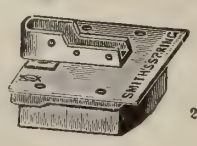


5355 IRON
4 in. 28/-
5 " 39/-
6 " 48/-

5356 BRASS
4 in. 48/-
5 " 66/-
6 " 78/-
per dozen.



2401
With 2 in. Shoe,
21/- each.



2860
With 2 in. Shoe,
28/6 each

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed.

Our new Catalogue, fully illustrated, mailed free on application to Wholesale Hardware Merchants.

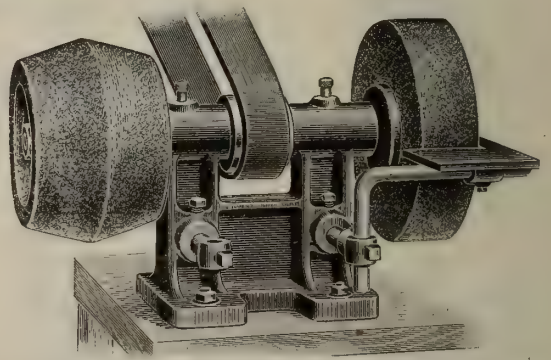
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Western: W. T. McArthur & Co., 1128 Homer St., Vancouver, B.C.



American Self-Oiling Grinders

COST NO MORE THAN ORDINARY GRINDERS



Sickle Grinders Tool Grinders Power Grinders

WILL GIVE YOUR FARM TRADE A MEASURE OF SATISFACTION THAT WILL GREATLY BOOST THE SALES OF OTHER GOODS.
We recommend these grinders to the trade as most attractive and highest grade grinding machines on the market.
ORDER FROM YOUR JOBBER. If he does not handle the "American" Line, write direct to factory.

Western Agent: Merchants Hardware Specialties, Calgary, Alta. Agents for Eastern Canada. John H. Graham & Co., 113 Chambers St., New York City, N.Y.

American Grinder Mfg. Co., Milwaukee, Wis.

Why you should sell this Range

It is extremely well known to the Canadian public. 50,000 of them have been sold. This is a huge number. It took us 20 years to sell this quantity. Any range on sale continuously for 20 years and bought by the public at the rate of 2,500 a year can be relied upon. The

"HOME COMFORT"
Steel Range



was sold by us until two years ago direct to the consumer. At first we had to meet "knocks" a-plenty. We had to meet the final authority—the housewife. She is hard to satisfy because she **knows.** We count it a great victory for the goodness of the "Home Comfort Range" that sold and kept on selling right in the same neighborhood year after year for 20 years.

Two years ago our policy was changed. We ceased to go to the customer direct, and began selling through the retail hardware trade. The advantage to any hardware dealer in acting as our agent is that he is selling a range **well known, well esteemed** and **well proven.**

Write us for full details to-day lest you forget to do so to-morrow.

Wrought Iron Range Co. of Canada, Limited
TORONTO

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - ONTARIO



MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

Talking to the Point—

CLASSIFIED ADS. get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads. are so productive of the best kind of results.

CLASSIFIED ADS. are always noticed. They are read by wide-awake, intelligent dealers, who are on the lookout for favorable opportunities to fill their requirements.

TRY A CONDENSED AD. IN THIS PAPER.

If interested, tear out this page and keep with letters to be answered.

"Well, gentlemen, I take off my hat to you,—



such a beautifully made rifle and such shooting I never expected to see. . . . Up to 800 yards I could hit anything I shot at . . . I killed a big bull, over 500 yards away, and did it so easy . . . The 'Ross' is good enough for me. . . . It has a nice balance, is light and has a nice feel to it. I will say to anyone who is looking for the best thing in rifles, get a Ross .280 and you will never be disappointed."

Jas. L. McLaughlin,
Hunter and Guide,
Valley, Wyoming.

Professional hunters and guides the world over agree with Mr. McLaughlin in his appreciation, and the ever-growing demand for the Ross .280 proves that they are right.

The Ross .280 using the Ross .280 Sporting Cartridge with its copper tube Expanding Bullet (patented) is one of the most accurate, powerful and reliable rifles on the market. Every dealer should have it on his shelves.

The Ross .303 Sporting Models also give excellent results and the trajectory is as low as that of almost any of the high power rifles sold. The popular prices of these models—$25.00 and up—make them general favourites.

The Government having selected the Ross .22 Cadet Rifle as the official arm for the Cadet organizations— there is an added incentive for dealers to stock this most popular small rifle.

For catalogue, discounts, etc., address

ROSS RIFLE COMPANY - Quebec

1835 1916

WEDDINGS CREATE CUTLERY SALES

Brides are buying home necessities. Every housewife needs kitchen cutlery. You can increase your sales and profits if you are in a position to

Supply This Demand

There is one line which is sure to please and satisfy even the most critical customer. It's FOSTER BROS.' Cutlery. A timely display of these goods will increase your business and help you secure new customers.

For 25 years FOSTER BROS.' Cutlery has been world famous. It's guaranteed to give satisfaction and to be the highest quality it is possible to produce.



Display this line now. Ask your jobbers for particulars and write for illustrated descriptive catalogue.

JOHN CHATILLON & SONS

85 Cliff Street, New York City

SCALE MAKERS SINCE 1835

GOOD PUMPS WITH GOOD PROFITS

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.



Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps — for Force or Lift use — every size, style, kind, in our big catalogue.

Write

The R. McDougall Company
Limited
GALT, CANADA

If interested, tear out this page and keep with letters to be answered.

GALVANIZED and BLACK STEEL SHEETS

Queen's Head, Fleur-de-Lis,
Apollo, American Bessemer

The Roofers Supply Co., Limited, Toronto, Ont.

Importers, Jobbers and Manufacturers

"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

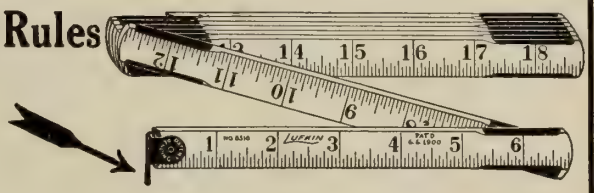
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LUFKIN Spring Joint Wood Rules

WITH FOLDING HOOK

ENTIRELY NEW

WILL CERTAINLY APPEAL TO MECHANICS



Just the thing for taking measurements out of arm's reach, and handy for most any measuring. Zero end of rule fitted with a small, substantial steel hook, which will very readily fold up and remain so when not wanted, making the rule same as ordinary ones without hook.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Manufacturers of a complete line also of

COMMON SPRING JOINT WOOD RULES - BOXWOOD RULES - MEASURING TAPES

TINKER TOM'S TALKS

Talk Number Seventy-one



"PREMIER" GALVANIZED STEEL SHEETS are not shipped in cases. It costs a lot extra these days to buy and handle the cases, and our bundled shipments reach you in fine condition—just the quantity needed—at no extra cost to us or you. Once cases were necessary—now they are not. That was before "PREMIER" Sheets were "Made-in-Canada."

TINKER TOM.

Look for Talk No. 72 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

Solves Your Wrench Problems



Socket Chest No. 300

Surely an addition to the fixtures of your store.

FREE DISPLAYS

with assortments made up of the particular sizes that sell. Quantities of each size in exact ratio of demand.

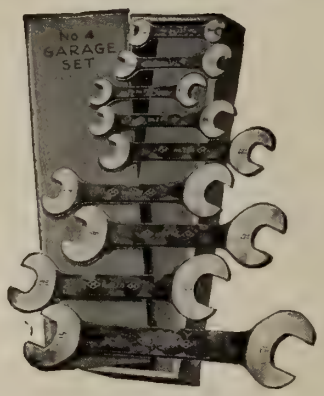


No. "Y" Display Board



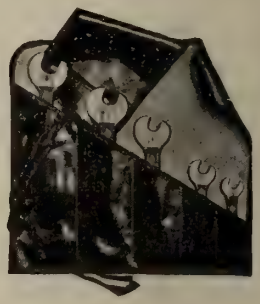
Socket Wrench Set No. 14

The *"Complete-est"* Wrench Set ever designed. Price, each **$16.00**



Garage Set, No. 4

Covers all U.S. and S.A.E. nuts and screws from ¼ to ¾. Packed in wooden box. List **$5.72**



Engineer's Open End Set

Ask for interesting New Wrench Book No. 183C. **Thin Model Wrenches in any sets desired.**

The ambition of the FRANK MOSSBERG CO. has been—
"*To produce* the finest WRENCHES made in those types that sell most quickly, and *to sell* this product at reasonable prices to *deserve* the loyalty of every consumer."

FORDS for Wrenches



Repairkit for Fords, No. 675

"675" contains all special wrenches needed. Price, **$1.60**

Desirable The Most



Ratchet Reserve Brake Pedal and Tension Spring Wrench No. 645

Price, each **67c.**



Wheel Puller No. 660
Indestructible, **75c.**

The "Net" Socket Wrench Set **$5.35**



Ford Socket Wrench Set No. 30

These prices are Canadian List.

FRANK MOSSBERG CO., Attleboro, Mass., U.S.A.

BRANCH OFFICES (for your convenience) Chicago - - 180 N. Market St. San Francisco, 324 Underwood Bldg. Los Angeles, 503 Equitable Bldg. Seattle - 214 Maritime Bldg. Nashville, Tenn.

HARDWARE AND METAL

Vol. XXVIII No. 43 PUBLISHED EVERY SATURDAY SINCE 1888 Oct. 21 1916

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

1
CANADA BRAND PURE PAINTS
(Quality Guaranteed)

2
CANADA BRAND FLOOR PAINTS
(Surpassed by None)

3
JAS-PER-ITE
The Present-Future Varnish

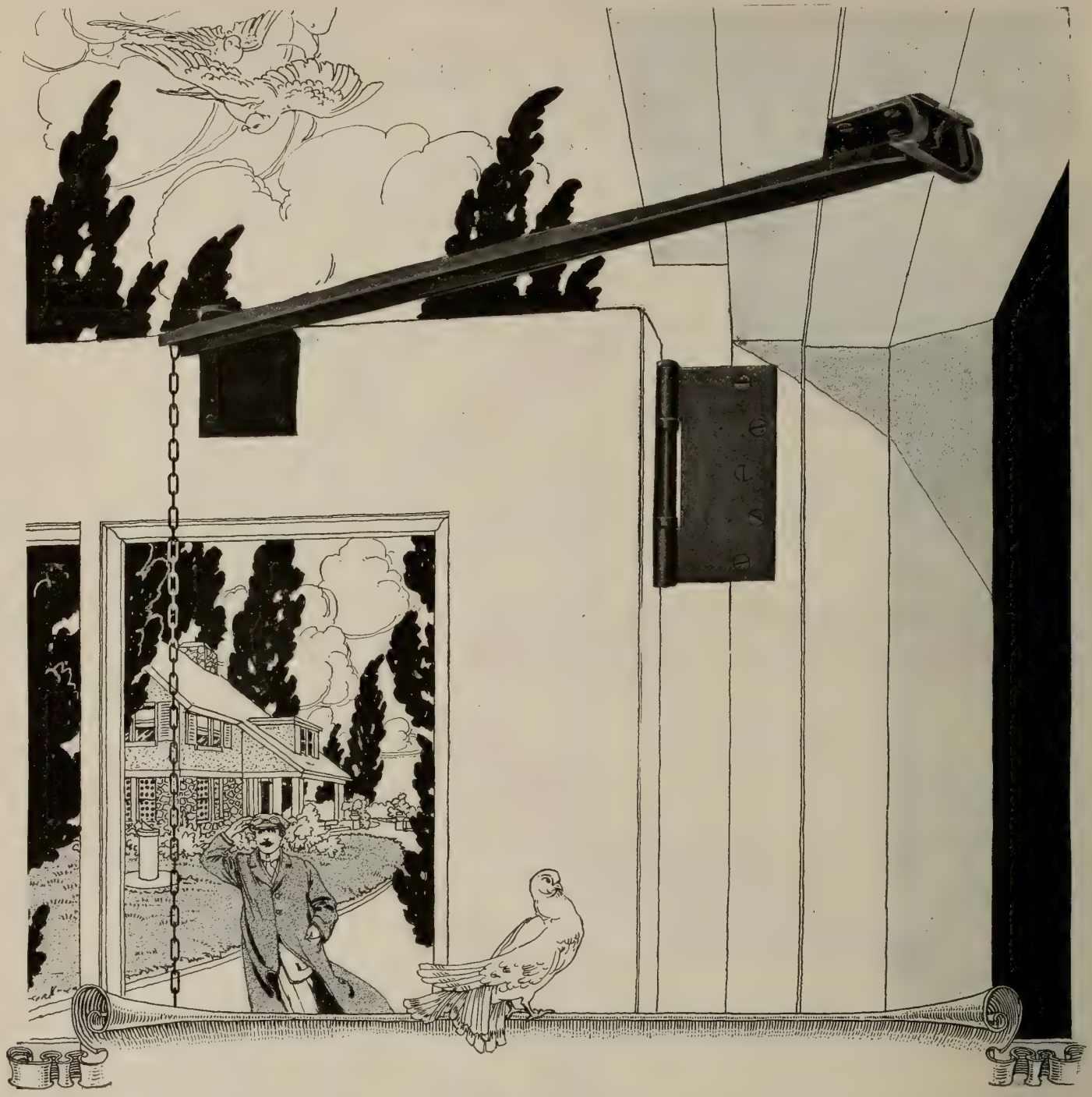
4
JAS-PER-LAC SPECIALTIES
The Present-Future Finish

OUR 4 Leaders

Yes, Sir! Sell
OTTAWA QUALITY
Paints and Varnishes
FOR THE BEST RESULTS

Their appearance and wearing qualities have established for them a big demand everywhere.

Manufactured only by
Ottawa Paint Works
LIMITED
OTTAWA - - CANADA
Toronto Branch: 153 Duchess Street



It's the sort of garage a man takes pride in, if it's equipped with Stanley Garage Hardware. Especially designed for garage use, and to *look* well, *work* well, *wear* well.

The Stanley Garage Door Holder, illustrated above, is a convenience and a safeguard against accidents that you should bring to the attention of every garage owner in your town, as well as the architects and builders. It is an arm of steel that **locks** the door securely **open** in the windiest weather, so that it cannot slam against an incoming or outgoing car.

If you have not already a stock of Stanley Garage Hardware, write our Dealers' Service Department for complete information and illustrated catalog "R." It is a most profitable line, and our sales helps, extensive advertising and its own merits make it easy to sell.

STANLEY WORKS, New Britain, Conn., U.S.A.

***Canadian Representatives*—A. MACFARLANE & CO., Coristine Building, Montreal**

Seafoam Electric Washer and Wringer

(2 Styles)

No Worry—Little Work, in the Home Laundry with this **LABOR SAVER.**



Style "A"

Style "B" made without electric motor for use with Gasoline, Steam engine or Windmill.

Great for the Farm.

Made only by

Cummer-Dowswell, Limited

Hamilton, - Ontario

"P.&W.Co." SMALL TOOLS

The Machinist is a connoisseur—a critic who knows. You can't fool him on tools. Try out his knowledge with the P. & W. line. You'll certainly see him return for more of the same make. So you make a good customer.

Prompt delivery. Order from your jobber.

Pratt & Whitney Company of Canada, Limited

Dundas, Ontario, Canada

Montreal, 723 Drummond Bldg. **Vancouver**, 609 Bank of Ottawa Bldg. **Winnipeg**, 1205 McArthur Bldg.

Only Thing of Its Kind

There is just one preparation made for the exclusive purpose of cleaning toilet bowls—



Sani-Flush

The sale grows rapidly because people see the need of something for this purpose. Ordinary methods mean hard, unpleasant work; and then they fail to clean thoroughly. ***Sani-Flush*** makes the bowl white as new and clears the trap. This insures a clean, odorless, sanitary bowl.

Are You Selling *Sani-Flush?*

Harold F. Ritchie & Co., Limited

10-12-14 McCaul St., Toronto

AT LAST WE HAVE THEM

Fibre
Vinegar
Measures

PINT QUART FUNNEL

$2.50 per Set

Used and highly commended by the Grocery Trade in the United States.

WALTER WOODS & CO.

HAMILTON and WINNIPEG

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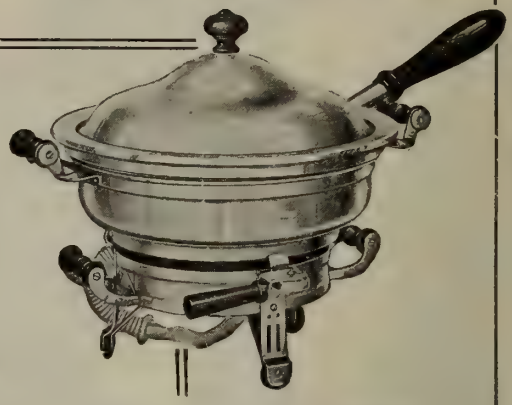
UNIVERSAL Home Needs--
Electric--as Christmas Gifts



UNIVERSAL
Coffee Urn No. E9166.
$20.00 to $22.00.

The UNIVERSAL Christmas Gift

The Christmas Season offers a wonderful opportunity for selling UNIVERSAL Home Needs—Electric. Besides their beauty and general utility there's a certain novelty about an electrical gift which adds greatly to its attractiveness. A UNIVERSAL Electrical Gift makes the Merry Christmas last all through the year.



UNIVERSAL
Combination Electric Chafing Dish and Disc Stove No. E9810. $15.00.

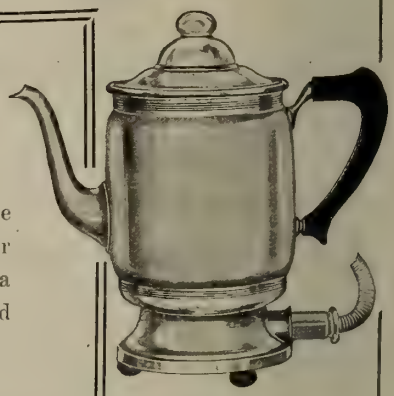
UNIVERSAL



UNIVERSAL
Electric Ball Tea Pot. No. E904.
$9.25 to $10.00.

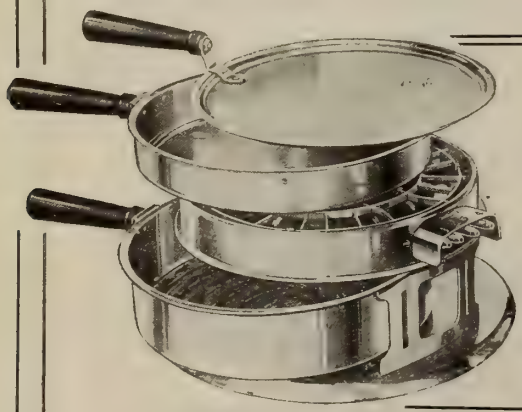
The UNIVERSAL Method of Heat Distribution

is a distinctive selling feature, in all UNIVERSAL Home Needs—Electric. It conducts the heat from the lower side of the unit directly to the utensil by means of a flanged plate, thus eliminating all waste current and reducing the cost of operation to a minimum.



UNIVERSAL
Electric Coffee Percolator. No. E9637.
$9.25 to $10.50.

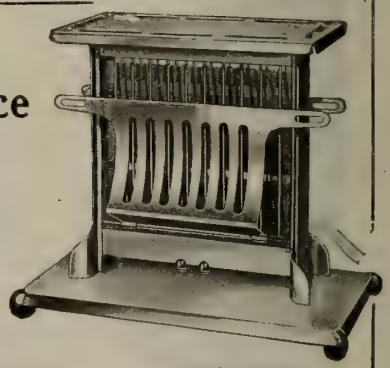
UNIVERSAL



UNIVERSAL
Electric Grill
No. E984. $7.25

The UNIVERSAL Fusible Plug Safety Device

On all UNIVERSAL Home Needs—Electric designed to contain a liquid. It eliminates any possibility of fire, burned out heating units or ruined appliances as a result of carelessness in leaving the device connected after the water becomes exhausted. The UNIVERSAL is the only safety device, in heating appliances, placed "in circuit." It is an exclusive feature with us.



UNIVERSAL
Electric Toaster.
No. E946. $5.50.

A. MACFARLANE & CO., MONTREAL
Canadian Representatives

LANDERS, FRARY & CLARK - New Britain, Conn.

If interested, tear out this page and keep with letters to be answered.

Razor Strops and Shaving Brushes

Our stocks at present are complete, and we will be pleased to take care of your requirements.

Present prices will be advanced in the very near future.



See Our No. 50 Catalogue
for
Complete Descriptions and Illustrations.

Save Money by Anticipating Your Wants.



LEWIS BROS., LIMITED, MONTREAL

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

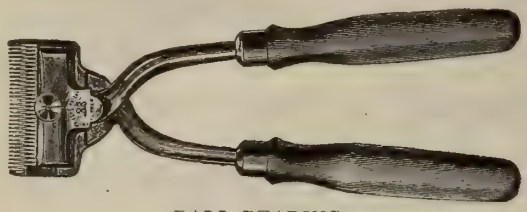
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PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

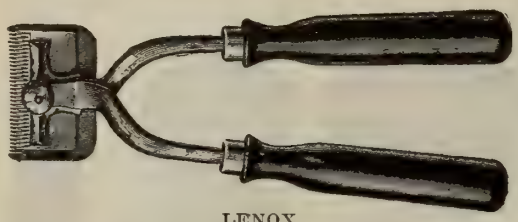
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about $2.50.

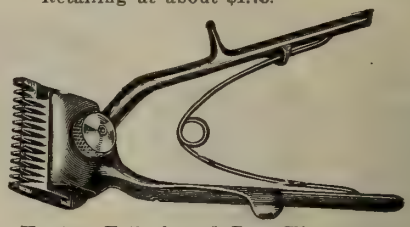


NEW MARKET PATTERN
Retailing at about $1.75.



LENOX
Retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.



Hunter, Fetlock and Dog Clipper
Retailing at about $1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL

Canadian Agents for Wiebusch & Hilger, Ltd., New York City

A New Member of the

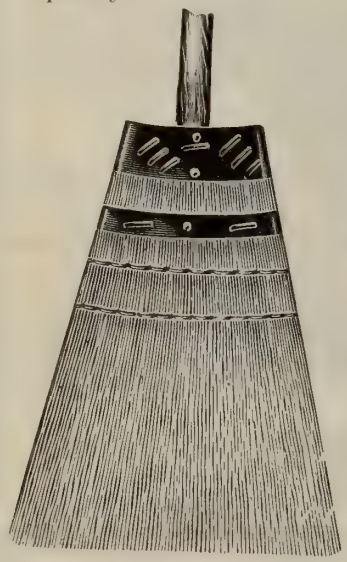
Keystone Line

TRADE MARK KEYSTONE BRAND REGISTERED

Stapled Metal Case Brooms

(Patented)

The installation of special machinery enables us to offer the trade the best and strongest broom for heavy sweeping. It is fully up to Keystone quality and is made in



8 STYLES

eminently suited for use in factories, railways and foundries, and wherever a broom is required that will not break or cut at the shoulder.

Write for prices, etc., to

Stevens-Hepner Co.
Limited
PORT ELGIN, ONTARIO

The "Metal Case" Broom is only one of the famous Keystone Brand Brooms and Brushes.



Sell this Ironing Board

Many homes need one. Brides need one. Newcomers may need one. Old ones come to grief sometimes and a new one is needed.

Suggest Ironing Boards and you'll sell them. Always a profit in a sale.

Nos. 32 and 33

Made from selected Basswood in two sizes:

No. 32. 12" x 60".
No. 33. 14" x 60".

Wrapped six in a bundle.

We make these wooden articles: Ironing Boards; Clothes Dryers; Bake Boards; Ladders and other things.

Send for our Catalogue. It will show you a dozen things that you are probably being asked for or can sell.

The Stratford Mfg. Co., Ltd.

STRATFORD, ONTARIO

If interested, tear out this page and keep with letters to be answered.





An Important Combination

The Man—the Machine—and the Tool

Even an expert workman is unable to accomplish much without good machines and accurate measuring instruments. Part of his skill lies in using the instruments to guide him in his work at the bench or with a machine tool. The country's ablest toolmakers and machinists rely for their fine measurements on

TRADE MARK

Starrett Tools

REG. U.S. PAT. OFF.

No matter how delicate the job, nor how difficult, there is always a way to get an accurate working knowledge by the aid of some Starrett Tool. The line includes

Rules, squares and levels, micrometers,
calipers and dividers, surface gages,
combination sets, depth and height gages, etc.

Send for free catalog No. 21MA, describing the whole line.

The L. S. Starrett Company

THE WORLD'S GREATEST TOOL-MAKERS

Athol, Massachusetts

42-514

If interested, tear out this page and keep with letters to be answered.



On Active Service

We think we are right in asserting that there is not a factory or workshop in your town that is not using one or other of the Famous Five Files.

The reason is obvious.

This means that every day there is a certain demand for so many of these files. If you carry a good stock of them, business will naturally gravitate to your store.

More than 60,000,000 of the Famous Five Files are sold evry year. Our advertising, plus the quality of the files themselves, creates and maintains the demand.

It is up to you to get the retail sales benefit of this demand.

When ordering through your jobber, specify the Famous Five.

The Famous Five are:

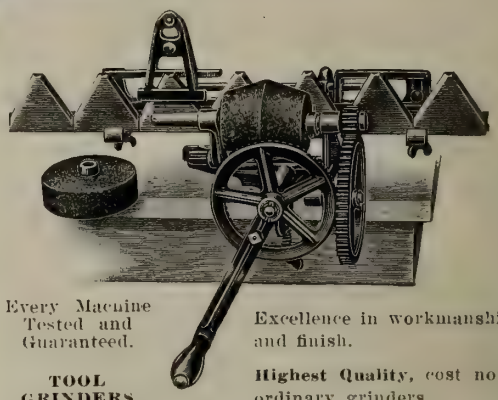
KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE
(MADE IN CANADA)

The Nicholson File Company
PORT HOPE (Dealers Everywhere) **ONTARIO**



American Self-Oiling Grinders

COST NO MORE THAN ORDINARY GRINDERS



Every Machine Tested and Guaranteed.

TOOL GRINDERS
SICKLE GRINDERS
POWER GRINDERS

Excellence in workmanship, material and finish.

Highest Quality, cost no more than ordinary grinders.

ORDER FROM YOUR JOBBER. If he doesn't handle, write direct to factory.

American Grinder Mfg. Co., Milwaukee, Wis.

WESTERN AGENTS: Merchants Hardware Specialties, Calgary, Alta. EASTERN CANADA AGENTS: John H. Graham & Co., 113 Chambers Street, New York City.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

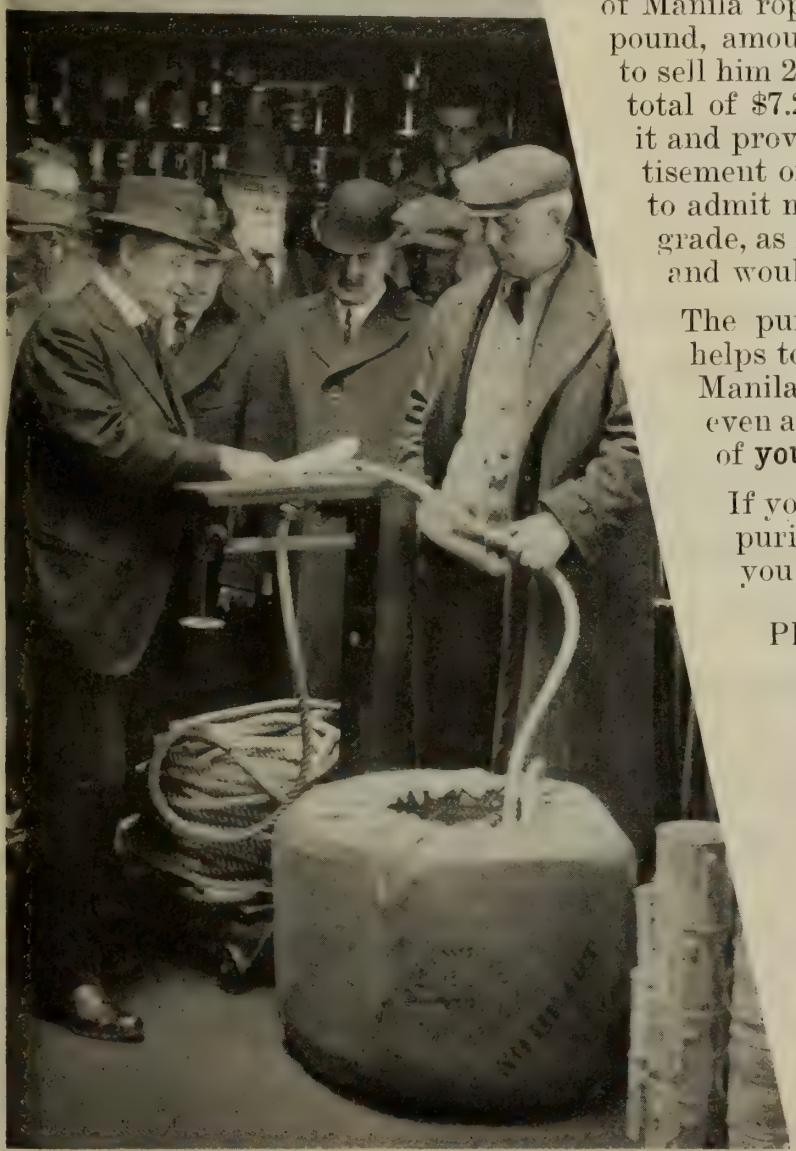
The R. McDougall Co., Limited
GALT, CANADA

If interested, tear out this page and keep with letters to be answered.

His Best Plymouth Ad

(an actual experience)





"I have been selling for 18 cents per pound, while some of my competitors claim they sell Manila rope for considerably less. A farmer from out nine miles south of here asked me what I charged for Hay Fork rope per pound. I told him 18 cents. He called me a highway robber.

"It just happened that there were at least twenty people in the store, so I told him to prove his case.

"We had it in writing that he bought 200 feet of Manila rope 13/16 in. at a lower price per pound, amounting in all to $8.65. I offered to sell him 200 feet at 18 cents a pound for a total of $7.20. Cutting the rope, weighing it and proving my case was the best advertisement on rope I ever had. They all had to admit my Plymouth Rope was the best grade, as it was not doped to make weight and would last longer."

The purity of Plymouth Rope, which helps to make it the most durable of all Manila ropes and the most economical, even at a higher price per pound, is one of **your** best ads if **you** sell Plymouth.

If you don't sell Plymouth, this same purity is one of the big reasons why you should.

PLYMOUTH CORDAGE CO.
NORTH PLYMOUTH, MASS.
WELLAND, CAN.

INDEPENDENT CORDAGE CO;, LIMITED
TORONTO, CANADA

CANADIAN SALES AGENTS

If interested, tear out this page and keep with letters to be answered.



No. SC 935

Buy Your Hinges
Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

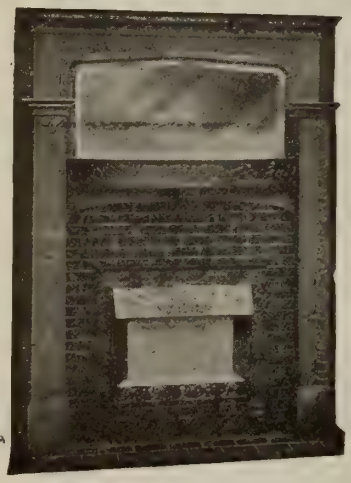
Light Strap Hinges	Pair in a Box	SC 900
Light Tee Hinges	" " "	SC 904
Heavy Strap Hinges	" " "	SC 209
Heavy Tee Hinges	" " "	SC 609
Corrugated Strap Hinges	" " "	SC 935
Corrugated Tee Hinges	" " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.
Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Canada



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

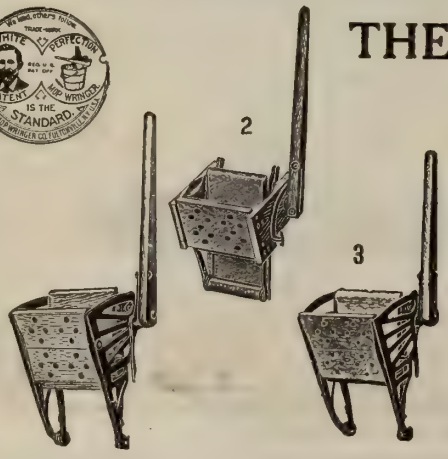
It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES



The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.



THE WHITE MOP WRINGERS
Excel

because they wring dry, easily, quickly, neatly and perfectly.

Hundreds of thousands of them already in use, and our customers tell us they are better than advertised.

Trade-marked and Guaranteed.

Sold by leading jobbers everywhere.

Apply to them or to us.



WHITE MOP WRINGER CO.
FULTONVILLE, N. Y.

Quality Service

Courtesy in Business

Fittingly framed and hanging in the Offices of one of the most important Public Service Corporations on this North American Continent is the following

'Did you say Please and Thank you?'

Broad minded men direct the destiny of that Corporation, men who know that public or private enterprises to be lastingly successful must operate for the public good.

Quality and Service are the two important factors in our business life today, but Courtesy is the door through which they must enter.

We are large producers of Hamilton Pig Iron and our output of Open Hearth Steel Blooms and Billets, Iron and Steel Bars of all shapes and size runs into enormous tonnage.

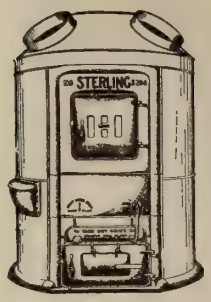
The products of our mills include practically everything that can be manufactured from Iron and Steel and these we distribute to thousands of satisfied customers.

Our business is an extensive one and a successful one. The World is our market: but our prosperity and success in the future, as in the past, depend upon the continued confidence, co-operation and good-will of the people we serve.

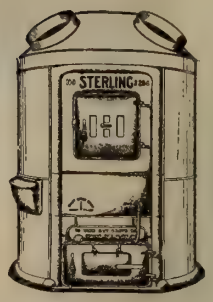
The Steel Company of Canada, Limited

HAMILTON TORONTO MONTREAL WINNIPEG

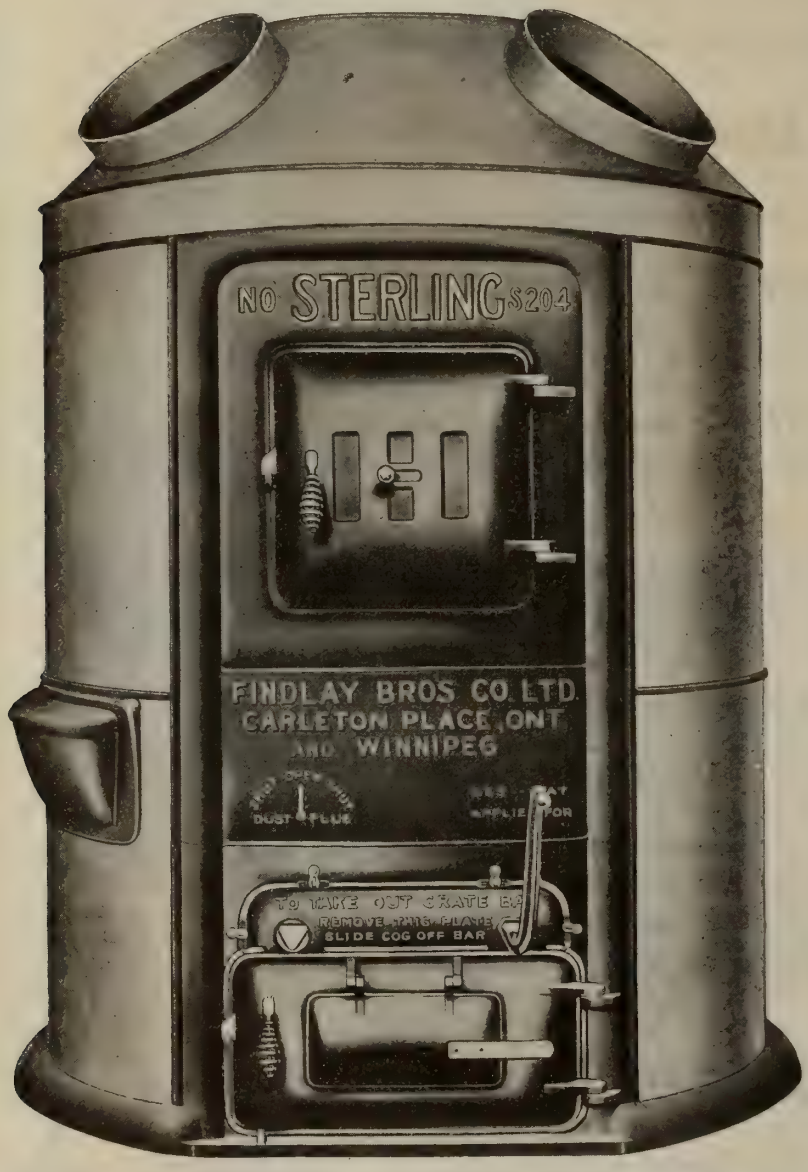
If interested, tear out this page and keep with letters to be answered.



STERLING FURNACE



CARLETON PLACE WINNIPEG



Mr. Dealer:

We know that you know a GOOD THING when you see it. We want you to see the STERLING FURNACE, "The Furnace" with the

Heat-Retaining Apron

The STERLING has a lot of COMMON-SENSE features that will appeal to you.

We are not in a position to load you up, but we would like you to place, even if it were only one STERLING this Fall.

We know it will give results that will pave the way for the sure sale of a number of others for next season.

Send for the Sterling Booklet

it tells the full story, or BETTER STILL, ORDER A SAMPLE FURNACE AT ONCE.

Findlay Bros. Company, Ltd.

Carleton Place, Ont. **Winnipeg, Man.**

If interested, tear out this page and keep with letters to be answered.

Are you prepared for him



ELECTRICAL DEVICES, *such as here listed, make the most sensible Xmas Gifts:*

Northern Electric Irons and Toasters	*Hughes Electric Ranges*
Northern Junior Ranges	*Everready Flashlights*
Toy Transformers	*General Utility Motors*
Sewing Machine Motors	*Hair Driers and Curling Iron Heaters*

¶ Each year, your Buying Public is becoming more convinced of the truth of that familar slogan, "Do your Xmas shopping early".
¶ Even with our facilities for handling rush business, it is natural that orders placed now will receive the best attention. Our complete assortment of "Dealer Helps", which include advertising matter, electros for newspaper advertisements, and suggestions for Window Displays, is at your service.
¶ If you would make this your biggest and best Xmas Season, now is the time to act.

Northern Electric Company
LIMITED

MONTREAL OTTAWA WINNIPEG CALGARY
HALIFAX TORONTO REGINA VANCOUVER

If interested, tear out this page and keep with letters to be answered.



Our Rotary Screw Fan Ventilators Will Cure Your Ventilation Troubles

EAVETROUGHS, CONDUCTOR PIPES, ELBOWS, SKYLIGHTS, ETC., AND CORRUGATED IRON.

BIG STOCK OF GALVANIZED SHEETS, CANADA PLATES, ETC.

We ship while others are thinking about it.

WHEELER & BAIN 179 KING STREET EAST 108 GEORGE STREET **TORONTO**

Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

PEERLESS ORNAMENTAL FENCING

It's Made of Heavy Open Hearth Steel Wire

with all the impurities burned out and all strength and toughness left in. Heavily galvanized. Every intersection is locked together with a Peerless clamp. Top and bottom wires of Peerless Poultry Fencing are extra heavy—extra strong. Consequently fewer posts are required. **Peerless** fencing can't sag—can't rust—can't get out of shape—can't help giving absolute satisfaction.

You can sell our fence with a clear conscience and make money, too.

Send for our dealer's proposition. It's attractive. It will interest you. It's well worth a stamp. Send today.



The Banwell-Hoxie Wire Fence Co., Ltd.
Winnipeg, Man.
Hamilton, Ontario

More Dollars

You can make "Dollars Grow" out of your *spare time.* Spare-time efforts have made hundreds of dollars for MacLean Representatives. To-day there are in Canada, men and women, who find that our proposition worked for an hour or two daily provides for many of the added luxuries of life. You supply us the time,—we'll supply you the money. Write for full particulars.

The MacLean Publishing Co., Limited
Dept. M, 143-153 University Avenue, Toronto, Can.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - - ONTARIO

MADE IN CANADA



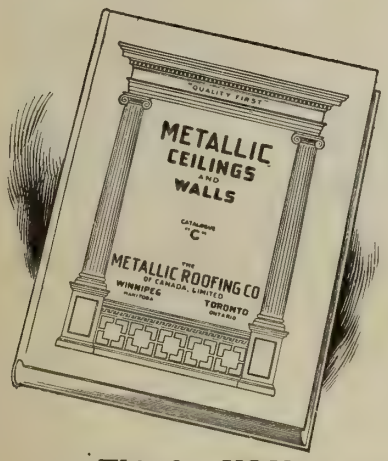
It's a Pink anyway you take it, and it's the best Peavey made.

If interested, tear out this page and keep with letters to be answered.

"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

"METALLIC" CEILINGS



This for YOU

Our new designs are conceded to be the handsomest ever shown in Canada.

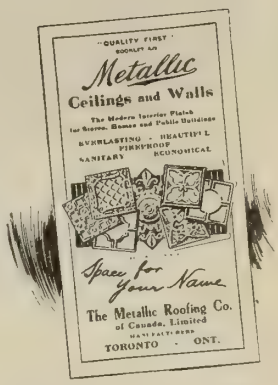
Biggest in range, too, bound to suit every taste.

Someone in your town is going to specialize in this splendid business. It might as well be YOU.

On the left is a cut of our big catalogue with simplified Price List for our Dealers.

On the right is a cut of a handsome, snappy, little Booklet for use on your counter to help you create "Metallic" Ceiling business.

Let us equip you to-day.



This for YOUR customers

The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG

You can put a stop to faulty hot water systems by installing

The Knickerbocker Generator

It is a positive remedy that is easily applied to the open or closed systems of hot water heating.
Entirely automatic.
Connects with one-inch nipple to outlet of expansion tank.
Makes a hot water system equivalent to a low pressure steam plant.
Increases radiation from 25 to 30% with same firing.
Reduces the size of pipes and fittings.
Temperature of water can be varied up to 250 degrees.

A top-notch profit producer.



Particulars on request.

The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide St. West, TORONTO

If interested, tear out this page and keep with letters to be answered.

IDEAL IDEAL

The DOLLAR SIGN IN IDEAL FARM FENCE

For You--The Dealer

"IDEAL" FENCE is sold to the farmer through the dealer only. Every rod sold contains a profit for some dealer.

FOR YOUR CUSTOMER

The farmer gets full value for every dollar invested. "IDEAL" is made as represented. EVERY PURCHASER IS A SATISFIED CUSTOMER.

The "IDEAL" SPECIAL SALES PLAN

allows you to compete with "Mail-order-houses." No investment—no handling—no collections. You make a profit on every sale. You retain and strengthen your connection with the farmer.

Full particulars sent on request.

The McGREGOR-BANWELL FENCE CO., Ltd.
WALKERVILLE, ONT.





High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.
Write for catalog and full particulars.

Buck Brothers
Milbury, Mass., U.S.A.





VENTIPLEX
Sweat Pads



absorb the perspiration of the horse by bringing the moisture to the outside and allowing it to evaporate there—much as a blotter does ink. Ventiplex always holds its shape—can be washed when dirty, **and will cure gall sores of long standing,** the very composition of the pad tending to heal them.

VENTIPLEX SWEAT PADS, SADDLE BLANKETS, HOUSINGS AND TOP NECK PADS

are easily handled, easily sold, and afford you a good margin of profit. Satisfaction is our guarantee.

"COMFY" WEATHER STRIP

Put up in Cartons of one pound each or 38 feet per carton. It sells **now** and will sell on into December. Good profit for you. An ideal article. Put up conveniently. A good seller.

Burlington Windsor Blanket Co., Ltd.
793 King St. W., TORONTO, ONT.

WIRE NAILS

IN STEEL HOOP KEG.

WIRE BALE TIES

for baling hay and many other things.

FENCE and POULTRY NETTING STAPLES

WIRE

Bright, annealed, coppered stove pipe, liquor finished, square, etc.

THE LAIDLAW BALE-TIE COMPANY, LIMITED
HAMILTON, ONTARIO
A. T. DIGGINS, Stair Bldg., Toronto, Ont.
H. E. O. BULL, Montreal, Que.
HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B.C.

If interested, tear out this page and keep with letters to be answered.



AFFIDAVIT.

State of Ohio } ss.
County of Butler }

James A. Aupperle, being first duly sworn, deposes and says that he is a resident of Middletown, State of Ohio, County of Butler, and that he is skilled in the analysis of iron and steel.

Affiant deposes and says that the nails, described in affidavit by Hawkins Clear under date of September 24, 1914, and photographed under No. 1597, were submitted for chemical analysis.

Affiant further deposes and says that the several nails were carefully cleaned and machined and the combined sample was analyzed with the following results:

Sulphur	.007
Phosphorus	.100
Carbon	.020
Manganese	.004
Silicon	trace
Copper	trace
Oxygen	.021
Nitrogen	.008
Hydrogen	trace
Iron (By difference)	99.830

Affiant further deposes and says that all of the above is within his personal knowledge and the facts as stated are true.

James A. Aupperle.

SWORN to and subscribed before me this 30th day of September, A.D. 1914.

Notary Public.



Hawkins Clear



Nails Taken from Grave

AFFIDAVIT.

State of Ohio } ss.
County of Preble }

Hawkins Clear, being first duly sworn, deposes and says that he is a resident of Eaton, Ohio, County of Preble, and that he is assistant to the Sexton of the Mound Hill Cemetery.

Affiant deposes and says that Robert Boling, the largest soldier buried in Fort St. Clair Cemetery, who is described as having been 6 feet and 4 inches in height, was buried November 6, 1792, and disinterred November 3, 1892. The said Robert Boling had therefore been buried for 100 years.

Affidavit is made that owing to the size of Robert Boling the records are authentic.

Affiant also deposes and says that on November 3, 1892, when Robert Boling was disinterred, several nails were taken from the box in which the casket had reposed, the said nails having been in deponent's possession from November 3, 1892, until handed to a representative of the American Rolling Mill Company

Affiant further deposes and says that the photograph, number 1597, showing four nails, truly represents the nails in his possession for the above stated period.

Affiant further states that all of the above facts are within his personal knowledge and that the above statements are true.

Hawkins Clear

SWORN to and subscribed before me this 24 day of September A.D. 1914.

Notary public.

AFTER A CENTURY IN THE GROUND PURE IRON NAILS UNHARMED BY RUST

A striking instance of the effectiveness of high purity in enabling iron to resist corrosion. These nails were used in the coffin of a United States soldier, buried at Fort St. Clair, Ohio, in 1792. The coffin was exhumed in 1892, and the nails were found in good condition,—but very slightly affected by rust. Analysis shows that they closely resemble Armco (American Ingot) Iron, being very low in Carbon, Manganese and Oxygen and having but a trace of Copper. Their total iron content is 99.83 per cent.

Armco Iron's guaranteed standard is **not less than** 99.84 per cent. pure iron.

The trade mark **ARMCO** carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

The American Rolling Mill Company

Middletown, Ohio

Licensed Manufacturers Under Patents Granted to The International Metal Products Co.

Armco Iron Blue Annealed Sheets and Tank Plate, Black Galvanized, Polished and Locomotive Jacket Sheets, Roofing, Pipe and Metal Lath.

Branch offices at New York, Chicago, Cincinnati, Cleveland, Detroit, St. Louis and San Francisco.

If interested, tear out this page and keep with letters to be answered.



BLACK PORTABLE BASKET

Classy Hearth Furniture

at an easy selling price

Almost daily you have customers in your store enquiring about some device or other related to home heating. Many of these can be made ready buyers of

Fire Irons, Andirons, Portable Baskets, Grate Guards and Spark Guards

Note the attractive portable Basket, as illustrated herewith. Our Catalogue shows other styles and other specialties. Use it to make sales. But it is wise to have some stock. The necessary investment is small. Send for Catalogue and price list and turn customers' present interest and enquiries to profitable account.

WINFIELD BREWSTER **HESPELER, ONT.**



The "Handy" ICE PICK

is without doubt, the most practical and convenient Household Pick on the market.

Spring is of Phosphor Bronze, the blade of finest quality crucible steel, and the barrel is of brass.

The hexagon head prevents the pick from rolling off smooth surfaces, and is extremely heavy for a pick of this size, and most convenient for breaking ice in the palm of the hand.

SAVES ICE

The "Handy" has an **exclusive feature** in the TRIANGULAR POINT which causes the ice to break clean, thus doing away with the annoyance of having the ice crumble into small pieces—which means **waste.**

We offer you this wonderful little pick with attractive display box.

It's a **dandy seller** and a **good profit maker.**

Write for full details.

JOHN CHATILLON & SONS

New York City



Exterior View Interior View

Big Profits Selling Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless and Champion.

Made of the best of Hickory, nicely finished.

All leading Jobbers stock them.

Write for prices.

J. H. Still Mfg. Co.

ST. THOMAS, ONT.

Talking to the Point—

CLASSIFIED ADS. get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads. are so productive of the best kind of results.

CLASSIFIED ADS. are always noticed. They are read by wide-awake, intelligent dealers, who are on the lookout for favorable opportunities to fill their requirements.

TRY A CONDENSED AD. IN THIS PAPER.

If interested, tear out this pageand keep with letters to be answered.

1 BURNER

Burns *oil*
Burns *gasoline*
Burns *distillate*

The goal of twenty years endeavor!

Get the facts on this remarkable burner before you buy your season's stock of stoves. Wait to see our representative or write for details.

DETROIT VAPOR STOVE COMPANY
Detroit, Mich.

(48)



Our Special Night Display Will Pull Crowds for You

Doubling!

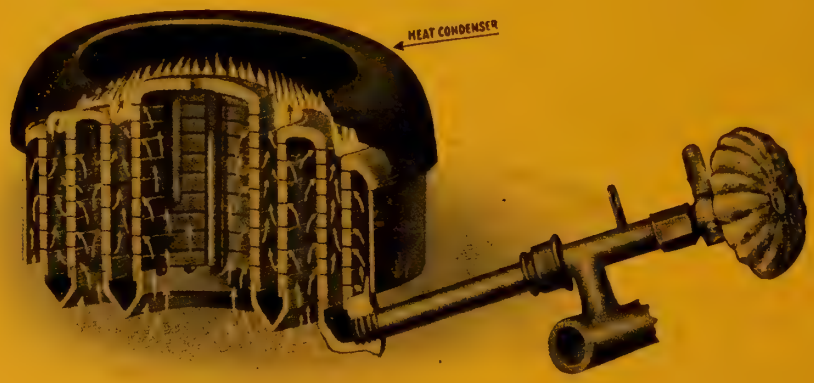
Let this new burner build trade for you.

With it any stove in stock is an oil stove, any stove is a gasoline or a distillate stove. It simplifies stock for you.

And yet dealers everywhere are doubling or trebling last year's orders, loading our immense new plant with phenomenal business.

What produces profits for others will do so for you.

Get the facts on this remarkable burner—Ask for our representative to call, or write for details.

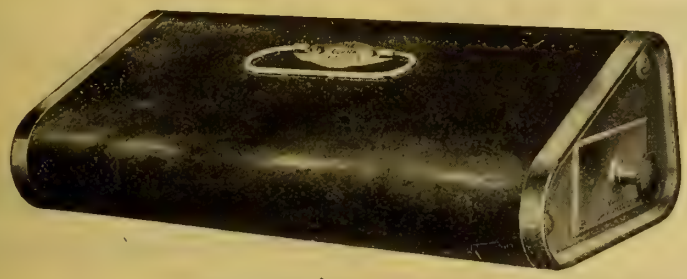


The Detroit Vapor Stove Company

Detroit, Michigan

(48)

CLARK Indestructible Steel Heaters



CLARK No. 7X HEATER

For use in automobile, wagon, sleigh or carriage in cold weather.

Show Good Profit to Dealers

These are the unbendable and unbreakable heaters that are advertised extensively to your customers.

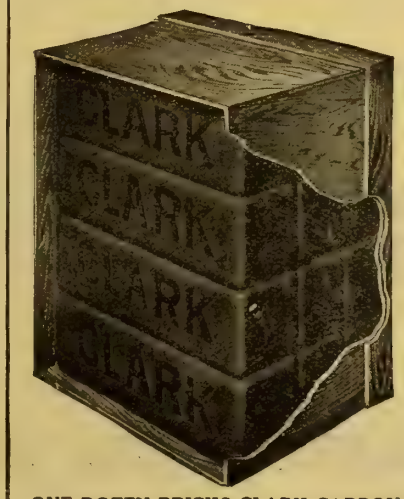
There are no castings of any kind in Clark heaters.

These heaters are made in 20 styles and sizes, ranging in price from $1.00 to $10.00—something for every taste.

Clark heaters are not to be compared with the cheaply made, cast end heaters sometimes offered. Every Clark heater is made with a view to satisfying the purchaser.

When a Clark heater is sold it stays sold.

Practically all jobbers in Canada carry Clark heaters.



ONE DOZEN BRICKS CLARK CARBON

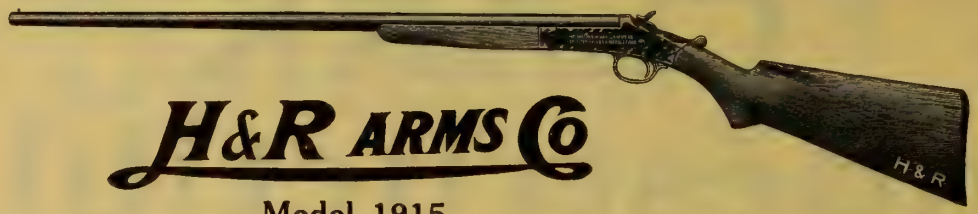
CHICAGO FLEXIBLE SHAFT COMPANY

250 Ontario Street, CHICAGO

If interested, tear out this page and keep with letters to be answered.

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



H&R ARMS Co

Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

24 Gauge, 28 or 30 inch Barrel
28 Gauge, 26 or 28 inch Barrel
.45 Caliber, 26 inch Barrel
.44 Caliber, 26 inch Barrel
.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply.

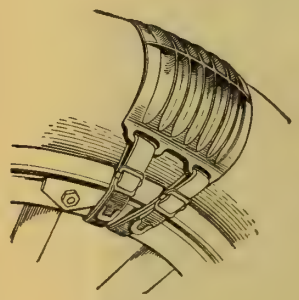
Harrington & Richardson Arms Company

715 Park Avenue, Worcester, Mass., U.S.A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

Good Things for Your Auto-Accessory Department

MUD ROAD GRIPS



They will pull the car out of a rut whether it's off mud, sand, snow or ice.

They never let the motorist stick, work when he most needs help.

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Put up in small carton which takes up very little space in machine.

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For 3 and 3½-inch Tires, 75c each. For 4, 4½ and 5-inch Tires, $1.00 each.

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All our hood covers are made of high-grade felt and waterproof leather, sewed with 3½-inch diamonds. Guaranteed to fit Ford Cars.

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St. Louis Manufacturing Co.

115 Sandwich Street East Windsor, Ontario

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Snow Shoes

Skis

Hockey Supplies

THERE is an increasing demand for those lines of Hardware Accessories which make Winter more comfortable both indoor and out. We refer to such articles as Foot-warmers for driving and motoring; Electric Radiators; Flashlights; Thermometers—we have complete stocks in these several lines. Also there is a seasonable demand for Ash-sifters, Coal Scoops and Grate Furniture. We are ready to fill orders for any and all of these lines.

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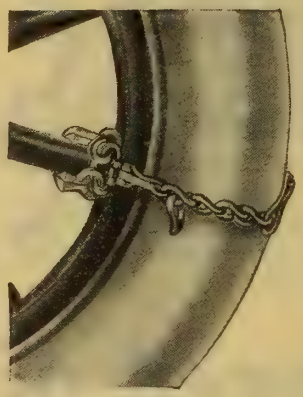
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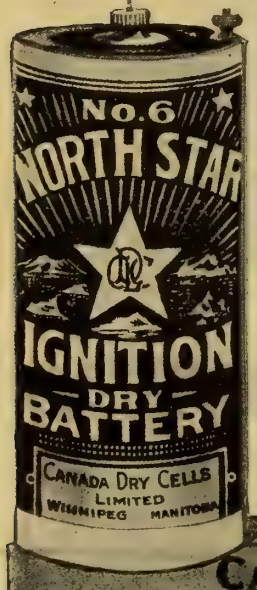
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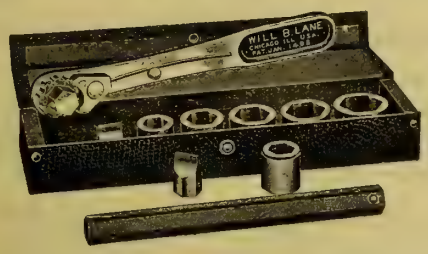
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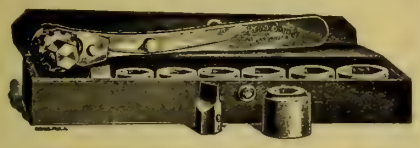
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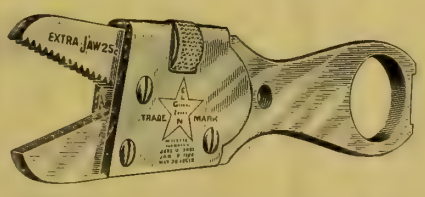
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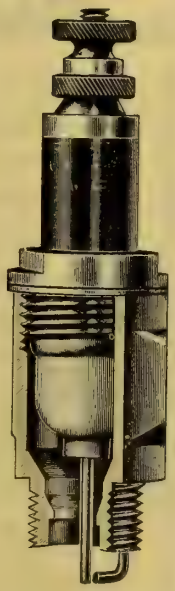
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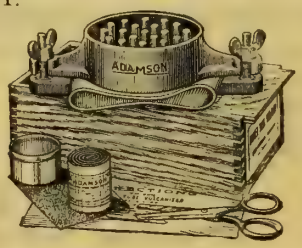
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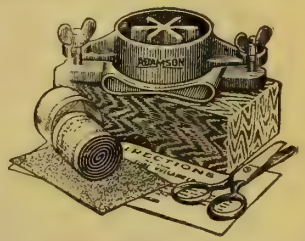


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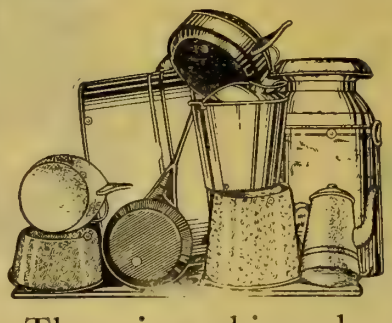
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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, OCTOBER 21, 1916 No. 33

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ESTABLISHED 1887.

HARDWARE AND METAL

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GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director. Telephone Central 129600. Cable Address: Atabek, London, England.

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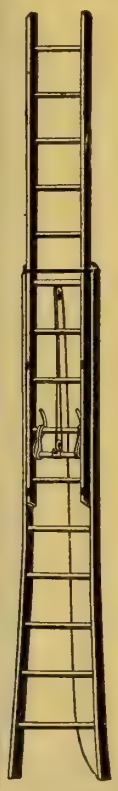
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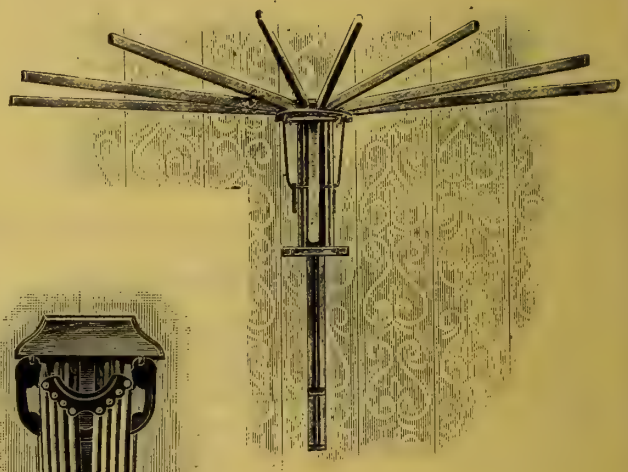
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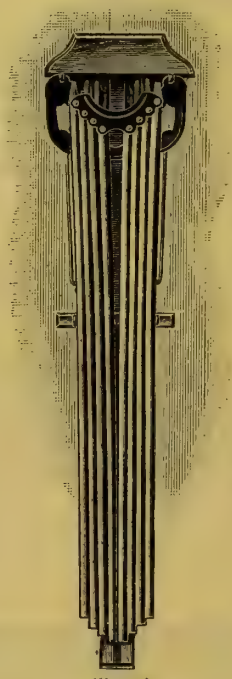


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HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 28 TORONTO, OCTOBER 21, 1916 No. 43

Ontario R.M.A. Plans Are Changed

Membership Fee to be Raised to $10 a Year—Some Doubt as to Question of Paying For Financial Paper to be Supplied Members—Full Meeting of Board to be Called.

FOLLOWING the announcement in HARDWARE AND METAL last week of the new plans of the Ontario Board of the Retail Merchants' Association, the matter has been reopened. The proposition as outlined then has been abandoned, and a new arrangement has been drawn up, which has had the endorsation of the executive members. It will be submitted for ratification at a meeting of the full Ontario Board, to be called shortly.

The first arrangement was to raise the membership fee from $6 to $15 and to supply the members with a Montreal financial paper and one trade paper to be selected by each individual member. Out of the $15 fee, payment would be made to the Montreal financial paper of a proportion of the subscription, and also to such trade papers as were supplied under the arrangement. Mr. Beaudry, treasurer of the Dominion Board was to be appointed manager, treasurer and trustee of the Ontario Board, with full power to handle the affairs of the provincial association and to make whatever arrangements he found necessary to liquidate the deficit of the Ontario Association.

In the course of the wide discussion in R. M. A. circles that followed the announcement of this plan, it developed that the proposition, although it was announced as coming from the Dominion Board, had not in reality received the sanction of the Dominion Board. Certain Dominion officers had favored it, but definite ratification had not been secured. It developed, in fact, that such an arrangement would not be legal under the constitution, Secretary Trowern pointing out that the Dominion Board could take only $1 per member from any provincial association, while the Ontario proposition called for a larger contribution to Dominion funds. In any case it was decided that the proposition as first outlined would not be acceptable, and a new plan was submitted at a meeting of the Ontario executive held in Toronto this week.

The New Plan

The new plan is to raise the membership fee from $6 to $10. This sum will be divided as follows:—$1 to the local association, $1 to Dominion Board, $4 for organization purposes, $4 for Provincial Board. The Provincial Board will supply members with the weekly Montreal financial paper.

The Dominion secretary, Mr. Trowern, is to start a weekly bulletin service of news of the association, which will be sent to all trade papers as well as to the Montreal publication. The arrangement putting Mr. Beaudry in as manager, treasurer and trustee of the Ontario Board was ratified. Mr. Beaudry will not receive any salary in this capacity.

This, in brief, is the outline of the new arrangement, but in certain details it still seems uncertain, and it is probable that more definite arrangements will have to be made. For instance, although the financial paper in question is to be supplied, the official resolution, ratified by the executive, does not specify on what terms this is to be handled other than that anything paid for it will come out of the $10 fee. Mr. Trowern informed HARDWARE AND METAL definitely that the paper would be supplied by the publishers direct to the members, and that it would be free. This arrangement, however, would be contrary to postal regulations, and it is certain that the arrangement cannot be left on that basis. Another member of the executive stated that his understanding of this part was that the Ontario Board would supply the paper, but that the arrangements made with the publishers could not be announced. A definite plan will be arranged for submission to the full meeting of the board.

The Provincial Board consists of one representative from each local association. A full meeting will be called within the next three weeks to discuss the proposition as it now stands.

Not in Other Provinces

Mr. Trowern states that the new proposition applies to Ontario only, and will not be submitted in other provinces. Fees paid in other provinces are already higher than in Ontario.

Organization in Quebec

It is understood that a strong organization campaign is to be launched in Quebec at once, and that Mr. Beaudry is accepting a position on salary in that province to handle association affairs generally and to direct the campaign.

AUTO ACCESSORY ARTICLES.

On succeeding pages will be found articles dealing with auto accessories as handled in hardware stores. Of particular importance is the account of the formal opening of an accessory department in the James Walker Hardware Co., Montreal. The entry of this firm into the trade that has grown up around the automobile is significant, as it points out the opportunity that lies before all hardware stores which have not "taken the plunge." The Walker store has gone into the line with a thoroughness that demonstrates the belief they have in the magnitude of the opportunity.

That "Immediate" Quality in Service

Is the Aim and the Achievement of the New Automobile Accessory Department Just Opened by James Walker Hardware Co., of Montreal—How the Idea Has Been Realized

WITH an evident and growing demand for automobile accessories experienced in a dozen, a score, and a hundred different points of contact between firm and customer, the James Walker Hardware Co. of Montreal also experienced since the war a slackening in the demand for their great special line—Builders' Hardware. The excellent organization developed in years by this firm for the speedy handling and delivery of builders' hardware the retail and wholesale customers was running at low pressure. F. M. Hill, manager of the firm, quietly put two and two together and arrived at the decision to introduce an automobile accessory on a scale so as to utilize the whole strength of the organization in the same efficient manner to produce service and delivery of the automobile accessories supplied as had prevailed in regard to the builders' hardware department.

Noting that retail business began to show better results in profits than the jobbing business had shown in past periods of comparison, Mr. Hill also decided to intensify on this line while not by any means discontinuing the wholesale business. On the contrary, he planned, and is planning, to strengthen it, especially as regards automobile accessories. These briefly are the reasons and causes behind the boldly spread announcement over two whole pages of a Montreal daily newspaper on Saturday, 16th September, that the James Walker Hardware Co. was opening that day its Automobile Accessory Department for wholesale and for retail business.



STANTON LATHAM

Manager of the Auto Accessory Dept., James Walker Hardware Co.

In charge of the new department is Stanton Latham, for five years formerly with John Millen & Son. In an interview with Mr. Latham, HARDWARE AND METAL this week heard some of the intentions and achievements of the new James Walker Automobile Accessory Department.

Quick, reliable service to the down town retail customer is one of the very first of these. The motorist who enters the store for any accessory is going to get swift service, prompt advice if he requires it, and, above all things, the very best in quality of accessories at the price that is most reasonable—not necessarily cheapest—for the accessories supplied. Right facing the customer on reaching the accessory department is a white board bearing in big letters at the top the words, "AUTO SUGGESTIONS," followed by a list of many most useful accessories, and their prices, and at the very end again in big type, the suggestion, "ASK FOR IT."

In front and side windows, and throughout the department, are arranged the principal lines of accessories, tires, oils, horns, repair outfits, and the many things required by the automobilist. Only goods of the most approved quality are stocked. The aim of the firm is not to meet cheap prices, but to show customers value, and above all the **immediate** sort of service they have been hunting for far and wide.

While ready to advise on matters affecting the automobile accessory business where it just touches the indistinct border line between the accessory department proper and the department of repairs, while ready to help and help handily when customers are in difficulty of any kind, the James Walker Automobile Accessory Department is designed primarily for the accessory busi-



A view of the store front of the James Walker Hardware Co. at time of formal opening.

ness pure and straight. All things legitimately in the field of accessories will be found there and all reliable. The firm's name is behind everything it sells. Such articles as oil, and storage batteries are stocked in certain special and most reliable lines and makes. Special displays of these will be arranged from time to time. The aim of the first window displays arranged was to show the variety and range of the accessory department, also its quality aims, while the service behind was emphasized in every possible way. The splendid spread of two whole pages in the newspaper was planned to do honor to the opening of a department come to stay, and come to fill a distinct need in the business as discovered by the management.

In addition to the retail business, which is rapidly growing as a result of accurately proportioned advertising, and the confidence of customers in the firm's power to deliver the goods, the James Walker Co. is arranging to take care of a considerable jobbing trade as well, and is bringing out, in January, 1917, a catalogue of accessories which will be something worthy of note by the trade at large. At present, while the catalogue is in the making, the firm can look after retail business, and supply the demand from retailers of hardware who are coming into line with the trend of the period and taking up the automobile accessory business. From its own experience the firm is able to advise firms making a start in this line, and the range of accessories that the James Walker Co. can supply is wide and of first rate quality.



Close view of window display at opening of new department.





Full page ads. used to announce the new department.

Winter Accessory Trade Offers Big Field

Cold Months Require Many Articles to Make Motoring Comfortable—Also Good Field to Urge as Gifts for Christmastime—Make Welcome and Substantial Presents.

NOW that the winter season is approaching, many hardwaremen who handle automobile accessories, will have an opportunity to keep their trade going right throughout the year if they use the right methods and get the right kind of publicity. There are innumerable accessories that make motoring in winter not only possible but a pleasure. One of the essentials is, of course, to have something that will keep the engine from freezing. An anti-freeze material for the radiator is the first requirement. One large supply house in Toronto has issued a fall and winter bulletin detailing specialties for the Ford and Chevrolet cars. Some 50,000 of these bulletins were printed and are being sent to every owner in the Dominion. "They are getting the business. We are having fine results from them," said the representative of the accessory house in question. "The tendency to store a car for the entire winter is fast becoming obsolete, except in such localities where deep snow and extreme cold weather prevents. This condition of affairs is due in a great measure to the comforts and conveniences afforded by such articles that can easily be carried in the stock of every hardwareman who carries a line of accessories. The automobile owner is very ready to utilize his car all winter if he can be shown where he can use it with comfort and safety. With hands protected by wool-lined gauntlets and a wool-lined band of cap drawn over the ears and feet kept warm by a heater, with a suitable lap robe, the motorist is in a position to enjoy the exhilarating fall air and invigorating winter atmosphere," continued the accessory man.

"One of the very necessary things is to have a good anti-freeze solution. There are a number of solutions on the market, some of which are cheap chemically prepared mixtures that contain salt, calcium chloride, or other minerals. These often cause damage to the entire water system through rust and corrosion. With the use of a freezometer, the exact freezing-point of the radiator can be determined. This is one of the necessary things that the owner of a car should have, in order to safeguard against freezing. There are many lines that can be effectively urged on the owners of cars.

"There are engine hood covers, which are very necessary in the colder climates. These covers not only prevent water from freezing in the radiator and water-jackets of cylinders, but by keeping the heat in it induces easy starting. Then tire chains are in great demand during the winter months. They prevent skidding on wet, slippery roads and give positive traction to drive the car through mud or snow. Then there are many mechanical devices such as shock absorbers, auxiliary radius rods, rear axle trusses, and other things that are particularly required in the fall and winter months in order to increase the riding comfort and strengthen the car for use on rough, frozen roads.

Christmas Presents in Demand

"With the shortening of the daylight there is a call for early lighting of lamps on cars and lighting systems are a fruitful field for the dealer in accessories. Then, too, there is no more substantial line of gifts for the Christmas season than gifts for the motorist. It makes a selection easy when a friend is a motorist, for there is always such a variety of articles that can be presented and which will give real inward delight. The list is numerous and includes such things as clocks, mirrors, bumpers, horns, seat covers, shock absorbers, spare tires, gauntlets, goggles, foot warmers, lap robes, tools of various kinds to make the kit more complete, electric headlights, dry battery tail lamps and hydrometers for testing the gasoline to see that the proper grade is secured. To these many more can be added that will delight the heart of any motorist. With a selection of articles such as that contained in a well-stocked motor accessory line a real service is performed in helping friends make a selection of useful presents for those of their friends who are devotees of winter motoring."

With all the variety of accessories that are now available, the hardwaremen should find the winter season one that is prolific of much trade. It is then that accessories are more in demand, perhaps, than in the summer months. It is necessary that motoring be made comfortable and to this end suggestion to car owners will greatly assist in developing the accessory trade. It is a trade that requires careful publicity in order that it might be rightly developed. That there is a big field for it there can be no doubt.

HARDWARE LETTER BOX

Cushion Springs

J. L. Demers, Thetford Mines, Que.—Please give names of manufacturers of cushion springs.

B. Greening Wire Co., Hamilton, Ont.; National Spring & Wire Co., Windsor, Ont.; Geo. Gale & Sons, Ltd., Waterville, Que.; John Turner & Son, Toronto; Muro Hero Mfg. Co., Winnipeg, Man.; Waterloo Spring Co., Waterloo, Ont.—Ed.

* * *

Repairs for Copp Stoves

Frank Epp Estate, Aberdeen, Sask.—Please advise where we can secure parts for Copp stoves.

Copp Stove Co., Fort William, Ont.—Ed.

* * *

Little Giant Furnace

A. Spratt & Sons, Inglewood, Ont.—Please advise where we can secure repairs for Little Giant Furnace No. 28.

McIntyre & Taylor, 501 Queen St. W., Toronto, can supply repairs.—Ed.

* * *

Beacon Hot Air Furnace

Daken Bros., Digby, N.S.—Please give name of manufacturer of Beacon Hot Air furnaces.

Can any of our readers kindly supply the desired information?—Ed.

* * *

Steel Enamelled Baths

La Cie Codere & Fils, Inc., Sherbrooke, Que.—Please give name of manufacturers of steel enameled baths, 5 and 5½ ft.

Steel Trough & Machine Co., Tweed, Ont.—Ed.

* * *

Asbestos in Bulk

Acme Roofing Co., Walkerville, Que.—Please advise where we can buy asbestos in bulk from the mines.

Asbestos Corporation of Canada, Ltd., Thetford Mines, Que.; Berlin Asbestos Co., Ltd., Robertsonville, Que.; Black Lake Asbestos & Chrome Co., Ltd., Toronto; Frontenac Asbestos Co., Quebec, Que.; Jacobs Asbestos Mining Co., Thetford Mines, Que.; Johnson's Company, Thetford Mines, Que.; Martin Bennett Asbestos Mines, Ltd., Thetford Mines, Que.—Ed.

Conversation is a vehicle for ideas, not an opportunity to unload your lack of them on a suffering customer. Think before you speak.

Why Business Men Fail

An Analysis of the Reasons Which Account for Failure — How Some Successful Business Men Have Managed to Overcome Their Weakest Points.

AN article appears in *System*, the Magazine of Business, under the title "Can we explain why business men fail?" It deals very comprehensively with the elements that make for success or failure and, although the points adduced do not always bear on direct retailing problems, the whole article is of such vital interest for the merchant that it is reproduced herewith:—

Business is full of contradictory legends of its men of genius; of amazing judges of human nature; men who followed one idea through life—had a thousand; managers who labored "like horses," attributing their success to good old-fashioned hard work — and others who won as by a flash of insight; men who rose by sheer hanging on—and others who showed their gift by making a complete change after forty. How much of it, when all's said, holds good? What personal qualities actually distinguish the man who goes marching up through achievement after achievement from his desk neighbor who cracks under the responsibility of guarding a ten or twenty thousand dollar investment?

Broach this question and you have the ear of every manager, everyone who is employing, using—attempting to develop—other men. For you are not merely dealing with a side of business which is still in the stage of tradition—you are tackling the inmost mysterious question of personal efficiency. And the reasons for success or failure, the chances of the game and the run of the cards, make poker seem mathematical by comparison.

Every man in business who expects to be a general officer—and every group of men in control of a great enterprise—is effective in proportion as he or they show a blend of personal qualities that meets all the needs of the business and checks whatever weaknesses exist. What, in the opinion of practical business men, should this blend include—and how can an employer develop it in his men?

Marshall, the English economist, says that promptness, judgment, resource, carefulness, and steadfastness of purpose are the chief materials of which business ability consists, rather than any specialized skill or craftsmanship. Having these qualities, he asserts, a man should not only rise rapidly in one line, but may change to a quite different business and continue successfully. I have recently been working with a man who illustrates this belief. At forty he is



king pin of three successful corporations making quite different products. He has never had any "specialized skill," but the five prime qualities Marshall names are certainly native in him.

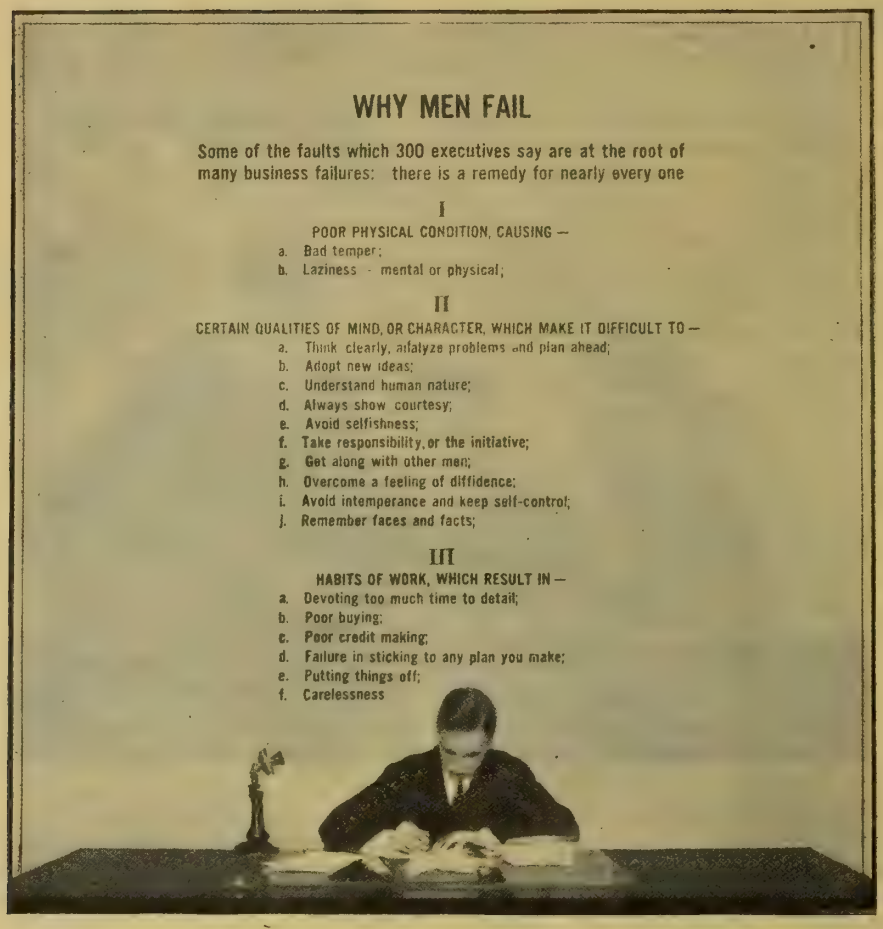
These causes of failure split roughly into three classes. A few of them, such as "laziness" and "bad temper," may go back to poor physical condition. Others, such as "guesswork," "lack of study," "untrained employees," and "lack of system," are probably mere habits of work. But most of the troubles, after all, strike deeper; they are plainly mental kinks of flat sides on the wheel of character. Here is an abbreviated list:—

Suspicion.
Lack of decision.
Failure.
"Do it to-morrow."
Over-indulgence.
Conceit.
"Nobody can tell me anything."
"My grandfather did it this way."
"I never learn from others."
"My mind is made up."
Indifference.
Carelessness.
"My theory would have worked, but—"
Temptation.
Misuse of credit.
Stubbornness.
Poor memory.
Poor supervision.

Every manager will recognize in this list many a little blue devil that spoiled a good man for him. But will he apply the set to himself? Will he take seriously any of the similar lists which various efficiency "fans" have put into print?

Boyd Fisher has been reminding factory managers over at Detroit that "a stream can rise no higher than its source." "I am convinced," says he; "that one-third of the average manager's time is properly taken up with the effort to improve his thinking, his work habits and his health." So thoroughly does *System* believe in this new item of "manager maintenance" that it asked the three hundred men who contributed to this series some very frank questions about their own mistakes and successes, and about their most valuable men. The replies are at least interesting, as showing what the actual heads of concerns and departments think about business ability. Coupled with careful character studies which were made by members of *System*'s staff of many prominent business men during extended interviews, they may be more than merely interesting.

The first thing that is evident from a survey of these thousands of replies is that business men are not stopping with outward efficiency—mere time schedules, filing schemes and desk methods. They are going even deeper than questions of health, help and social life—though they have some things to say about this side of efficiency which might warrant an article. Beyond question, they are directly and earnestly engaged in the tedious, rather abstract work of further balancing up their own faults and developing their personal powers.



Best Ways to Remedy Common Faults

Four questions were asked by *System*, with the purpose of showing up business men's weak points, indicating their most valuable qualities, contributing suggestions on how to pick men of calibre and how to strengthen oneself or one's associates. The questions were:—

(1) What blunders do you observe men in business making most frequently and what qualities do they seem to lack?

(2) Think of the three best men in your business—what qualities brought them promotion?

(3) How would you train a son of yours to take your place and go ahead with the business?

(4) In yourself, how have you strengthened the business qualities that seemed weakest?

Practically half of those who answered the first query put at the head of the list the inability to think, to analyze, to exercise judgment — or narrowness and unwillingness to see more than one side to a question. Sometimes the charge is put in a general way, as: "feeble thinking," "snap decisions," "arguing," "doesn't cut to the core of a problem and settle that," "fails to eliminate non-essentials." "fails to understand basic conditions," "not making a thorough study of the problem," "not getting a broad view," "seeing only his own side," "not seeing all sides, including the customer's, and deciding for himself," "inability or unwillingness to adopt new ideas."

Other men suggest how this inability to think works out in particular cases they have observed. "Never know they are losing ground," says one. "Lack of observation," writes another. Lack of foresight, working too much in the present, ignoring suggestions of subordinates, not reading what other men have learned, not recognizing that a working force must be educated before it can do intelligent work, not recognizing when they (salesmen) have closed their argument, and lack of judgment due to over-enthusiasm, are a few of the pertinent answers.

That men in business still hang on to detail too closely is a common criticism among those brought together by *System's* investigation. One answer in twelve included this point. "The manager confines his attention to one or two departments and neglects the others," one executive said emphatically. "Too much routine—failure to take advantage of the brains of the staff," wrote another. "They don't 'let George do it,' while they keep a steady hand on the pulse of things," runs a third reply.

Human Nature With Success

Knowledge of men is always attributed to practically every one of the famous old-time heads of big enterprises, such as railroads and packing industries, and the lack of it was mentioned many times among the replies as one of the serious defects in ambitious men. That business men too often do not analyze themselves, that they fail to appreciate the all-important viewpoint of their customers, that they neglect the rights, feelings and suggestions of inferiors, falsely estimate the strength of those whom they make their opponents, and do not bring out all that is in their help, are some of the explanations of failures given by the men who answered *System's* questions.

"A florist failed," says a university professor by way of illustration, "because he attempted to run a small-town business on the city plan of separating green house from store, and invested too much in novelties which did not sell out clean. He was probably driven to these illogical expedients because he had failed to understand people. He had been economizing, for instance, on inefficient help, and had handled his credits in such a blundering way as to offend many good 'risks' without dodging the really bad accounts."

Blunders in buying and credit making are frequently mentioned among the answers, but the inability to read people seems to be the underlying fault in most of the cases. "Men are too free with credits," says one; "poor buyers," writes another. "Too sympathetic"; "too lenient"; "try to sell something scarcely anyone wants"; "pay more attention to selling than to buying and collecting"; "advertise themselves instead of their goods"; "cater to their own tastes rather than the public's"—several men suggest.

Some of the criticisms offered take an even more frank tack. That business men lack courtesy is acknowledged by several. One believes they can not say "No!" as they should, and another that they say it too easily, when a salesman has something worth their attention. That they are often not suited nor prepared for the positions they try to fill, yet have exalted opinions of themselves and readily take on things outside their specific training, is the observation of a number. This happy-go-lucky way of doing things expresses itself, according to one executive, in "poor and illogical organization," and particularly in departments rooted in tradition, where undefined zones of work keep men clashing and jealous.

Cultivate the Point of View of "the Other Fellow."

"Acquisitiveness," the character analyst will tell you, is essential to success in business. "Selfishness," according to four men who answered this question, is a common handicap to men who otherwise might go high. "Business men too often have ignoble aims," says one

executive. "We all overreach ourselves at times," a high official told me. "Poise and self-confidence are fine things," commented another, "but it is easy to be so self-centred that you fail to give customers the enthusiastic attention and deft service which will bring them back in a buying state of mind. In fact, many houses 'barely exist' simply because they have never got acquainted with their true selves."

How the positive of this quality can be developed is told by an automobile dealer out in Iowa. "Just think of the other fellow and you'll succeed," he writes. "I was weak in my ability to meet men. So I have practised this. When a customer comes in, I go and shake hands with him and tell him, 'Gee but I'm glad to see you'—and I've trained myself not only to feel that way, but to speak in a tone that absolutely convinces him I am in earnest. A customer told me just recently: "I always come to your store first when I am in town, because you make me feel so welcome that I have to, whether I need anything or not.' "

How much these qualities may add to the total of a man's business power may be debated, but there are three other criticisms among those brought together by System which are fundamental: that men fail to measure up to the calls of business because they lack (1) carefulness; (2) concentration; (3) responsibility. "Business men do not know their costs"—"are careless and ignorant of figures"—"often overdraw their accounts in sheer ignorance" — "are too lenient with those who owe them"—these are some of the charges.

A half dozen men among those who replied to System's questions emphasized the first of these points: that men cannot concentrate, or as Marshall has it, lack "steadfastness." "They cannot keep up a sustained effort"; "allow themselves to become distracted"; "cannot hold themselves to the rules of health and time and study they lay down"; "neglect the necessity of experience"; "become perfunctory"; "have not the imagination essential to the creation of great enterprises" — these are some of the observations on this subject. And judging from System's extended contact with many business men, no criticism apparently comes nearer home.

Did Not Like to Take Responsibility

I was sitting recently with the head of the foreign department of a bank when a young business man came in and attempted to persuade that seasoned financier that the bank rather than he should take the risk of a certain international credit. The debtor house had repeatedly been a customer of his, but the bank had never heard of it. The banker tried to laugh the young fellow out of the idea that the bank, a total stranger, could pass credit on a risk he was unwilling to assume. But when we were alone again, the banker threw up his hands impatiently. "Why is it," he exclaimed; "that business men will not accept the responsibilities which belong only to them?"

How Some Executives Train Their Assistants

It is a criticism that bobs up again and again among the answers to System's questions. The "boss," growing old, cannot find assistants who can and will see that things are done. Many men seem to take the position of working by the clock and waiting for orders. Among the excuses advanced by them, one may be sound; that the authority delegated them is often mere pretence. The general superintendent of one of the nation's largest steel mills told me with modest pride how he had developed twelve general superintendents out of his staff of young men. He seems to have no trouble finding men who will take the responsibility; but he gives them a load to carry and leaves them no doubt that it is theirs—to handle or to drop.

The man who makes excuses — who seems unable to decide or act without being prompted—usually is in a mental rut that calls for the application of a shrewd psychology by his superiors. It may be laziness or dullness that makes him hang fire; but plain fear, several executives charge, is often the bottom trouble. "Druggists are afraid," says a druggist, who by working along original lines has in a decade built a struggling store into a flourishing one. The ability to trust oneself to disregard the conventional method, to see straight and act without looking behind you for backing, is a scarce article—but one that grows with each success and each bit of encouragement.

"There is too much conferring and not enough trusting to the initiative of well-chosen department heads," conclude two successful executives. Observations suggest that business men do not yet value as they should the interchange of ideas—the efficacy of "talking things out in committee." But the idea of some men have that a conference must vote every time it assembles is pathetic. Only by carrying greater and greater weights can a man develop his ability to handle steel or concrete; only by assuming increasing responsibility can men grow in initiative. And the demand of a business for quick action on hundreds of matters usually finds the committee method too cumbrous as well as too vague. Everybody's business is still nobody's business.

The same two points that stand out as criticisms lead the list of reasons for promoting men assembled as a result of investigations: (1) ability to think and plan; (2) ability to take the initiative and assume responsibility. "Constructive initiative coupled with the application of good common sense, added to whatever native abilities a man may have, 'make good'—and deserve it," one manager writes. "Resourcefulness in emergencies" is a special statement of the same idea.

Some of the Qualities

Loyalty to the business ranks very high—but it is still the kind of loyalty that begins at the bottom, works through all departments and spends long hours in the business or in special studies bearing on it. Tact, diplomacy, affability and knack in handling men ("especially union men") are other much-sought qualities. Enthusiasm, honesty, steadiness and energy or "interest" or "alertness" evidently have a live market. "Desire for authority and responsibility, backed by sufficient will power," is the less perfunctory way one manager has of expressing the ambition he must see in the man he advances.

A reply that brings out several inter-

(Continued on page 45.)

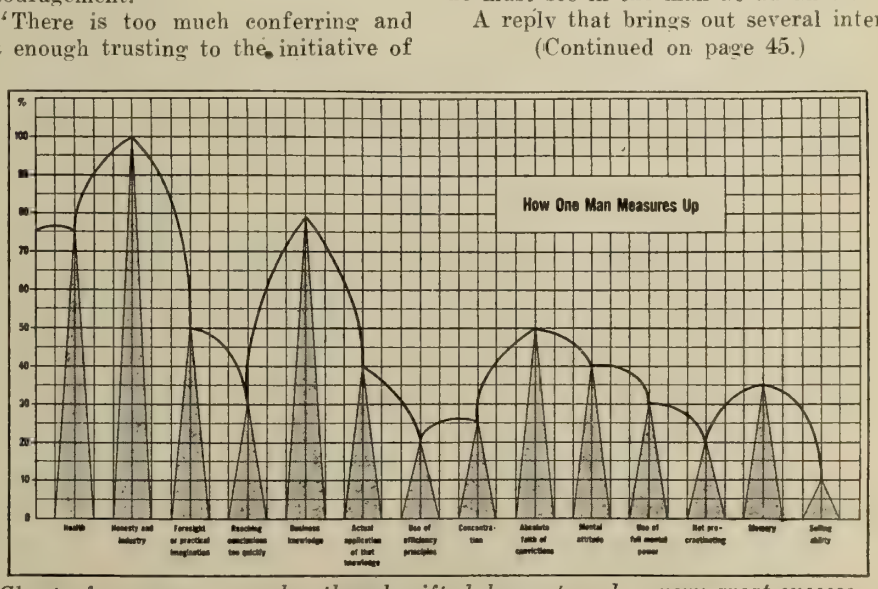


Chart of a young man who, though gifted, has not made a very great success. The reason is found here.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, OCTOBER 21, 1916 No. 42

THE AMERICAN voter is chiefly concerned as to which candidate he will vote against.

* * *

DON'T be too harsh on Constantine. Most men know what it is to go against the relatives of one's wife.

* * *

SAVE up your waste paper, bale it up and send it out as Christmas presents. That's how valuable paper is becoming.

* * *

THE TOUR of Ontario leading men through Quebec will, it is most sincerely hoped, help to promote a wider friendship between the provinces.

* * *

IF YOU are an employer, give the returned soldiers a fair show. It may take a little time for them to get their bearings. Have patience with them, and encourage them.

* * *

MASKED milk-raiders are operating in the Mohawk Valley, New York State. What with lynching parties and tobacco night-riders in Kentucky and now milk-raiders, Uncle Sam has a jolly time o'nights.

* * *

LUDGWIG W. SCHMIDT, writing in the *Paint and Varnish Record,* states that the idea of a war like the present seemed to be the dream of a disordered brain, and here we are in the midst of the great *debacle.*

115,000 *CARS IN CANADA*

ACCORDING to a conservative estimate there will be 115,000 automobiles in use in Canada by the end of 1916. In other words one out of every 70 people in Canada operates a motor car.

It requires over 60,000,000 gallons of gasoline, worth approximately 16½ million dollars to furnish power for cars driven by Canadian owners. A few of the other items are, 1,250,000 gallons of lubricating oil worth approximately one million dollars; 800,000 tires averaging about $20 each or a total of 16 million dollars; accessories such as polish, goggles, caps, horns, lamps, tools, tire holders, gloves, etc., approximately $50 per car, or a total of 5¾ million dollars; repairs (exclusive of tires) made necessary by wear and tear, etc., 5¾ million dollars. The foregoing all conservatively estimated make a total of 45 million dollars expended in a year by Canadian car owners.

Supposing this entire business was handled by the Canadian retail hardware trade. There would be over $11,000 worth of business yearly for every retail hardware merchant in the Dominion, even including the hardware merchants in the smaller towns and villages.

How much of the auto accessory trade are you securing in your store Mr. Merchant? Possibly you are securing a much greater share than has been mentioned. Many Canadian retail hardware merchants are. But there are many others who have not yet investigated the immense possibilities which exist for supplying the needs of the autoists. A great many auto owners are good spenders and they have the cash to purchase what they need.

The writer was in a retail store recently when an auto owner motored up to the store. He entered and asked for a certain kind of wrench. The clerk accommodated him. While wrapping up the wrench the clerk directed the attention of the auto owner to a display case of accessories nearby. Before the clerk had finished with the auto owner the list of goods purchased totaled $70. It included several items, from a can of polish to a spare tire. The customer went in to buy a wrench valued at $1.50 and the clerk sold $70 worth of goods in less than twenty minutes. Not bad business you say, but it couldn't be done every day. Possibly not. You don't sell $70 worth of cutlery or builders' hardware every day, but you cannot afford not to carry those lines in stock. With auto accessories it is not necessary for the merchant to stock up heavily. Good assortments can be secured for $50 or $100, and added to as necessity arises. Not a few hardware merchants who started to stock auto accessories in a small way, have developed the department until it is now one of the best paying departments in the store. There is an

immense field for the sale of auto accessories, but like every other line the goods have to be displayed, talked and pushed if a success is to be made. Some accessories will sell themselves, but to make a big success of the line the merchant and his sales staff must be on the job.

NEW PROPOSALS OF THE R. M. A.

THE plans of the Ontario Provincial Board of the R.M.A., as announced last week, which included an increase in fees from $6 yearly to $15, have been withdrawn. It is not necessary, therefore, to enter into any discussion on the proposed terms other than to point out that the arrangements, which had been adopted rather hastily and without the full consideration necessary, were certain not to prove acceptable to the members. This fact was clearly demonstrated by the letters and personal messages which reached this office after the publication of the details. It was made very clear that the proposals would not find favor with the members. However, the executive members had become convinced that the plan was not feasible, and in the interval they have drafted a modified plan which is explained in another part of this issue.

This second proposal is to be submitted for ratification at a full meeting of the Ontario Board; and HARDWARE AND METAL desires to urge that in the meantime the full details of the plan be announced. Members of the association should know definitely to what they are being committed. It is not intended to imply that the elected executive members of the executive are not capable of handling this or any other situation. They have proven capable, self-sacrificing officers; but it is always good business to let the shareholders of any concern know what is being done. In this connection the individual member of the R. M. A. stands in the position of a shareholder. A very important change is contemplated and each member has the right to know what is going to be done with the increased fee that he pays. It is perhaps true that the affairs of the association have reached a stage where centralized control and authority is necessary, but no arrangement should be ratified which leaves power to conclude agreements for the disposal of any share of the funds. Let the complete plan be laid before the Ontario board when it meets; and let the members in general know everything there is to be known beforehand. Nothing is to be lost by publicity if the plan is thoroughly practical and well designed to meet conditions. Secrecy in any detail, on the other hand, will have the effect of arousing doubt in the minds of members at a time when, with increased fees on the tapis, their utmost confidence is needed.

In this connection also, HARDWARE AND METAL feels called upon to urge most strongly that annual financial statements be presented to the members in future. It is not satisfactory to the merchant when he does not know how matters stand to the last detail.

BROOMS ARE SOARING

CONDITIONS in the broom market are in a panicky condition. An unusual condition has arisen this year in that manufacturers will have to pay exceptionally high prices for broom corn. Broom corn in the United States is now selling at $175 to $200 per ton, while in a normal year in the past the prices ranged from $60 to $125 per ton. When the broom corn is laid down in Toronto it costs the manufacturer in the neighborhood of $240 per ton, duty and freight paid. This year there were no stocks of broom corn carried over from last year, which has usually been the case in the past. The crop in the Western United States has been short and the demand for brooms has been good. Manufacturers in the United States, when they found that there was to be no surplus from last year, went into the market and bought all they could get their hands on. This sent the prices skyrocketing.

Some dealers assert their belief that prices for brooms will in all probability be 50 per cent. higher by spring time. During the past week or ten days prices on all grades of brooms have advanced from 75c to $1 per dozen. One of the Canadian manufacturers who recently returned from a trip to Chicago stated to HARDWARE AND METAL that the warehouses for broom corn are practically empty. In the United States the cheapest broom that will be put on the market this year will be $4.50 per dozen. In Canada the cheapest grade will probably run $5 per dozen. This will mean that there will be no 25c brooms and no 40-cent line. The cheapest broom will be 50c and will range up in price to $1.

For the past two years the yield of broom corn has steadily decreased and the consumption of brooms from all appearances has steadily increased. The equalizing point has been reached and passed, with the result that the surplus stock of broom corn in the United States has been used up, forcing manufacturers to depend on the short crop of this season.

There has been a good demand for brooms, due to the excellent industrial conditions in Canada. There are other factors besides that have contributed to send brooms to record levels. Wire has doubled in price, corn, as stated, has almost doubled, the wooden handles are much higher in price; tacks and locks are all higher in price and labor has also been more expensive. All these conditions have assisted in the upward trend of prices.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

One of the heaviest budgets of price changes in many weeks has gone into effect this week on hardware lines. Practically all changes represent higher prices and the end is not yet in sight. Some of the lines on which advances have taken place are cut nails, screw hooks and eyes, shelf hardware lines, pressed spikes, cotton clothes line, sash cord, pig-iron, boiler tubes, corn huskers, screen doors and windows, washing machines, corn brooms, turpentine, brass goods, railroad spikes, working mitts, stove pipes, shellac, files. Prices on many lines of iron and steel have been withdrawn. On other lines prices are merely nominal. The market is in a totally unprecedented condition. What was thought impossible a few months ago, has happened on many lines. Despite the high prices business continues good. Owing to the scarcity of help many manufacturers are unable to keep up to the demands made upon them for goods. The railroads are in much the same condition and delays in deliveries are causing an endless amount of trouble to wholesalers and retailers. Reports from the West state that business is now rather unsettled. Heavy orders are coming in from some districts, while from others the orders are light. Collections generally are good. A number of further advances are expected, as indicated in the reports which follow.

MONTREAL MARKETS

MONTREAL, Oct. 18.—Prices persist in climbing, but business keeps good notwithstanding, especially in the rural districts. Demand is reported excellent, and cash in sight every time for deliveries. Deliveries are the difficult factor, however. Hardware wholesalers hope for better things, but prepare for worse in this respect, and doing their utmost to meet demand, find themselves still handicapped on every side by labor shortage, and rising prices of materials retarding manufacture. A great scarcity of charcoal tin and terne plates became apparent in Montreal this week, and quotations are regarded as merely nominal under the circumstances.

Labor is very hard to get, especially skilled labor. One manufacturing firm hiring 20 men found at the end of the day that only one had made good. The rest did their best, but had not the training necessary. Many new increases in shelf hardware and iron and steel products will be noted this week.

Iron and Steel Keep Very Firm

IRON AND STEEL.—Always the firming tendency is apparent in all iron and steel products, due to the intensely firm condition of the market, the difficulty as regards deliveries, and the lack of labor at the manufactories. This week finds finished machinery iron at $3.55 per 100 lbs., tire steel at $3.60 per 100 lbs., and band steel at $3.70, all shaded upwards, and more than shaded. Common wrought iron is at $3.55 base at present. Anvils are up 2c a pound. Peter Wright anvils, 80 lbs. and up, are at 15½c a pound. Peter Wright vises, 45 lbs. and up, are at 18½c per lb. Plain cauldrons are at 5¼c per lb. now, and with flanged cover $5.50 per 100 lbs. Bessemer steel (Cokes Bright) is up in price, 10 x 14 x 20 base being now $7.50, instead of $6.50, and double box, 20 x 28, $15, instead of $13.

Halter and Cow Chain Increased

U. S. halter and cow chain shows an increase in price to the extent of 5 per cent. this week, in line with iron and steel wire products, and new prices are expected soon on lapwelded boiler tubes.

Great Lack of Tin and Terne Plate

Almost an absolute dearth of charcoal tinplate exists on the market at present. Dealers have been scouring the sources in vain for supplies. The market seems also almost entirely bare of charcoal terne plates, and prices as quoted to-day in current quotations are considered by leading men in the trade as practically nominal, there being so much difficulty in securing supplies at all.

Increase in Nails and in Ship Spikes

An increase of 25c per box over list prices on all Capewell horse nails, and also an increase of 20c on pressed or ship spikes are to be recorded this week. This is in line with the general trend of the market for the metal of manufacture.

Shelf Hardware Shows Increases

SHELF GOODS.—Effects of the firmness in the iron and steel markets has been felt further in shelf goods, as well as in the heavies this week. Bright wire goods show greater firmness. Stovepipe screw eyes are now quoted 20 per cent. off. Gate hooks and eyes also 20 per cent. off. Gate hooks and eyes were formerly quoted at 40 per cent. off list, and have been getting scarcer on the market. The 50 per cent. increase in price of the present week was not unexpected nor unpredicted by HARDWARE AND METAL.

Screw hooks, formerly 40 and 10, are now 25 off. Screw eyes, suit A. B. and C., are 20 per cent., now (formerly 40). Cornice hooks are 20 per cent. off, formerly 40 per cent. off. All wire hooks show increased prices now.

Screw and strap hinges, 14 inch and longer, are about 1c up, now $6.40 per 100 lbs. From 6 in. to 12 in., $6.60 per 100 lbs.

Globe files are now straight 65 per cent. off, and Hellers files 62½.

Copper and Other Metals Very Strong

COPPER.—Copper is found in exceedingly strong market in Montreal this week, due to the extra demand occasioned by the Allied order and to the general munition market demands, which keep on coming. Copper was quoted at from 32½c to 33c this week. The metal was in demand at those prices, and steady business in copper is being transacted, firm as the market is.

Antimony Firmer on the Market

ANTIMONY.—An increase of about 2c per lb. was noticed in antimony on the Montreal markets this week. The demand for the metal for its accustomed purposes is brisker now, and, though munition makers are not using as much

as previously, the market is strengthening up, and may be considered on the firmer trend.

Lead is Scarcer and Goes Up

LEAD.—Quoted last week at $9.50 to $9.75 per 100 lbs., lead is this week in firmer market at $9.75 to $10. There is a steady demand for the metal, and supplies are found insufficient to meet all demands on the market. Continued firmness is looked for in lead.

Solder Goes Up A Cent In Price

SOLDER.—Solder, both tinsmiths' and wiping, went up this week in Montreal. Tinsmiths' solder was quoted at 30c per lb., an increase of a cent since last week. Wiping solder at 28c shows a 2c increase. In 50-lb. boxes, commercial solder was on the market still at 29c, but strictly pure solder could not be had in small quantities much under 32½c per lb., or in 50-lb. boxes 1c cheaper—that is 31½c. The market was brisk, though firm.

Sheet Zinc is Rather Easier

ZINC.—Sheet zinc, which was in unchanging market last week, this week fell to easier price levels. The 26c to 27c per lb. of seven days ago, became 25c and 25½c. Spelter was unchanged at 16c to 16½c, and in a market not characterized by any special tendency.

Market for Tin Keeps Very Strong

TIN.—At $47.50 to $48 per 100 lbs., tin came into still stronger market in Montreal this week. Demand was brisk, and business was alive. The conditions found last week tending to firmer prices proved more lasting than had been expected, and firmness in tin may continue.

Barn Door Hangers Up In Price

In line with other manufactured fittings, barn door hangers this week show the upward trend. The Atlas hanger is quoted at increased prices: No. 0 costs $6.40; No. 1 cost $7, and No. 2, $8.20. Stearns No. 1 is quoted at $580, and 1½ at $8.05.

Farm Bells Go Up in Cost This Week

It will cost more to call the farm hands to dinner or to start work—that is, if the farmer has to buy a new bell this winter or next spring. Farm bells have gone up. Instead of $2.75, "C" x 40 lb. now costs $3; "E" x 50 lbs. is $3.60; and "A" x 75 lbs., is $4.75.

Cotton Rope and Sash Cord Go Up

Cotton rope shows a cent a pound increase in price this week, 3/16-inch being now 33c, and ¼-inch 32c. Sash cord is also up, prices per doz. bundles being: No. 3½, $1.30; No. 4, $2.10; No. 4½, $2.90; No. 5, $7.90. No. 6 is 40c per lb.; No. 7, 39c, and Nos. 8 to 12, 38½c per lb. Candle wick is also up to 34c per lb.

New List Soon for All Washing Machines

By next week it is expected that a new list will be prepared for all washing machines on the market to-day. There has been scarcity of many lines of these, and prices looked like going up for some time. The new list, according to the best opinion available, will be subject to 50 per cent. off as discount.

Wire Nails Remain Firm

All wire products remain firm and in fair demand. The increase in price expected in the United States a short time ago did not materialize. However, there are many in the trade who still expect to see $4 nails. The price at present remains at $3.85 base.

Cut Nails Advance 30c

An advance of 30c per 100 lbs. has taken place in the price of cut nails. The new price is $3.70 base.

Screen Doors and Windows Higher

New prices on screen doors for spring will be issued this week. Doors will run from 10 to 20 per cent. higher than last year, and screen windows from 15 to 20 per cent. higher.

TORONTO MARKETS

TORONTO, Oct. 20.—Business in all hardware lines has been good during the past week. Quite a number of prices have advanced, some of the more notable ones being cut nails, pressed spikes, pig iron, boiler tubes, corn huskers, files, cotton clothes line, screw eyes and screw hooks, with a general advance in the line of one large American manufacturer. Steel and iron companies have withdrawn all their price lists, which presages new and in all probability higher quotations when the new lists are issued. Brooms are soaring to new high levels owing to the doubling of the price of broom corn. In the face of high prices purchasers are optimistic and trade continues good.



THE JUDGMENT OF PARIS.
Paris: "We've decided to keep the apple for ourselves."
Germania: "Then what do I get?"
Paris: "The pip!"

Iron and Steel Due for Advance

IRON AND STEEL.—Jobbers have been notified by the manufacturers of the cancellation of all outstanding price lists on iron and steel. This is taken by the jobbers to mean that new and higher prices will shortly be issued. An advance of somewhere in the neighborhood of 15c on all lines such as common bar iron, horseshoe iron, angles, mild steel, band steel, sleigh shoe steel, reeled machinery steel, tire steel, toe calk steel, silver tool steel and spring steel, is looked for.

Pressed Spikes advance 30c

Pressed spikes have advanced 30c and are now quoted at $4.10 base, ⅝ dia. and over. There are the usual advances for the smaller sizes.

Canadian Pig Iron Up $1.50 Ton

Pig iron, ordinary foundry grade, has advanced $1.50 per ton and is quoted $25.50 ton.

Boiler Tubes Advance 3c Per ft.

An advance of 3c per ft. has taken place on lapwelded boiler tubes and quotations are now: 2 in., $20.50; 2½ in., $26.00; 3 in., $30.00; 3½ in., $35.00; 4 in., $43.00.

Ingot Metals Quieter, But Firm

A quieter tone characterizes the metal markets this week, but prices have been well maintained. The copper market is still very strong, and is in an excellent position, with quotations unchanged. Lead and spelter are quieter, but antimony is firmer on better demand. Business locally continues good, and the outlook generally is favorable.

Copper Continues Strong

The strength in copper continues undiminished, producers reporting that while the volume of business is gradually tapering off, fair orders are still being taken from domestic consumers. The Italian Government has come into the market for about one million pounds of copper. Owing to the enormous demand for copper, there is some fear of a short-

age, and higher prices may yet be recorded. Local quotations are firm and unchanged at 30c-31c lb.

Tin Firmer

The submarine scare having quickly subsided, the tin market recovered, although it is still irregular on prompt metal. The market, however, is firm and higher on futures. Tin is quoted at 47c per pound.

Spelter is Quiet

The market is dull, with little business passing. There is considerable uncertainty in the market, and the large interests are waiting until the situation clears before coming into the market. Local price is 12c per pound.

Lead Quiet and Firm

Business is quiet in the lead market, as neither buyers nor sellers are showing much inclination to do business. The Trust is maintaining the price of lead at 7c, New York. Local price, 9¼c per pound.

Antimony Unchanged

Quotations are nominal and unchanged, although the market is firmer and demand heavier. Local quotation is 18c per pound.

Aluminum Remains Steady

The market is more active, but quotations are unchanged at 68c per pound.

Screw Eyes and Screw Hooks Advance

SCREW EYES.—Advances have been recorded in a number of lines of screw eyes and screw hooks during the past week. Bright eyes are now quoted at 20 per cent. off list and stovepipe screw eyes carry the same discount. The square screw hooks are now quoted at a discount of 20 per cent. off list, while other ordinary screw hooks carry a discount of 25 per cent. under the new prices. Gate hooks and eyes are also among this class of article that share in the advance, the discount now quoted on them being 25 per cent. An advance in boot calks has also been recorded during the week.

Cut Nails Make An Advance of 20c Keg

NAILS.—As intimated for some weeks past an advance was probable in the price of nails. This week an advance of 20c per keg has been recorded in the price of cut nails, which now makes the base price $3.60 per 100-pound keg. An advance in horseshoe nails was recorded last week of 1c per pound. All other lines of nails show a firmness in the market and advances are not unexpecteed in the standard steel wire nails. Wire nails remain at $3.80 base.

New Discounts Are Quoted on Files

FILES.—A further increase has been recorded in the price of files from that recorded last week. Last week the discount was changed from 65 anl 10 per cent. to 65 and 5 per cent. on Great Western, Kearney & Foot, J. Barton Smith, McClellan, Disston, Delta, Globe and Vulcan brands. This week the discount is now placed at a straight 65 per cent. The advance in price on these brands is therefore approximately 5 per cent. The discount on the Delta brand of files has been changed to 47½ per cent. off list. Nicholson files have been increased in price from 55 per cent. off list to 50 per cent. off list. Black Diamond brand also carry a discount of 50 per cent.

Sargent Lines Have Advanced 10 Per Cent.

CORN HUSKERS.—An advance has been recorded during the past week in the Sargent line of goods that affects many articles carried by Canadian jobbers. Some of the lines affected are corn huskers, sash rollers, trap door rings, bull rings, tools and builders' hardware. The advance by the manufacturers is approximately 10 per cent. This advance is in keeping with the advancing prices in raw materials.

Cotton Rope is Very Firm in Price

COTTON ROPE.—There is a firmness in the market for cotton rope as a result of the recent big advances in the price of raw cotton. On Wednesday of this week raw cotton at New Orleans closed at 18.6c for December delivery. This is getting dangerously near the 20-cent level that has been predicted for some time past. Reports of damage to the cotton crop by reason of a hurricane that struck the South caused cotton to go up almost 1c per pond. Locally the price of cotton rope is very firm. Some of the jobbing houses advanced their prices over those of last week by about 1c per pound. There is quite a range at the present time. One-quarter inch and up is now quoted from 31c to 33½c, three-sixteenths inch from 32c to 34½c, five-thirty-seconds from 34½c to 37c and one-eighth from 35½c to 39c. There is small prospect of cheaper cotton rope in the near future.

Sash Coard and Clothes Line Up

There is also a firmness in the market for such cord and cotton clothes line as the result of the condition outlined above. There has been an advance of 2 per cent. to 5 per cent. on all lengths of cotton clothes lines during the week. Sash cord shows a range of ½c per pound in the quotations of various dealers. No. 6 is quoted at 40c and 40½c, No. 7 at 39c to 39½c and No. 8 and up at 38½ to 39c. In cotton clothes lines the following prices now prevail:

	Per Doz.
40-foot length	$1.40
48-foot length	1.70
50-foot length	1.75
60-foot length	2.10
72-foot length	2.50

The net advance is 5c per dozen, except in the case of the 48-foot length where there is a 7c advance.

Woodenware Makers Behind With Orders

WOODENWARE. — Although prices in woodenware have not advanced recently the market is steady at present quotations. Manufacturers report their factories exceptionally busy. Some state they have twice the business offered that they can take care of and that they are from two to three weeks behind with orders. Many concerns are not bothered about looking after new business but are confining their attention to taking care of the needs of their customers.

Carpet Sweepers For Christmas

The Christmas offer of 1 free sweeper with each dozen of sweepers ordered is now out. There is a good steady demand for sweepers. Prices are shown in the current quotations.

Screen Doors Will Be Higher in Price

SCREEN DOORS.—The spring booking prices on screen doors and windows have been placed in the hands of the dealers, which provides for an increase over recent quotations from 10 to 20 per cent. The advance represented is best illustrated when it is known that the cheapest grade of screen door will be sold at $11.35 per dozen as compared with the old price of $9.60 per dozen. The better class of door will average an advance of 10 per cent. over the recent selling prices, while windows will be increased from 15 to 20 per cent.

New and Higher Lists for Washing Machines

WASHING MACHINES.—It is expected the new lists on washing machines will be in shape for issuance by the latter part of this week. The former lists were withdrawn about two weeks ago. Generally higher prices are anticipated. All makes are expected to share in the advance.

Pressed spikes are among the articles in the nail line that have advanced during the week, the increase being 20c per 100 pounds. This makes the price for ⅝-inch diameter $4.10. Small railway

spikes have also shared in the advance and are quoted 25c higher per keg.

Brush Prices Are Firm and Advancing

BRUSHES.—There has been a good demand for paint brushes of all kinds in the face of a firm market, with possible advances not at all improbable. One large dealer advanced their line about the middle of last month on an average about 10 per cent. on the ordinary run of brushes, while on some of the fine grades the advance amounted to 20 and 25 per cent. There is a shortage in the supply of hogs' bristles obtainable, and this has sent a firmness into the market. Dealers are not stopping to ask prices, but are content to take them at whatever price is named. Some of the larger concerns are now ordering their spring stock. This is a little chore which in normal years is left for the latter part of January and the early part of February. But, then, things have changed. Manufacturers state higher prices will undoubtedly prevail by spring time.

LONDON MARKETS

LONDON, Oct. 19.—Another heavy budget of price changes, all in an upward direction, has been announced this week. The markets generally are very firm and still higher prices are expected on some lines.

Business is exceptionally good, and all fall lines are moving freely. There is a good demand for stoves, oil heaters, glass, roofing, nails, etc. Deliveries from the factories are still very slow. Railroads are also slow in handling freight. Collections generally are good.

Cut Nails Move Up 30c Keg

An advance of 30c keg has taken place in the price of cut nails, and the new price is $3.70 base. Wire nails remain unchanged, but are firm at $3.80 base.

A discount of 65 per cent. is quoted off the miscellaneous list. All wire products are very firm. Pressed spikes and railway spikes have advanced 20c per keg. Capewell horse nails have advanced 1c per lb. list.

Brass Goods Advance

Advances of approximately 25 per cent. have been made on brass curtain rods, curtain rings, chair nails, moulding hooks.

Leather Mitts Higher

Sheepskin mitts (one finger) have advanced to $3.25 per dozen. Imitation mule mitts are also higher, and are quoted from $3.25 to $3.75 dozen. The advance on the latter amounts to about $1 per dozen.

Hooks and Eyes Go Up 33 1-3%

Bright wire screw hooks and eyes have advanced about 33 1/3 per cent.

New discounts are as follows:—Bright screw eyes, 20 per cent.; bright stovepipe screw eyes, 20 per cent.; bright square cornice hooks, 20 per cent.; bright screw hooks, 25 per cent.; bright gate hooks and eyes, 25 per cent.

Stocks and Dies Advance

Pipe and blacksmith stocks and dies have advanced about 20 per cent.

Sheet Glue Advances Considerably

Another advance has been made in sheet glue. The advances for the last six months will average 10c per lb.

All Cotton Goods Go Higher

Sash cord, cotton rope, cotton twine and Seine twine have all gone upwards. The prices now in effect are as follows:

Sash cord—No. 6, 40c lb.; No. 7, 39c lb.; Nos. 8, 9, 10, 12, 38½c lb.

Cotton rope—3/16 in., 33c lb.; ¼ in. and larger, 32c lb.

Cotton twine—3-ply, 35c lb.; 4-ply, 38c lb.

Seine twine—No. 18 and larger, 1 lb. lines, 42c per lb.; No. 18, ¼ lb., 43c per lb.; No. 15 and smaller, 1 lb., 43c per lb.; No. 15, ¼ lb., 44c per lb.

Stanley & Sargent Goods Higher

Stanley vises, squares, hammers, levels, etc., advance again about 10 per cent. A number of Sargent's lines have also advanced 10 per cent.

Stove Pipes Higher

An advance of about 75c per 100 lengths has gone into effect on stove pipes. The new price follows:—6 in. bright, $12.75 per 100 lengths; 7 in. bright, $13.46 per 100 lengths.

Brass Spring Wire Up

Brass spring wire has advanced, and is now quoted at 17½ per cent. added to standard list. Elbows are quoted: 6 in., $1.33 doz.; 7 in., $1.50 doz.

Files Are Higher

An advance has been made in the price of files and the new discounts are:—Globe, 65 per cent.; Black Diamond, 50 per cent.; second quality, 75 per cent.

Orange Shellac Moves Upwards

An advance of 25c per gallon has gone into effect on orange shellac, and an advance of 35c per gallon on white. Quotations are now as follows:—

Pure Orange Shellac—1 gal., $2.30 per gal.; jars ½ gal., $2.40; ¼ gal., $2.50.

Pure White Shellac—1 gal., $2.55 per gal.; jars ½ gal., $2.65; ¼ gal., $2.75.

Linseed Oil Firm at High Figures

Linseed oil is still quoted at the high figures of last week. There is only a fair demand at present. Quotations are as follows:—1 to 2 bbls., raw, $1.05 per gal.; boiled, $1.08 per gal.; 3 to 5 bbls., raw, $1.04 per gal.; boiled, $1.07 per gal.; 6 to 9 bbls., raw, $1.03 per gal.; boiled, $1.06 per gal.

Turpentine has advanced 1c per gallon, and is now quoted at 72c per Imperial gallon in single barrel lots; 71c in 2 to 4-barrel lots; 79c in 5-gal. lots. There is a good demand for turps at present.

White lead in oil is very firm at $13.95 per 100 lbs. in ton lots, and $14.25 per 100 lbs. in less than ton lots.

Good Demand for Glass

There is a good movement in glass. The discounts are as follows:—Single diamond, 20 per cent.; double diamond, 20 per cent.; cut lights, 50-5 per cent. Prices open for 50 cases and over.

Putty remains unchanged at the following prices:—

Standard 100-lb. drums, $3 per 100 lbs.; standard, 25-lb. drums, $3.10 per 100 lbs.; pure, 100-lb. drums, $3.70 per 100 lbs.; pure, 25-lb. drums, $3.80 per 100 lbs.

Doors and Windows to be Higher

Booking prices for spring on screen doors and windows are now out, and show advances of from 10 to 20 per cent. over this year's quotations. The common door, which has been selling for $9.60 doz., will be sold for spring at $11.35.

Washing Machines Higher

New lists, subject to a discount of 45 per cent., have been issued by manufacturers of washing machines. Prices are all higher than those quoted prior to the withdrawal of prices, as announced by HARDWARE AND METAL two weeks ago.

WINNIPEG MARKETS

WINNIPEG, Oct. 19.—Business for the first half of the month has been very satisfactory, tho jobbers say it is rather streaked—by that meaning some districts are sending in good business while others are curtailing their purchases materially. Some difficulty is being experienced in getting threshing done owing to the shortage of labor and the highest wages

ever offered are the rule—$4.00 a day being a usual wage now. This condition of affairs will militate against big business and will also make the net profit of the farmer considerably smaller. However, high prices still rule for all grains and as prices will likely remain at a high figure—these should be quite a good deal of money throughout the country.

Higher Prices On Many Lines

Prices changes for the past week show the results of the continued advances which have been recorded in all iron and steel products, notably in the new quotations issued in the advance on Saddlery Hardware, including such lines as snaps, buckles, bridle bits and chains. Clay picks and mattocks, perfection faucets, wire rope and two or three lines of bolts have also advanced in price, the new figures being given below.

It is expected new prices for spring on woven fencing will be available shortly and it is estimated that first prices will show an advance of about 10 per cent. over previous quotations. Jobbers advise, however, that further advances are almost sure to follow and may be in evidence before the first of the year. It would seem then, that prices now to be offered will be good value when compared against likely values next April or May.

The price of hemp leathers has advanced considerably and considering the scarcity of all kinds of leather, this might almost be expected. The new prices now being made are as follows:—Crimped, 2, 90c doz.; 2½, $1.15 doz.; 3, $1.50 doz.; 3½, $1.80 doz.; 4, $2.35 doz. Valve, 2, 65c doz.; 2½, 90c doz.; 3, $1.10 doz.; 3½, $1.35 doz.; 4, $1.65 doz.

Advances on Bolts and Pump Leather

The advances in tank hemp leathers is the most noticeable, perhaps, the new price being $4.55 per doz. for the 5 in. crimped.

The change in bolts affects the following lines: stove with a new discount of 50 per cent. and tire with a new discount of 30 per cent.

New prices on elevator bolts are noted also: ¼ x ¾ being 80c; ¼ x 1 being 80c and ¼ x 1¼ being 90c per hundred.

The following memos pertaining to saddlery hardware will serve to illustrate how this line has been increased in price: Harness buckles $50 Jap'd, ⅞ in. $1.35; 1 in., $1.60 and 1¼ in. $2.20 per gross.

Trace Buckles, $1.75; 1½ in. ,$1.00 and 1¾ in $1.15 per doz.

Bridle bits 47 S. & J. $1.60 and $1.70 per doz. respectively.

Harness rings jap'd ⅞ in., 80c; 1 in. $1.00; 1¼, $1.40 and 1½ in. $1.75 per gross.

Harness snaps $2.90; ¾, ⅞ and 1, $4.40; 1¼ in., $7.50 per gross.

Roller breast snaps, 439 x 1½, $2.00 and 1¾ in. $2.20 per doz.

Spring Prices Are Much Higher

The new prices for spring now being quoted on cow ties and tie out chains are as follows: These prices also show considerable advance over last year's list.

Cow ties—discount 30 per cent. 0, $2.50 doz.; 2-0, $2.25 doz.; 3-0, $2.45; 4-0, $3.10 doz.

Tie out chains—discount 70 per cent. 0 x 30, $6.90 doz.; 40, $9.00 doz.; 50, $11.10 doz.; 2-0 x 40, $9.90 doz.; 50, $12.45 doz.

Clay picks are now being quoted as follows, 5 to 6 lbs., $6.00 doz.; 6 to 7 lbs., $6.25 doz.; 7 to 8 lbs., $6.50 doz.

Long cutter mattocks, 5 and 6 lbs. $6.75 doz.

Grub hoes, No. 1, $5.50.

Many Other Prices Are Higher

Perfection tank with iron pipe thread now show advanced prices as noted herewith: ¾, $6.60 doz.; 1, $7.70 doz.; 1¼, $9.10 doz.

Petroleum faucets, ¾, $9.35 doz;. 1, $13.20 doz.

Thumb latches, No. 2, $1.50 doz.; No. 3, $2.00 doz.

Quotations are now being made on oil and gasoline stoves for spring and in sympathy with other lines, advances are to be noted here too. Prices available now are here given:

Blue flame oil stove, 1 burner, $4.10 each; 2 burner, $4.80 each; 3 burner, $6.25 each.

Gasoline stoves, 1 burner, $3.00 each; 2 burner, $3.50 each; 3 burner, $3.50 each.

The following are the new prices on wire rope per 100 feet:—¼ in., $9.50; 5-16 in., $10.00; ⅜ in., $11.50; 7-16 in., $11.50; ½ in., $12.25; 9-16 in., $14.00; ⅝ in., $16.00; ¾ in., $20.00; ⅞ in., $28.00; 1 in., $36.00.

Cut lengths 10 per cent. advance on above.

The Fighting McAvitys

T. McAvity & Sons, Ltd., St. John, N.B., have issued in an attractive pamphlet form a roll of honor, giving the names of members of the firm and employes who have enlisted for active service. Five members of the firm have enlisted, together with 75 employees, making a total of 80 in all..

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

1244. **Steel baling hoops.**—Quotations desired by Dundee firm for mild steel baling hoops ⅝ inch by 24 W.G. in coils of about 56 pounds f.o.b. Birkenhead or c.i.f. Calcutta. The quality must be first-class. Also mild steel baling hoops 1 inch by 16 W.G. and 1 inch by 17 W.G. in long lengths, coiled and black varnished, c.i.f. Glasgow.

1245. **Steel bars, plates, sections, billets, etc.**—A Dundee firm will be pleased to enter into correspondence with reliable iron and steel manufacturers in Canada with a view of obtaining quotations for the above.

1246. **Methylated spirit irons.** — A Dundee firm would be pleased to receive quotations from Canadian manufacturers of methylated spirit irons.

1247. **Wire nails and pins.**—A Dundee firm wishes to receive quotations f.o.b. quay, Dundee or Leith, for three tons of pins 2⅛ inches long, No. 4 W.G., packed in 1-cwt. bags. Sample is in the possession of the Department of Trade and Commerce, Ottawa. Also for wire nails.

1249. **London agent.**—An English commercial traveller is open to communicate with a Canadian house requiring a personal representative or agent in London.

1253. **Files and rasps.**—A Sheffield firm are in the market for Canadian-made files and rasps.

1254. **Linseed cake.**—A London firm wishes to get into touch with firms in Canada manufacturing linseed cake.

1266. **Commission agent.**—An active Belgian commission agent established in Cairo, Egypt, who has been interested for the past two years in the sale among others of the following articles: Rails and fish-joints for normal gauge roads; rails and fish-joints for portable railways (Decauville system or any similar); bolts for both normal and narrow gauge (portable); railways; iron railway ties; railway awnings; has just returned from the front to take up again the management of his firm, and finding it impossible to import the above articles from Belgium and France under the present circumstances, wishes to find out whether he could procure them in Canada.

1268. **Agency.**—A Cape Town manufacturers' agent with permanent sample rooms in Cape Town and Johannesburg, is prepared to take up Canadian agencies for furniture in the K.D.S., picture mouldings, hardware and kindred lines. Full particulars requested in first communication.

1280. **Bee appliances.**—A South African firm with an organization calling on the farmers in all parts of South Africa, are prepared to correspond with Canadian manufacturers of bee appliances.

1281. **Fertilizers.**—A South African firm organized in every agricultural district of South Africa, requests correspondence from Canadian manufacturers of fertilizers . The line to be handled as an agency.

1282. **Architectural agency.**—A Johannesburg firm making a specialty of public building supplies are prepared to take up representation and request correspondence, enclosing samples, catalogues and other details on such lines as iron and steel casements, elevator doors, roofings, doors and frames, closet seats, blackboards, church and school furniture.

1283. **Commission house agency.**—A Johannesburg firm with good experience are prepared to take up South African representation for Canadian commission house which is prepared and organized to compete in the South African markets.

How Canadians Are Handicapped

Canada's Huge Fire Loss and Its Effect Upon Production and Competition for Foreign Trade—A Serious Problem

The fire loss of Canada has reached enormous proportions. The drain upon her financial resources constitutes an economic loss which no country can afford and still meet competing nations on an equal footing.

The war has had far-reaching effects upon commerce. European countries, in greater or less degree, are realizing their latent powers, production is being speeded up, resources are being developed, trade openings are being sought and established. Prior to the war Canada found herself handicapped in any scheme of trade expansion by the lower cost of production in Europe. It therefore follows that , with the realization by European countries of their commercial possibilities, this trade handicap will be greatly accentuated.

On the basis of averages, and from the data available as to the cost of insurance and upkeep of fire departments, the following comparisons may be deduced:—

For the past three years the average rate for fire insurance in Canada has been $1.19 per $100 of insurance. The average rate in Sweden is .40, in Austria .30, in England .23, in Germany .22, in France .21, in Spain .19, and in Italy .19.

A Canadian employer of labor with 100 employees, carrying an insurance of $50,000 on plant and buildings, and, assuming that $2,000 insurance is carried or paid for by each employee on furniture and dwelling—or a total of $250,000—would, on the foregoing basis, have to provide in wages and overhead charges $2,950. His competitor in Sweden would only require $1,000, in Austria $750, in England $575, in Germany $550, in France $525, in Spain and Italy $475.

For upkeep of fire departments Canada is heavily taxed in comparison with competing countries. In 1914, Paris, France, with a population of 2,846,986, had a total fire department expenditure of approximately $656,479, or 23 cents per head. Toronto, for the same year, with a population og 470,144, spent $675.146 on her fire department, equal to $1.43 per head.

The Toronto manufacturer—and this is only an example for all Canada—has to provide for himself and family and for each employee and his family $1.43 to cover fire department costs, as against the 23 cents his Paris competitor must provide; or, with an average of five to a family, for his 100 employees, he would have to pay in salaries and wages $722.15 as against $116.15 by his European competitor.

For insurance and upkeep of fire department the Toronto employer of 100 hands, as representative of Canadian industry, must pay $3,672 against $641 in Paris, a handicap equal to $30 per employee.

The census report of 1911 gives 515,203 as the number of employees engaged in manufacturing in Canada; consequently at $30 per head, there is a handicap of $15,456,090 against Canadian manufacturers in the cost of fire insurance and municipal fire departments.

The salaries and wages paid to these 515,203 employees amounted to $241,008,416, an average of $467.80, or approximately $9 per week. The foregoing handicap of $30 per employee represents the wages of 3.3 weeks of each employee.

In 1910 the products of Canadian manufacturers were valued at $1,165,975,639. This charge for insurance and municipal fire protection therefore represents an added tax of 1.3 per cent. upon Canada's entire output of manufactures.

The fact that much the larger portion of this amount is buried in the pay-roll can be accepted as the reason why our employers have given so little attention to the question. The charge must be met, however, whether by direct or indirect means.

Employers complain of the rising cost of manufacturing; employees complain of the rising cost of living and demand increased wages. In view of the foregoing, employers should seriously consider reduction of the burden imposed by the enormous destruction of our created resources by fire — that their earnings may not be reduced by these charges, and thus remove one of our heavy handicaps before Canadian employers and employees meet world competition under the new trade conditions which will develop after the war.

APPRAISERS' BULLETIN NO. 1346

Change in Discounts on Sewer Pipe

A bulletin has been issued by the Department of Customs, Ottawa, announcing the cancellation of the Order-in-Council of March, 1916, which fixed the discounts on sewer pipe and flue lining imported from the United States. Dating from Aug. 31, 1916, a new rate of discount becomes effective. Appraisers' bulletin No. 1280 is cancelled and No. 1346 is substituted therefor. Those interested can secure the new bulletin from the department by making application for same.

EVER-READY DRIVE—CLASS NO. 7

The big Ever-Ready drive which is now on, includes a feature that should appeal to dealers and the public alike. Three thousand dollars are offered for a new word. This prose word hinges on Ever Ready's desire to secure a term to take the place of "Flashlight." The manufacturers affirm that EVER-READY has outgrown its sub-title, that "flashlight" does not express its utility or its stability. So all they ask of the public in return for the three thousand dollars, is a name, or word, or term, that will be equal to the occasion and so effective that they will permanently adopt it. Added to this are $4,000 in prizes for window displays, and stories on "How I sold an Ever-Ready."

CANADIAN TRADE INDEX

A new edition of the Canadian Trade Index has recently been issued by the Canadian Manufacturers' Association. The editors of the new edition have striven to make it one fully representative of Canadian industrial life and in this direction have achieved a very considerable measure of success. The new "Trade Index" is made particularly interesting by a number of new features and hundreds of new names. The number represents a large amount of hard work and should be found valuable by many Canadian firms.

BINDER TWINE SITUATION

(From Cordage Trade Journal, New York.)

Reports from the West are to the effect that the International Harvester Company has withdrawn its prices on binder twine, with the exception that it is permitting its agents to accept twine orders for the corn harvest at the prices which have previously prevailed. It is now apparent that, unless something entirely unexpected happens to prevent it, prices for binder twine will be higher for the 1917 harvests than they have been for the 1916 crops, and the prisons in the West, which make binder twine, are putting out statements designed to prepare the farmers for a higher level of prices. Just how high these prices are to be remains for the future to determine. Manufacturers have bought considerable quantities of Manila, Maguey, New Zealand and Java Sisal, and other fibres with the intention of using them to eke out the scanty supply of Mexican Sisal that is now visible. All of these purchases have been made at comparatively high prices. Recently the twine manufacturers have shown no disposition to buy Mexican Sisal at the prevailing quotations. One of the largest producers has not now a single bale of Mexican Steel bought for future delivery. Whether present fibre price levels will be maintained, whether lower prices will prevail at any time in the next six months, or whether higher prices will be established are questions that now confront twine manufacturers, and upon the solution of the problem as to the level of binder twine prices for 1917. Fall plowing has proceeded under rather more favorable conditions during the last two weeks, and the planting of wheat has made good progress.

EVENTS IN THE TRADE

Business Changes

Manitou, Man.—R. L. Gillerlain, hardware, has sold out to C. G. Armstrong.

Hanover, Ont.—Young & Cross, hardware, have sold out to H. Cross & Sons.

Avonlea, Sask.—Monson Hardware Co. has been succeeded by Avonlea Hardware Co.

Markench, Sask.—F. Moscovitch, hardware and grocery stock has been sold to N. Hechter.

New Brunswick, N.B.—Clark & Johnson, hardware, have dissolved and the business has been closed.

Personals

Henry Gibson, formerly in the employ of T. McAvity & Sons, Ltd., St. John, is in an English hospital suffering from shrapnel wounds received at the front.

Will H. Baltzell has been appointed chief engineer of the Canadian Steel Corporation, Ltd., with offices at Ojibway, Ont. This is the Canadian branch of the United States Steel Corporation.

M. E. Agar, wholesale dealer in carriage hardware, St. John, is mentioned as the probable successor of the late Hon. John Costigan, in the New Brunswick representation in the Dominion Senate.

W. P. Kellett, of the Dominion Steel Products Co., of Brantford, Ont., formerly engineer for the Grand Valley and L. E. & N. Railway, has been appointed to the board who are to make a valuation of Canadian Railways.

Captain Gordon McR. Johnston, secretary of the Maritime Nail Co., Ltd., St. John, who has been overseas for the last fifteen months with the 26th N. B. Battalion, has returned to Canada. Before leaving the front he had been acting as bombing officer for the 5th Brigade, and it is understood that he has been recalled to fill an important new position, that of bombing officer for the Dominion.

Fire Losses

Elk Lake, Ont.—Fire destroyed the Elk Lake Hardware and Assan's Hardware store.

Incorporation and Licenses

The Tillsonburg Foundry & Machine Co., Ltd., capitalized at $25,000, head office, Tillsonburg, Ont., to carry on the business of foundrymen, ironmongers, manufacturers, etc.

The Exolon Co., of Thorold, Ont., makers of abrasive materials, have been granted a supplementary license to carry on business in the Province of Ontario with a capital not to exceed $275,000.

The White Co. has been incorporated at Ottawa with a capital of $40,000 to manufacture motor cars and trucks, with head office at Toronto.

The James McKay Co., of Pittsburg, Pa., manufacturers of chains and forgings have been granted a license to do business in the Province of Ontario with a capital not to exceed $40,000.

The Tillsonburg Foundry & Machine Co. have been incorporated at Toronto, with a capital of $25,000 to carry on business as foundrymen, machinists, etc., at Tillsonburg, Ont.

Pressed Metals, Ltd., has been incorporated at Ottawa with a capital of $60,000 to carry on business engineers, foundrymen and machinists, etc., with head office at Toronto.

The Boss Lock Nut Co. have recently been incorporated in Canada to manufacture lock nuts for railway, constructional and industrial use. T. W. Coleman, formerly manager of the Grip Nut Co., is now manager of the new concern with offices at 901 Eastern Townships Bank Bldg., Montreal.

Industrial Notes

Montreal, Que.—The Thomas Davidson Mfg. Co. will build an extension to their factory here.

Kitchener, Ont.—The Berlin Rubber Mfg. Co. have changed the name of the concern to that of the Kitchener Rubber Mfg. Co.

Toronto, Ont.—A building permit has been issued to the Canada Metal Co. for the construction of a factory extension on Fraser avenue, to cost $20,000. Work on the foundation has already started.

Windsor, Ont.—The Canadian Fairbanks-Morse Co. have opened a branch sales office here in order to take care of their business in Western Ontario. J. N. Charles will be in charge of the office.

Hamilton, Ont.—The Hamilton Steel Wheel Co. has purchased a site, and will erect a plant, costing $200,000, for making steel wheels. This industry, it is said, will give employment to about two hundred men.

Guelph, Ont. — Arrangements have been made whereby the Dominion Fibre Co., of Doon, Ont., whose premises there were burned out about two months ago, will locate in Guelph, taking over the old Grundy stove foundry.

Port Hope, Ont.—The town carried the Port Hope Sanitary Mfg. Co. by-law on October 10 by a vote of 343 for and 8 against. The by-law provides exemption of taxes. The company will pay the town $650 rent per year for the land.

Toronto, Ont.—The aeroplane factory to be established in Toronto, will cost, it is reported, approximately a million dollars, and will be equipped to turn out six machines per week. The machines will be purchased by the Imperial Government.

Steveston, B.C.—The rolling mills in the old Dominion Safe Works at Bridgeport, which were burned to the ground about a month ago, have been opened again in a temporary way, but arrangements are under way for the re-building of the structure.

Amherstburg, Ont. — A Canadian branch of the Solvay Process Co. of Syracuse, N.Y., is about to be established at Amherstburg. The plant, it is said, will be erected near the Limestone quarries, Anderson township, to supply all Canadian territory in soda ash.

MORE CANADIAN MUNITION ORDERS

Munition orders placed in Canada since the outbreak of the war amount to $550,000,000. An order for munitions to the value of $60,000,000 has just been received and contracts to that amount are to be placed. Since the first of the year orders have been placed amounting in value to $185,000,000.

These figures have been made public by the Imperial Munitions Board. During the months of July and August the output from Canadian industries was interrupted by reason of the difficulty experienced in procuring the necessary steel and forgings. The board is now pleased to state that, due to the efforts put forth by manufacturers, the output on most contracts is more satisfactory and increasing in volume each week.

The quantity of shrapnel shells now produced each week, complete with cartridge cases, fuses, primers and propellant charge, has reached almost 250,000, and the board has been authorized within the past week to place continua-

tion orders for this size of shell into 1917. Large orders were placed during last Spring and Summer on the larger sizes of shells, especially 8 in. and 9.2 in. This involved complete new installation of machinery and equipment. Many of these plants have now commenced operating, and the output of larger-sized shells is increasing each week, and will continue to increase until about January 1, when the maximum output of the plants should be reached. The position in Canada in regard to steel, the basis of all munition work, is now such that no interruptions in output will likely take place, as the immense tonnage required for all classes of shells has been arranged well ahead.

WHY BUSINESS MEN FAIL

(Continued from page 35.)

esting points is this: "Ability to handle men. Initiative. Familiarity with my system of records and my desires as regards correspondence. Congenial — and as much interested in the work as I; well balanced disposition; being able to handle everything with a view to the best results, regardless of personalities or obstructions."

Such laudable qualities as reliability, persistency, thoroughness, accuracy and resourcefulness naturally appeared in the course of the investigation time and again as reasons for promotion. The special abilities of business letter writing, mechanical knowledge, and selling also had weight. Laboratory ratings of a man's abilities were suggested by several as a basis for promotion.

How hundreds of business men believe these qualities can be developed is reflected in the answers to the third and fourth questions asked by System. In the suggestions these men would give their own sons are included many valuable points for the chief who has young men to hire and develop into positions as managers.

The first big fact that stands out boldly as a result of the investigation is that business men do believe in college education. Probably half of the replies emphasize this. Several men have plans for giving the boys some business experience between high school and college or technical school, or between years in college. "Then he will know what he is looking for when he goes back," said one. Several specified that he must pay part of his school expenses —an employment manager puts great emphasis on this suggestion.

Qualities You Would Want Your Son to Acquire

Insistence on a man beginning at the bottom is almost universal with these men, but many bring out the idea that instead of staying long in one job, the fellow who intends to be an executive should get the big outlines of the work and move on as rapidly as he goes through this training is brought out by such answers as these:—

(1) Teach him to take orders.

(2) Make him do his own thinking—then coach him in handling men and business problems.

(3) Give him suggestions for study as he works up.

(4) Have him mix with business men for poise and self-control.

(5) Teach him to save.

(6) Give him access to all correspondence and place his desk where he can overhear business conversations.

(7) Try to place him with a real merchant.

(8) After college—all the responsibility he can stand and back him up to the limit.

(9) Give him enough business experience to find out for what he is fitted and then let him specialize.

(10) Give him courses in personal efficiency, system and physical culture.

(11) Limit his reading and make that thorough.

(12) Have him go on the road to get other men's viewpoints.

Attention to business reading is prescribed often by those who answered System's questionnaire. Trade papers, magazines, biographies of characters worth emulation, the principles of scientific management, business law and experiences of successful men are mentioned.

Unconsciously, in these programmes, seasoned men are trying to remedy the handicaps they have felt most severely. Especially is this true of these four expressions:—

"I should try to get him to like the business, to take pleasure in his work, not to make a mechanical thing of himself, but to look on business as a game."

"I should put him in business at the lowest point of a business depression and have him eliminate all superfluous 'overhead.'"

"I should teach him to know both how and why—to learn what employees think and why every employee does or does not do his best."

"Seldom," concludes a Texas business man, "is a man educated except by a great variety of experience with a multitude—and these people should be almost any other than the folks of his own community."

Straightening a mental kink is different from "bringing out" a young worker, just as straightening a bent bone is different from making it grow true in the beginning.

Business men are rather modest about this fourth question asked by *System*—the one about their own faults and ways to correct them. But most of the fifty-odd answers that came in are shrewd and sincere.

Quick temper, tendency to work without planning, "detail," and diffidence led the list—a fact which suggests that not many got down to fundamentals.

Four men tell how they have coached themselves in self-control by stopping and trying to get the other man's viewpoint in a judicial way. One man puts irritating cases over "till to-morrow" whenever possible.

A manager who was losing time with his salesmen has cultivated a manner to hint that the matter has been thrashed out and should be dropped. A dozen men who have been working haphazard have gone to the other extreme and planned even trivial details for a time, so as to fix the habit of order.

To train himself in system, a teacher analyzed his day, sketched a graphic schedule for the week, concentrated his miscellaneous duties in the odd bits of time and then arranged outside duties to prevent him from concentrating too closely, missing his exercise and becoming a recluse. Similarly three men got relief from business worries by schedules that assured them of free time. "I have also learned not to take my business too seriously," adds one.

Too much detail—spending time recklessly because over-conscientious and distrustful of their judgment—rendered a number of these men inefficient. "By practice," one of them says, "I have learned to work smoothly, quietly and with minimum strain." Another quotes the proverb: "Drive one nail out by driving another in." An executive who was "spreading out too thin" split his work into high and low priced tasks. It looked foolish then not to hire subordinates for the cheap work.

Memory is a faculty which several who sent information to System have developed by well-known psychological rules. Getting "rattled" in emergencies has brought its cure through being "painfully deliberate." Both overwork and the tendency to be easy-going have yielded to schedules. A willingness to commit oneself too easily gave way when the man learned to let the other fellow do the talking.

One manager was truthful enough to admit the difficult habit of self-conceit He overcame it by cultivating "esteem for other men's opinions and displaying an interest in the welfare of others, without asking personal questions."

The large number of men who have felt themselves handicapped by diffidence or inability to meet and handle men is of interest. Several trained themselves to greet every customer at the shop door in a jovial, enthusiastic way, until self-consciousness and the blues were crowded out. Going to social affairs and studying ways to "sell oneself" helped two others.

PRACTICAL SHEET-METAL WORK

THREE PIECE ELBOW WITH GUSSET OR GORE PIECE.

BY THOMAS STANFIELD

WHILE it must be admitted that many articles that are shown and patterns for which are described in almost all sheet metal courses, can be bought cheaper from the factory, it is nevertheless very essential that almost every conceivable article and its manner of making should receive some attention. The writer well remembers a certain sheet metal worker who was first class at pattern developing, though only very ordinary at real manual work, and eventually became die designer for a large factory turning out all manner of stamped articles, thus showing how essential it is to know how a thing can be made up by hand, even though the article can be "bought at the factory cheaper."

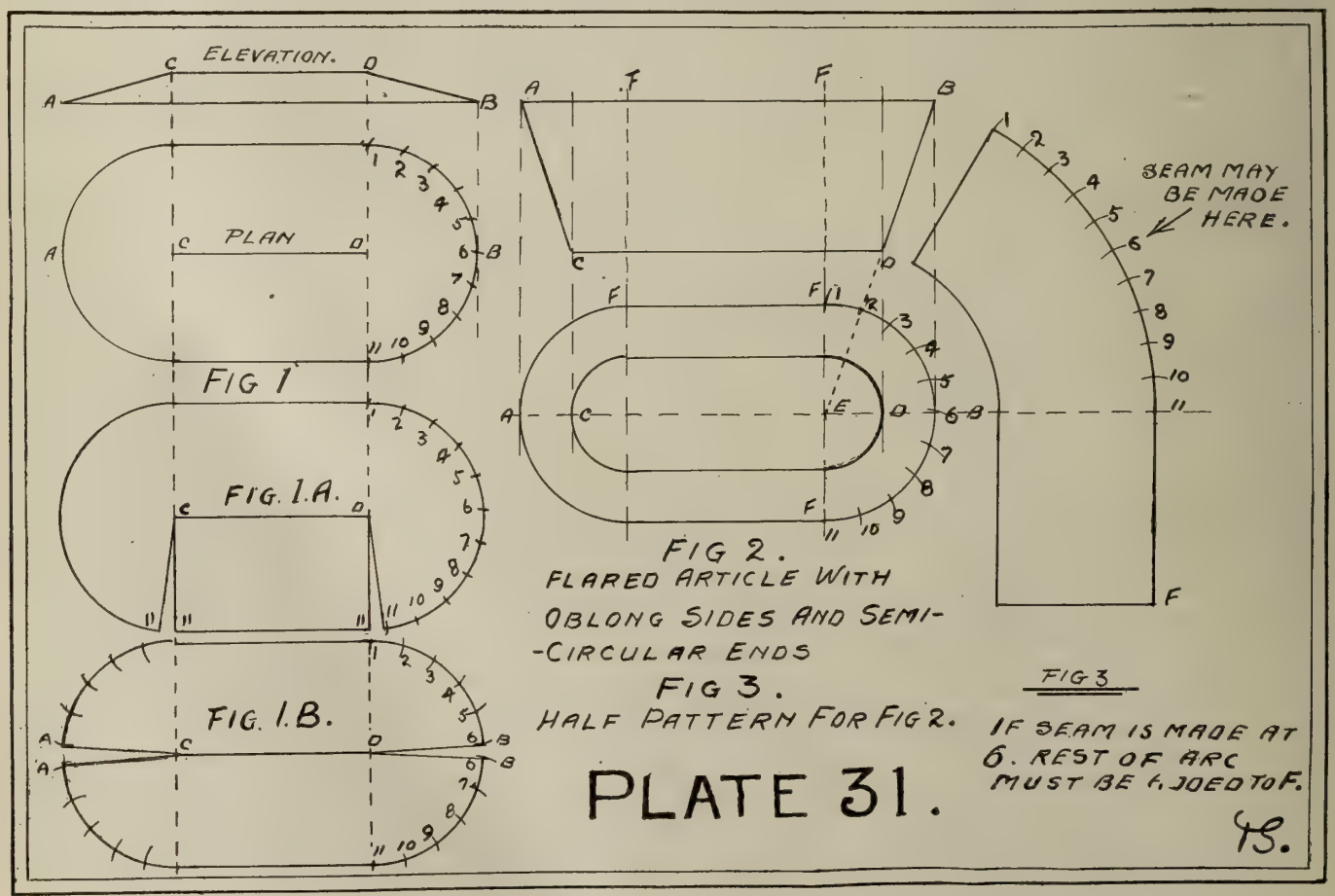
Plate 31 shows two articles, Fig. 1 and Fig. 2. Fig. 1 is a flared cover for a washing boiler; it is simply made and two methods are here given for making the seams.

Let A, B, C, D, in elevation, be the desired cover. Draw plan as shown from the elevation and divide the ends A and B into equal parts, 1, 2, 3, 4, etc. Next, with AC in elevation as radius and CD in Fig. 1A as centres, draw two semi-circles. Divide these off, using the measurements from plan, 1, 2, 3, 4, 5, 6, B, etc., until 11 is reached, which will show a slight shortage at 11. 11. This will give one method of making the pattern. Fig. 1 B shows how this cover can either be made in two pieces, or seamed at BB, AA. No allowance has been made for seams.

Fig. 2 shows elevation and plan of a flared boiler, with semi-circular ends. A B C D is elevation, from which the plan should be drawn. Having determined how much slope and depth is required, extend the sides AB and BD, as shown.

Now, with E as centre and E and D. respectively, as radii, draw two arcs. and divide them off, using the same measurements as used in plan 1, 2, 3, 4, etc., to 11. From 11 to F in Fig. 3, is shown the straight or flat side piece. If, however, the seam is made at point 6 in Fig. 3, the rest of the measurements from 1 to 6 must be added to that portion of pattern at F. This would make the seam come on ends directly opposite to each other. Very often these kind of articles are made with four seams, for two reasons. First, that smaller sheets of material can be used; second, if the locked seams are well made, they strengthen the sides considerably.

(Continued in next issue).



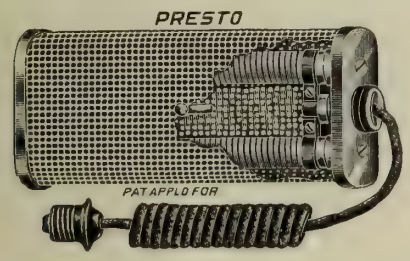
NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

PRESTO ELECTRIC HEATER

On page 43 of the Sept. 30 issue of HARDWARE AND METAL, a cut of the Presto Electric Heater was shown, accompanied by reading matter which referred to another make of heater. The cut had been inserted in error. The same cut is shown herewith, accompanied by the correct description.

The Presto, it is claimed, is built up in oval shape, with twin heating elements extending the full length of the heater, about 6½ inches. The construction throughout is absolutely fireproof and practically indestructible. It is 3½



in. wide by 1½ in. thick, covered with heavy perforated metal, black-japanned to prevent it from rusting, with nickel-plated ends. Ten feet of asbestos covered lamp cord is furnished with each heater, with regular screw plug attached to fit all ordinary house or garage lighting sockets.

The makers further state that all the user has to do is to screw the plug into the nearest light socket, put the heater under the hood, close to the engine or radiator, and go to bed assured of the fact that when he goes to the garage in the morning he will find the engine warm and starting a pleasure. It gives a strong uniform heat, and as the resistance cannot vary on account of the length of wire in the heater remaining uniform, the heating element never becomes hot enough to ignite any gases, oil or grease.

A VERSATILE BURNER

Signalizing its establishment in a new plant where Vapor stoves will be assembled on a conveyor belt, the Detroit Vapor Stove Company, Detroit, Mich., is offering to the trade a burner which uses oil or gasoline—either one, alternately, or, for that matter, in rotation with distillate in territories where the cost of gasoline mounts to fanciful figures.

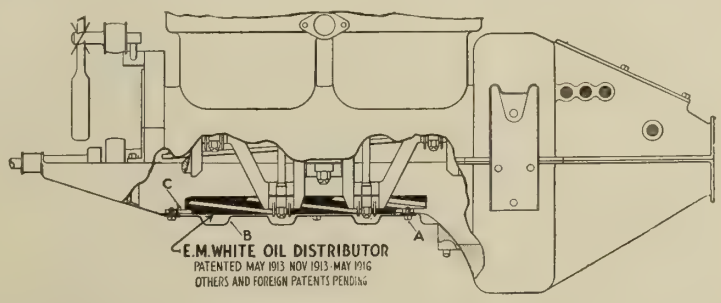
This achievement is the adaptation of the heavy annealed iron burner with its fuel economy and intense heat to either oil, gasoline, or distillate, indiscriminately.

The makers state that one effect of this is to reduce the number of stoves necessary for a complete stock, as any Detroit Vapor hot plate, room heater, water heater, or big cooking range can be delivered at once to a home that intends to use any of the three fluid fuels.

The convenience of delivering an oil, a gasoline, or a distillate stove from a single unit of stock is, according to Alvin Sherman, assistant general manager of the company, so practical that it is opening new channels of trade daily.

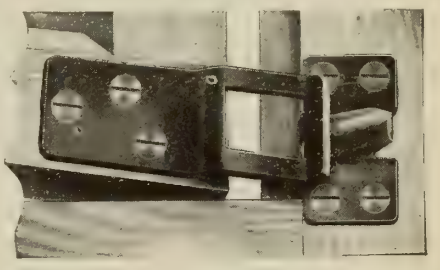
WHITE'S OIL DISTRIBUTOR

The Evapco Manufacturing Company, 427 Grand River Avenue, Detroit, Mich., has brought out a new Ford accessory, called White's Distributor. The White's Oil Distributor consists of a series of troughs made of stell combined to form a single unit and placed inside the crank case, on the right hand side. The oil splashed from the small pockets by the cranks is caught and carried by the trough rearwardly step by step to the main reservoir or fly-wheel housing. This movement of oil rearwardly prevents the accumulation of lubricating oil under the cranks especially number one crank, and insures proper lubrication of the motor whether the car be ascending or descending a grade, thus overcoming, it is said, ninety per cent. of the lubrication difficulties of the Ford motor.

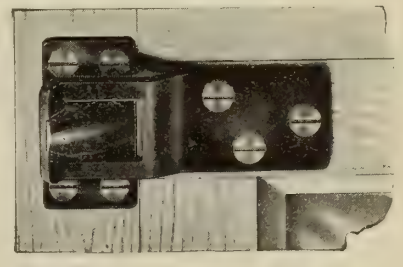


PEERLESS STORM SASH HANGER

This Peerless Storm Sash Hanger has recently been added to the line of storm sash hardware manufactured by the Stanely Works, New Britain, Conn. The No. 1715 hanger is heavy and strong.



The angle on the hook and on the head of the eye guides the eye up and over the hook, so that a sash or screen can be hung easily and quickly from the inside of the building. It is necessary only to set the storm sash in its proper groove in the casing and, using this groove as a guide, to push the sash up. The eyes slide right over and on to the hook; the weight of the sash clamps down the eyes into place.



Sashes being hung or removed need not be held far from the building, consequently there is no danger in hanging or removing them from the inside of a window equipped with No. 1715.

Packed with ¾ x 7 screws. One pair of hooks and eyes to a set; one dozen sets in a box. Gross weight, per dozen sets, 3.35 lbs. Five gross sets in a case. Furnished in Japanned, 1715-J; and Stanley Sherardized, 1715-Z.

WEEKLY PAINT DEPARTMENT

Fall Is the Best Time to Paint

Not Only the Best Time to Paint, But to Sell Paint—Various Forms of Publicity Can be Used—Make the Mails Work for You.

By Thos. E. Hunt.

MANY authorities express the view that the Fall is the best time to paint. During the summer months surfaces which should be painted have an opportunity of becoming dry and in splendid condition for receiving an application of paint.

There is no other period of the year when the property owner should think of painting, particularly all outside surfaces, than during the Fall. The coming siege of winter weather will play havoc with all unprotected surfaces. The cost of paint protection is very small when the benefits to be derived are taken into consideration.

The weather during the Spring of the present year, in most parts of Canada, was very unfavorable toward painting. Damp, wet weather prevailed for many weeks, and property owners who had contemplated painting, no doubt postponed it. They should be mighty good prospects at the present time.

Price Should Not Stop Work

It has been said by a few merchants that the high cost of paints will prevent many people from painting this Fall. It is doubtful if this objection will be raised in many cases. If it should be, there are many arguments a merchant could use to offset an objection of this kind. A difference of from $5 to $10 on a job of painting should not deter the property owners from painting. The unprotected property would depreciate in value to a much greater extent than the extra cost of the paint.

Then there is the matter of appearance. A well painted building or home will always attract more attention, command a better price, and improve the appearance of other surroundings. Well painted buildings help to create better neighborhoods and enhance property values.

There is also the question of health to be considered. Better health conditions are always found in a district or community where paint is freely used. This is true regarding both the outside and inside of the home. Better to have all pores, cracks and crevices filled up with a good paint than to harbor germs which at any time are liable to cause sickness and death.

The retailer who energetically pushes the sale of paint, not only helps to improve the homes and buildings of the surrounding country, but he incidentally increases his profits a very necessary objective in these days of keen competition.

Demand for Indoor Finishes

With the approach of Winter there is always a good brisk demand for indoor finishes to be used in preparing the home interior for the coming Winter months. During the cold weather a great deal of time is spent indoors. It is important, therefore to have the home interior as attractive, healthful, and homelike as possible. The sale of indoor paint materials could be considerably increased if better salesmanship were employed by the average retailer or salesman.

Just because a customer comes in and asks for a can of stove pipe enamel or screen enamel, doesn't mean that he is interested in those products only. Why not make inquiries to see if he does not require floor varnish or paint, wall paint, bath enamel, varnish stain, or any one of the many interior finishes which are carried in every hardware store. Tell the customer about other lines he could use in his home—the chances are he doesn't know of the many lines of specialties which are now available for the amateur painter. To many people "paint is just paint." They have not heard of many of the inexpensive and practical finishes which are now available and can be applied in spare time at home.

How to Aid Sales

There are many ways by which sales can be stimulated during the Fall. Window displays, of course, are of the old stand-bys. They are used extensively and profitably by many merchants, and neglected by others. They are the most valuable part of your store and this should be borne in mind when you are arranging Fall paint window displays.

Make the Mail Work for You

When you are sending out letters, bills, or invoices, include literature featuring some paint material or service you have to sell. Postage will not cost any more. Returns will pay you. Customers will not resent receiving advertising matter this way. Many successful firms always enclose advertising matter along with accounts. They believe it creates a much better feeling toward the firm than when a mere statement of account is sent out.

Newspaper advertising is also effective. The merchants are few indeed, who do not believe that advertising is a great business pulling force. The trouble with most of them is that they do not use enough printers' ink, and when they do use it they do not devote sufficient time or thought to the preparation of advertising copy. An excellent article on this subject appeared on pages 24 and 25 of the Sept. 30 issue of HARDWARE AND METAL. Every advertiser, whether he be a manufacturer, wholesaler, or retailer, should look up his copy of the Sept. 30 issue and if he has not already done so, he should study carefully the many excellent suggestions given in the article.

Then there are the movies. They are now being used for publicity purposes by many retail firms.

The distribution of circulars and other printed matter from house to house is a method that has been tried out with success by some retailers. The success or failure of this method depends largely on the pulling power of the literature distributed and on the thoroughness with which it is distributed.

Interior displays can also be used effectively in pushing the sale of paints during the Fall. Counters, silent salesmen, wall spaces, display stands will be found useful for holding displays which will appeal to customers who enter the store. Partly painted articles placed at strategic points in the store will attract favorable attention. A partly painted stove pipe, piece of linoleum, chair, or flooring, will impress upon customers the importance and necessity of using paints, not to speak of its beautifying effects.

Good Sale for Brushes

Along with the demand for paint there is a good demand for brushes. It always pays to push the sale of good brushes. The customer will secure better satisfaction, both from the brush and the paint with which it is used.



We Put Ourselves in Your Customer's Place

We have made a close study of the painter's and consumer's desires in the way of paint, and we have prepared a product to satisfy those desires.

Jamieson's Pure Prepared Paints and Varnishes

are a mighty good line to sell. The profit is ideal and satisfaction positive.

Secure the agency and you'll start on the road to a larger turnover.

Write for full details.

R. C. JAMIESON & CO., Limited,
Montreal, Canada
ESTABLISHED 1858
Owning and Operating P. D. DODS & CO., LIMITED

TOCH BROTHERS



House Paint That Protects

Labor is the big item of all painting operations. It costs as much to apply ordinary house-paints as it does

R.I.W. REMEMBER IT'S WATERPROOF REG. U.S. PAT. OFF. **FLEX-SICCO**

READY-MIXED PAINT

R.I.W. Flex-Sicco does not crack, peel or blister, but clings to a surface and remains elastic.

Flex-Sicco lengthens the time between paintings. For interiors and exteriors.

Write Dept. 50 for special house-paint booklet.

Manufactured in Canada by

R.I.W. Damp-Resisting Paint Co.
TOCH BROTHERS
Gerrard St. and Carlaw Ave., Toronto, Ontario

R.I.W. REMEMBER IT'S WATERPROOF

MR. CLERK
YOUR SPARE TIME

WHAT do you do with it? By that we mean, is it **bringing you** any returns in the ways that go to assure your future success?

How would you like to know of a plan that will bring you in as much (if not more of an income) than your regular occupation. **Would you be interested?**

We have a plan by which hundreds of **clerks** throughout Canada are greatly increasing their weekly incomes. This plan interferes in no way with their regular duties. It helps them to become of more value to their employers as well. Besides it supplies them with extra funds.

Write, and we'll give full particulars concerning it. This places you under no **obligation**, we'll be glad to tell you all about it. Drop us a line **To-Day**.

The MacLean Publishing Co.
Dept. C.G. **143-153 University Ave.**
Toronto **Canada**

New Glass To Be High

New Glass Manufacturing Year Starts This Month — New Prices to be Higher, But Low Considering Present Conditions.

ANOTHER year of window-glass making will commence in the United States about the end of the present month, when all hand-operated plants and a number of machine factories will resume operations after a period of five months' idleness. The trade naturally wonder what will happen to glass prices. The window glass situation in the United States summer up by the Johnson Brokerage Co. at the beginning of the month, is as follows:—

"The production of window glass during the past manufacturing year was the greatest in the history of the business and to-day stocks in manufacturer's hands are smaller than ever before, while jobber's stocks are barely normal, if that. With all stocks completely exhausted the outlook for a prosperous year is excellent and all those who are affiliated with the industry have reasons to feel secure in the belief that another satisfactory and profitable year is ahead of them.

Those engaged in glass making may not have acquired any new methods in conducting their business in recent years, but it must be admitted that they have made far better use of such commercial knowledge as they possessed than ever before. By the application of common sense methods to their practical experience in making glass they have obtained excellent results for their labor and investment and it is only fair to believe these same methods will continue along improved lines. The cost of manufacturing in nearly every line has increased and glass making shows no exception. Everything entering into the product is higher. This embraces labor, both skilled and unskilled, fuel and all materials entering in to the product. These advances range from 15 to 50 per cent. Selling prices are higher, this being necessary to care for the increased outlay.

Those who have purchased glass during recent years have noticed a gradual improvement in business and the small annual increase in costs and selling prices without alarm, but with growing confidence in the general business situation and while little speculation has entered in the transactions, these purchases have shown continued profitable results and have enabled distributors to show a reasonable profit they are entitled to. To review the business of the past four or five years it must be admitted that it has been most satisfactory to manufacturers, distributors, and workers and to-day it is the cheapest commodity of its kind entering into building construction. We think it is proper to recall some of these facts at a time when preparations are under way for the commencement of a new year as it should be reassuring to those who devote their time, energy and capital in making and selling this important article. New glass will be higher, but all conditions considered, it will be cheaper than have been your purchases during the past year or more. When they understand that this letter refers to a product that has undergone but little change in the past years, it is interesting. No new styles or models are offered, but a dependable article better assorted perhaps and packed in many cases more carefully, but generally speaking unchanged."



WEEKLY PAINT MARKET

(Continued from page 52.)

local demand for this commodity. Prices quoted are as follows:

	Raw.	Boiled.
1-3 bbls.	$1.01½-1.08	$1.04-1.10½
3-5 bbls.	1.00½-1.07	1.03-1.09½
6-9 bbls.	99½-1.06	1.02-1.08½

Turpentine Still Shows Big Spread

TURPENTINE.—There continues to be a wide spread in prices quoted on turpentine in the local market. In some quarters the price was firmer by 1c per gallon, and was quoted at 72c, whereas in one case the lowest quotation of last week still maintained at 65½c per gallon in single barrel lots. The situation in the primary market in the Southern United States has been in a slightly fluctuating condition. The market has moved upward and downward within narrow margins within the past week or ten days. On Monday of last week turpentine was quoted in Savannah at 43¾c per wine gallon. On Tuesday of the same week it advanced a ¼c to 44c; while the following day it went to 44¼c, and on Thursday it reached 44½c, where it remained throughout Friday. On Saturday the market was quiet and dropped back to 44c. On Monday of this week it declined to 43¾c, and held at that level throughout Tuesday. On Wednesday it advanced again to 44c, where the market was reported firm. One concern quotes at 65½c in single-barrel lots; two others are quoting at 67c. The majority are quoting 72c per Imperial gallon.

White Lead in Oil Holds Steady and Firm

WHITE LEAD.—There has been no change recorded in the price of white lead in oil during the week, but prices have held steady to firm, with advances not improbable in the near future. A restraining factor operating to keep prices at the present level are the present high quotations. Dealers assert conditions in the pig lead market warrant an advance over present prices. Consumption at present is not heavy, and this is also a restraining factor against an advance. In ton lots it is quoted at $13.95, and in small lots at $14.25 per 100 pounds.

Shellac Prices Are Holding Very Firm

SHELLAC.—There is a firmness in the shellac market, with recent advances recorded in certain quarters. In single gallon cans pure white shellac is quoted at $2.55 and the orange at $2.30. This represents an advance of 35c over the price of ten days ago. In barrel lots, white is quoted at $2.40. Some dealers have considerable stocks on hand, and this is stated to be a steadying factor operating to restrain a more general advance.

Gasoline Holds Firm at 26½c Per Gallon

GASOLINE.—Gasoline holds firm at recent quotations of 26½c per gallon. There is a firmness in the market, due to the slightly higher prices for Oklahoma crude oil. The demand for gasoline keeps up exceptionally well with the continuation of good motoring weather. But even with the drawing to a close of motoring weather, the demand will no doubt keep, as the European demand will be none the less heavy. Farmers will also be using larger quantities during the winter in their gasoline engines in the cutting of feed.

Window Glass Has Firm Tone in Market

GLASS.—Reports from the United States are to the effect that with the naming of new prices on window glass about November 1 an increase over present prices is looked for. Glass makers this year are late in starting their factories; operation will not start until October 25. Dealers in Canada get almost their entire supply of glass from American factories. An advance of about 10 per cent. is anticipated by some of the large concerns when the new prices are named.

INCREASE YOUR TRADE

BY

Modern Show Card Lettering, Designing, Etc.



SIXTH EDITION---NOW READY

WITH THIRTY-TWO ADDITIONAL PAGES TO THAT OF FORMER EDITIONS

A practical treatise on Up-to-Date Pen and Brush Lettering, giving instruction representing many styles of lettering, position, movement, shading, spacing, designing and arrangement, with illustrations of large and small letters of each alphabet, together with a full analysis and diagram for making neat and prominent figures off-hand for price tickets, etc. Over 400 illustrations of finished show cards and price tickets are given in

Marking Pen Lettering
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Automatic Pen Lettering and
Up-to-Date Brush Lettering

outside of fifty-one page alphabet plates and lettering exercises of a large variety of standard show card alphabets with practical instruction, together with show card designs, showing how to produce neat and fancy border and scroll outlines, tinted backgrounds, etc.

This book is far beyond anything ever published in this line. It contains solid, practical, commonsense instruction—a book that is free from absurd theories and mystifying kinks, and contains 2,000 advertising phrases for Card Signs, Posters, etc.

All orders payable in advance. If you do not find this book worth the price return it inside of five days and get your money back.

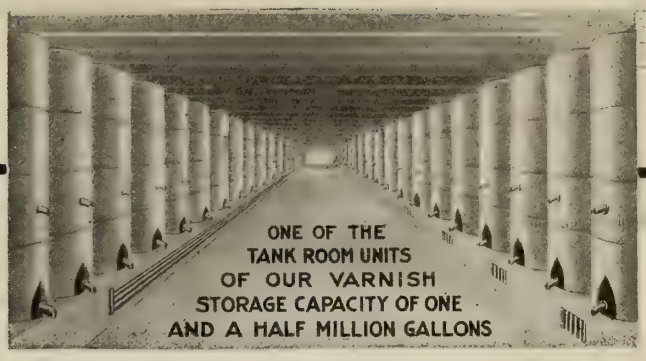
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Page size of book 6x9 in., 144 pages

The MacLean Publishing Co., Ltd.

BOOK DEPARTMENT

143-153 University Ave., Toronto



THIS is one of the great storage tank rooms where our varnishes are aged before shipping.

Every dealer knows that next to quality, uniformity is one of the leading essentials demanded by the varnish buyer.

All products offered under the same name and bearing Berry Brothers' label are always identical in every particular, no matter how long between purchases.

Body, drying, working qualities, durability and every other feature are fixed facts and not uncertain quantities.

Our accurate methods of manufacture and exceptionally large storage capacity enable us to insure these qualifications.

All our finishes are easy to sell because of their earned record for complete dependability.

LUXEBERRY WHITE ENAMEL—whitest white, stays white Makes a permanent snow white finish in either dul or gloss effects.

LIQUID GRANITE—floor varnish. Makes a smooth, satiny finish. Lasting, waterproof, marproof, also adapted for bathrooms, window sills and casings, and all interior work where great durability is desired.

LUXEBERRY WOOD FINISH—for general interior work. Develops and preserves the grain of all woods, and makes a handsome and lasting finish. Rubs perfectly.

LUXEBERRY SPAR—for exterior work. Especially adapted for durability under extreme exposure—front doors, store fronts, marine work, etc. Makes a handsome finish and will not turn white under the severest conditions of wear.

We make a specially adapted varnish or enamel for every known use.

Write for our price list and interesting dealer's proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

WALKERVILLE, ONTARIO

408)

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Oct. 18.—Continued adverse reports regarding the condition of the crops in the Argentine keep coming in. Crushers have small hopes now that the first reports were exaggerated. Drought appears to have reduced the crop of flax by about 50 per cent. Flax seed in Montreal made a sensational jump of eleven cents in one day going from $2.24 a bushel to $2.35. This took place on Tuesday, and on Wednesday the market was exceedingly firm with expectations of possibly a further increase in the price of seed.

United States Demand Lessens

Increasing firmness in prices of Canadian stocks produced a diminution of American demand for the seed and oil. This demand from across the border had contributed a little to the firming of prices when crop reports proved disappointing, but now the principal cause of the high prices for linseed oil is the condition in the Argentine alone. In the opinion of leading men in the business there is not much likelihood of this condition showing any substantial improvement, and linseed prices look like remaining firm.

Business Not Sought

There is a distinct reluctance on the part of large jobbers in Montreal to encourage business in linseed oil at present. The market is far too uncertain. Those who have substantial stocks are inclined to retain them. Prices are firm at last week's figures which are as follows:

Linseed Oil	Raw.	Boiled
1 to 4 barrels	98c	$1.01
5 to 9 barrels	96c	0.99

It is possible in some cases to get linseed oil in Montreal at figures a shade lower than these for instance 95 cents for raw, and 97½ cents for boiled, in small lots, and some firms make their quotations straight for all orders large or small during the present condition of the market, there being, as already stated, no inclination to go in for the sale of linseed oil on any large scale.

Paint in a 'Between Time'

There is no particular activity in paint business at present. The trade is in one of the between times, expecting increasing orders for spring business, and at the end of fall business. Conditions however, are generally reported good, and the outlook for spring trade encouraging. One leading firm of paint manufacturers expressed the opinion that even if linseed oil does go still higher the firm will go very slow in increasing their prices for mixed paints. "We would rather accept a smaller profit" said a member of the firm "The recent increase in prices of paints has satisfied us so far, and business is none the worse for it." That the recent advance was justified long before it came is current opinion in the circles of the trade, but while further increases are being hinted at in view of the excitement in linseed oil, no one seems anxious for them.

Turpentine keeps steady.

While linseed oil has been indulging in pyrotechnics, the conduct of turpentine has been exemplary. No startling changes are recorded as regards turpentine. Quotations maintain as during the past couple of weeks at from 67 to 70 cents per gallon in barrels. The two to four barrel order gains an advantage in price of a cent lower. Smaller orders than a barrel range from 72 cents to 75.

White Lead in Oil

Prices for white lead in oil are all firm as last week, most large jobbers in Montreal quoting $13.80 per 100 lbs. for white lead in oil in 1 ton lots and $14.10 for less than ton lots. The increase in price of linseed oil has not affected the price of lead in oil as yet to any considerable extent. Lead shows a firmness on the metal markets this week, and the trade interested in the product in oil is watching the trend of both metal and oil anticipating further effects from the present firmness of tendency.

Gasoline Keeps Steady

Unchanged for the past two or three weeks, gasoline keeps at 27½ cents per gallon from the tank car, in drums, or in wood (wood packages charged extra but returnable at cash refund.)

Glass Very Firm

The market for glass is very firm, and the hardware trade notes that the discount of 20 per cent. formerly allowed is now reduced to 15 and 5. There is great scarcity of labor and of glass also in this connection, and demand is brisk.

TORONTO

TORONTO, Oct. 20.—There is a generally firmer tendency in nearly all paint commodities. Putty shows a firmness, with an advance not improbable, in view of the high price of linseed oil and the scarcity of whiting. Shellac has advanced, and is firm. Turpentine holds steady, with an increase of 1c recorded by some dealers. Linseed oil is expected to go higher in the face of the advancing flaxseed market. Glass is firm, and dealers are looking for higher prices when the American manufacturers name their prices about November 1. Business on the whole has been good.

Flaxseed Advances And Oil Much Firmer

LINSEED OIL.—The market for linseed oil might be characterized as firm. If larger quantities of oil were in demand at the present time much higher prices would undoubtedly prevail at the present moment. There has been an advance of ½c per gallon in one instance, oil in 1 to 3-barrel lots being now quoted as high as $1.08 per gallon. Prices range down to $1.01½ for raw. In one instance there was a lower price of 97½ quoted until Wednesday of this week, but with the big advance of 8c per bushel in the price of flaxseed on Tuesday over Monday's close, this concern in question decided to withdraw quotations pending advices. Flaxseed at Wednesday's close in Winnipeg was 11c higher than the close of the previous Wednesday, when it was $2.28. On Wednesday of this week it closed at $2.39. Thursday opened strong, with an upward tendency in seed quotations. In some well-informed circles a steady advance in the price of linseed oil is looked for. One man who keeps closely in touch with the situation gave it as his opinion that oil would reach $1.25 a gallon before the winter is over. Reports from the Argentine have not been any more reassuring about the crop there. Snowstorms in the Canadian North-West have also shut off threshing in that section. These are the factors operating to cause a bullish tone in the market. Oil cake continues in good demand, both locally and for export. Prices range from $43 to $45 per ton. There is a noticeable improvement in the

(Continued on page 50.)

A GILT EDGED PROPOSITION

FOR YOUR PAINT DEPARTMENT

B·H

SECURE THIS AGENCY



Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM

Ingots, 99% pure, lb..... 66
Pattern, lb. 66
Sheets, $1 to $1.25 base.

AMMUNITION

Dominion Metallics—B.B. Caps, 25%; C. B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle smokeless, 7½%; other rim fire, 10%; center fire pistol, add. 35% list; center fire sporting, add. 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add. 35% list; empty shot shells, 5%; blanks, add. 25%; bullets, add. 40%.
Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, 2½% off list; "Regal" Dense Smokeless Powder, 2½% off list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

"Winchester" B.B. Caps, $2.05 M. net; C.B. Caps, $3.90 M. net; 22 short, black and Lesmok, 12½%; 22 short, smokeless, 25%; 22 long black and Lesmok, 12½%; 22 long black and Lesmok, rifle, 22 long, rifle, black, add 2% advance; Other R. F. ball, 2½% advance; R. F. Shot, 12½%; Pistol and Rifle Shot, 32% advance; Military Pistol and Rifle Ball, advance 52½%; Military and Sporting advance 66 2-3%; Primers, $3.35 per M. net; Brass Shot Shells, 15%.

Shot, standard, 100 lbs., Toronto, $14.50; Montreal, $14.25; net extras, as follows, subject to cash discount only; Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.
Dominion Hand Traps, $3.50 each, net f.o.b. Montreal.

ANTIMONY

See weekly report.

AUGERS

Ford's Auger Bits, 30 and 10%.
Irwin's Auger, 40%.
Gilmour's Auger, 60 and 5%.
Gilmour's Special, 70%.
Rockford's Auger, 50 and 10%.
Gilmour's car, 47½%.
Clark's expansive, 40%.

AUGERS, POST

B.T.—8 in. net	3 00
B.T.—10 in. net	3 30
B.T.—12 in. net	3 90

AXES

Forrester, doz.		7 25
Cherokee, doz.		9 00
Hand made, doz.		9 00
Model, doz.		9 25
Black Diamond, doz.		9 50
Samson, single bit, doz.		9 75
Samson, single bit, handled doz.		13 50
Samson, double bit, doz.		13 50
Samson flooring axes, No. 2, doz.		10 75
Single bit, doz.	7 75	10 50
Double bit	11 50	13 00
Hunters' Axes	6 00	6 50
"Boy's" Axes	6 25	7 00

Bench Axes, Samson

No. 2, doz., net	10 10
No. 3, doz., net	10 50
No. 4, doz., net	11 50
No. 5, doz., net	12 90
No. 6, doz., net	13 70

BABBITT

Canada Metal Co., Ltd. — Imperial Genuine Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 11 to 60c lb.

Thomas Robertson & Co., Ltd., —No. 1, 32c; No. 2, 23c; No. 3, 19c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D." Nos. 1, 2 and 3.
Prices 11c to 60c pound.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA." Faultless "A." Reliance "AA." Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 11c to 60c.

Langwells—Extra, 16c; No. 1, 15c; No. 2, 14c; No. 3, 12½c.

BELTING (Leather.)

Extra, 40%.
Standard, 40 and 10%.
Lace leather, per side, $1.10; cut laces, No. 1, $1.30.

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

BENZINE

	Montreal	Toronto
Single bbls., gal..	0 31½	0 30½
Drums, gal.	0 28½	0 27

BOLTS AND NUTS

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 35%.
Carriage Bolts ($1), list, 7-16 in., 20%.
Machine Bolts, ⅜ in. dia. and smaller, 35%.
Machine Bolts, 7-16 in. dia. and larger, 25%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 25%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 20%.
Coach and Lag Screws, 45%.
Skein Bolts, 40%.
Square Head Blank Bolts, 40%.
Bolt Ends, 35%.
Plow Bolts, 25%.
Elevator Bolts, 25%.
Fancy Head Bolts, 20%.
Shaft Bolts ($3 list), 25%.
Step Bolts, large head ($3) list, 25%.
Whiffletree Bolts, 25%.
Nuts, square, 1¾c off list.
Nuts, hexagon, 1¾c off list.
Stove Rods, per lb., 8c.
Stove Bolts, 60%.
Tire Bolts, 45%.

BORAX

Lump, Crystal Borax, lb.. 0 09½

BRASS

	Per lb.
Springs, sheets, 8 in. wide, up to 20 gauge	0 60
Rods, base ½ to 1 in. round	0 55
Tubing, seamless base	0 55
Tubing, iron pipe size, 1 in. base	0 50
Copper tubing same as brass.	

BARS (Clothes)

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

BOILERS (Range)

30-gal. Standard	8 25—8 75
30-gal. extra heavy	11 50

BOARDS, BAKE

	Per doz.
No. 1—18 in x 24 in.	6 60
No. 2—18 in. x 28 in.	7 20
No. 3—20 in. x 30 in.	7 80

BOARDS (Ironing)

Size 12x60 ins., doz.	7 20
Size 14x60 ins., doz.	8 40
Folding, 14x58 ins., doz.	16 50

BOARDS (Sleeve)

Basswood, stationary, doz.	2 00
Folding, per doz.	3 50

BOARDS STOVE

Wood lined, 50, 10%.
Paper lined, 60%.

BOARDS (Wash)

	Tin Plate Per doz.	Zinc
Pony	$....	$1 75
Crown	....	3 55
Dandy	....	3 75
Improved Globe	2 65	3 85
Standard Globe	2 75	3 95
Neptune	2 75	3 96
Original Globe	3 00	4 25
Newmarket King	....	4 25
Victor (Glass)	....	4 25
Jubilee	....	4 25
Diam'd King (Glass)	....	4 50
Western King (Enamel)	....	4 25
Beaver, brass	....	6 00
Wood, double faced..	....	1 25

Subject to small discounts for quantities.

BRUSHES

Weighted, 15 lbs., per doz..	16 13
Weighted, 20 lbs., per doz..	18 50
Weighted, 25 lbs., per doz..	22 32

CANS

Milk factory cans, 15%.
Cream cans, 20%.
Railway cans, 20, 5%.
Hand delivery and creamery cans, 20%.
Cream cans, 35%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%.
Milk can trimmings, plus 10%.
Common, cork-lined, 3%.

CEMENT AND FIREBRICK

Less than carload lots		1 85
Portland, per bbl., carload lots, f.o.b. Toronto..	1 50	1 50
White Bros. English..	2 00	2 05
"Lafarge" cement, in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
Fire brick, English	17 00	21 00
Fire brick, Mm., low	23 00	25 00
Fire clay, 2½-lb. tins, doz.		1 25

CEMENT (FURNACE)

1¼ lb. tins, per doz.	1 00
6 lb. tins, per doz., lb.	0 05
25 lb. tins, per doz., lb.	0 04

CEMENT, ROOFING

	Per gal.
Roofing cement (in bbls.)..	0 29
Cement (in 5 and 10 gals.)..	0 23
Cement (in 2 gals.)	0 30
Cement (in 1 gal.)	0 35

CHALK

Carpenters' lead pencils, per gross	2 40	6 75
Crayons, per gross	0 20	0 20
Carpenter, red, gr.	1 25	1 20
Carpenter, blue, gr.	1 25	1 30
Carpenter, white, gr..	1 05	1 10

CHAIN

Quotations nominal.
Proof coil, per 100 lbs., ¼, $9.45; 5-16, $9.10; ⅜, $8.35; 7-16, $7.15; ½, $6.95; 9-16, $6.95; ⅝, $6.80; ¾, $6.70; ⅞, $6.55; 1, $6.40.
Electric Weld Coil Chain—BB 3-16 in., $10; ¼ in., $7.25; 5-16 in., $6.75; ⅜ in., $5.75; 7-16 in., $5.25 per 100 lbs.
Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.
Steel Jack, 15% net.
Brass Jack, net.

CHURNS

List No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 35%; f.o.b. Ottawa, Kingston, and Montreal, 32½%.

CHOPPERS, FOOD

Universal No. 0	$12.00 doz.
1	12.80 doz.
2	16.20 doz.
3	23.40 doz.

COPPER

	Montreal	Toronto
Casting ingot, see weekly report		
Bars, ½ to 2 in.	46 50	46 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	45 00	45 00
Copper sheet, tinned, 14x60, 14 oz.	54 00	54 00
Copper sheet, planished, 14x60 base..	57 00	57 00
Braziers' in sheets, 6x4 base	46 50	46 50

COPPERINE

No. 2, 25c; No. 1, 30c; finest, 35c; tough, 45c.

CORD (SASH)

No. 6, lb.	0 40	0 40½
No. 7, lb.	0 39	0 39½
Nos. 8, 9, 10, 12	0 38½	0 39

COAL TAR

Crude coal tar, per bbl.....$4 50
Refined coal tar, per bbl.. 5 50

CANADA PLATES

	Montreal
Ordinary, 52 sheets	4 50
All bright, 52 sheets	6 30

	Galvanized Apollo	Crown	Gorbals
18x24x52	6 25	6 25	6 50
60	6 50	6 50	6 75
20x28x47	6 75	6 75	7 00
20x28x94	13 50	13 50	14 00

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 14x20 base	$ 8 00
IX, 14x20 base	9 00
IXX, 14x20 base	10 25
IXXX, 14x20 base	10 25
Raven and Murex Grades—	
IC, 14x20 base	7 00
IX, 14x20 base	8 00
IXX, 14x20 base	9 50
IXXX, 14x20 base	12 00
"Allaway's Best" Standard Quality.	
IC, 14x20 base	8 75
IX, 14x20 base	9 75
IXX, 14x20 base	10 75

CHARCOAL TERNE PLATES

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 210 lbs., $11.50; 216 lbs., $12.

COKES, BRIGHT

Bessemer Steel—
10x14x20 base 7 50
20x28, double box 15 00

CLOCKS, ALARM

Good Morning, each	0 95
Look Out	1 10
Big Ben, each	2 25
Baby Ben, each	2 25
Sleepmetre, each	1 10

CROWBARS, 5½c per lb.

DRILLS

Bit Stock Drills, 50%.
Wood Drills, 20%.

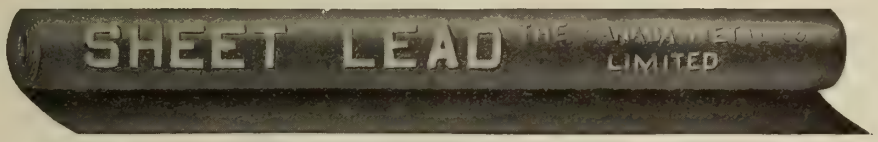
TIN
COPPER
ANTIMONY
ALUMINUM
SPELTER
LEAD
THE CANADA METAL CO.
LIMITED
Montreal - TORONTO - Winnipeg

Catalogue "A" Mailed Free

EVERYTHING
IN
METALS







THE CANADA METAL CO., LIMITED, TORONTO
Hamilton Montreal Winnipeg Vancouver

MOORE'S
House Colors



Paint Big Name for your Store by Selling the Remarkable Moore Value

These pure linseed oil paints have given excellent service from coast to coast, and our agents are enthusiastic over the profit.

If you are on the lookout for a real live proposition—one that will increase your sales, write us re the agency for your district.

Benjamin Moore & Company, Limited
WEST TORONTO

If interested, tear out this page and keep with letters to be answered.

"DOMINION CROWN BEST" — DOUBLE-COATED TISSUE.

I C, 14 x 20 base.... 7 00	7 00
I X, 14 x 20 base.... 8 25	8 25
I X X, 14 x 20 base 9 50	9 50

FILES AND RASPS. Per cent.

Great Western, American..	65
Kearney & Foot, Arcade...	65
J. Barton Smith Eagle ...	65
Disston Brand	65
McClellan Globe	65
Nicholson	50
Black Diamond	50
Delta Files	65
Globe	65
Vulcan Brand	65

FITTINGS (IRON PIPE)

Montreal discounts: Canadian malleable, 25%; bushings, 60%; flanged unions, 50%; malleable bushings, 55%; nipples, 70%; 4½ in. and larger, 65%; malleable lipped unions, 60%; plugs, 55%.

London discounts: B. & C., 20%; A, net; bushings, 60%; unions, 60%; nipples, 72½%; plugs, 60%; iron stop cocks, 52½%.

FIXTURES, STALL. Doz.

Hollow and pressed steel...	0 81
Solid	1 20

Special Stall Fixture, 40%.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick.	1 50
Smaller sizes	1 70
Mounted No. 115, each.....	3 75
Bi.-Treadle, each.....	4 25

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 7 75
Russet rope shank, 1¼ in..	9 25
Black rope shank, 1 in. ...	8 00
Black rope shank, 1¼ in...	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL)

7-16 in. gross, $15; ½ in., $18; ⅝-in., $21.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt..	11 00
Masons, 5 lbs. and over, per cwt.	13 00
Napping, up to 2 lbs.	0 13½

HANDLES (WOOD) Net

Axe, No. 3 culls, doz.....	1 01
Axe, No. 1 hickory, doz.....	2 14
Axe, 2nd growth, doz.	3 00

Extra quality, 40 per cent.

All second growth hickory handles, 40%.

All pick handles (all kinds), 35%.

All other hickory handles, 37%.

All ash and maple axe handles, 40%.

All hickory team neck yokes, oval and round whiffletrees and wagon doubletrees and eveners, 25%.

All oak, ash and rock elm team neckyokes and singletrees, 30%.

All doubletrees and eveners, 25%.

All hickory cant hooks and peevies changed to 25%.

All maple cant hooks and peevies changed to 35%.

Second growth and No. 1 neckyokes, ash and hickory heavy team neck yokes and whiffletrees are struck off the list, and in future all these goods will be known as: White ash and hickory neckyokes and single teams, and will be sold at the present list price of second growth.

Boys' axe handles, 28 in., extra, $2.50; No. 1, $2; No. 2, $1.60; maple, $1.75; ash, $1.90 per dozen.

Prospectors, miners and drift pick handles, 22 in., $3.20; 34 in. and 36 in., $3.40 per dozen.

Manure fork handles, short, $3.60 per dozen.

Hickory pick handles, No. 1, $3, and No. 2, $1.75 per dozen.

Hickory axe handles, No. 3, 30 in. to 36 in., $1.60 per dozen.

All second growth ash hay fork, manure fork, shovel and spade, hoe and rake handles, 30%; extra quality, 40%, and No. 1, 45%.

HANGERS, BARN & PARLOR

Stearns, wood track, Special, Zenith	9 00
Atlas, steel covered..	$5 25 6 60
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible, doz.....	6 50
Steel King Hangers, doz. sets	6 40
Storm King and safety hangers, doz.....	6 50
Steelall	9 00
Storm King rail	4 70
Crown	4 85
Crescent	7 25
Sovereign	6 50
Steel track, 1 x 3-16 in. (100 ft.) .....$	3 25
Steel track, 1¼ in.	6 00

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch		14 40

Subject to discount of 40 per cent. off list.

Light.		
3 in., doz. prs...	1 00	1 00
4 in., doz. prs...	1 20	1 10
5 in., doz. prs...	1 40	1 30
6 in., doz. prs...	1 70	1 50
8 in., doz. prs...	2 50	1 80
10 in., doz. prs...	3 50	2 40

Discount 40% off list.

Screw Hook and Strap Hinge—	
Under 12 in., per 100 lbs....	6 50
Over 14 in., per 100 lbs.....	6 00
Extra hooks for above, ⅝ in., per lb.	7
Extra hooks for above, ¾ in., per lb.	6¾

Spring, per gross—No. 5, $18.60; No. 10, $19.50; No. 20, $11; No. 50, $30; No. 51, $10.20; No. 120, $18.60; No. 2255, $22.20.

HOOKS, CORN.

Cyclone, doz.	2 40
Hoes, corn, doz.	5 40

HOOKS, GRASS. English

	Canadian	Fox
No. 2, per doz.	2 40	3 25
No. 3, per doz.	2 50	3 70
No. 4, per doz.	2 60	4 00
No. 5, per doz.	2 80	....
Little Grant	4 40	....

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, $4.40; No. 1 and smaller, $4.65; show pattern, No. 2 and larger, $4.65; No. 1 and smaller, $4.90; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.85; No. 1 and smaller, $5.10; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $6.25; special countersunk steel, all sizes, 0-4, $6.75; toe weight steel shoes, all sizes, No. 1 to 4, $7.25.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.60; No. 2 and larger, $1.50; "Sharp" No. 2 and larger, $1.70; "Sharp" No. 1 and smaller, $1.80. Put up in 25-lb. boxes.

HOSE, LAWN.

Corrugated, ½ in., ft.....	0 12
Corrugated, ¾ in., ft.....	0 16
Corrugated, 1 in., ft.....	0 22

Less 5% for full reels, 500 ft.
Cable, 70%.
Leader, 60, 10%.

HAT AND COAT HOOKS

Coppered wire, 3 in., 75c gross.

IRON AND STEEL

	Montreal	Toronto
Angles .....base	3 50	3 75
Common bar, per 100 lbs.	2 90	3 40
Refined iron, per 100 lbs.	3 15	3 40
Horseshoe iron, per 100 lbs.	3 15	3 75
Norway iron	7 50	6 00
Mild steel	3 50	3 40
Band steel	3 50	3 65
Sleigh shoe steel...	3 50	3 50
Domestic	3 50	3 50
Reeled machinery steel	4 75	5 50
Tire steel	3 60	3 65
Toe calk steel	4 50	4 25
Mining tool steel, per lb.	0 11½	0 12
Cammell Laird, lb..		0 22
Sheet, cast steel, lb.	0 20	0 22
Black Diamond tool steel, per lb.	0 12	0 12
Silver tool steel, lb.	0 17¼	0 22
Spring steel	4 50	5 00

IRON, TINNED.

72x30 up to 24 gauge, case lots	14 25
72x30, 26 gauge, case lots.	14 75

Less than case, 25c per 100 lbs. extra.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set .....90c-$1.00	
Mrs. Potts, No. 50, nickel-plated, per set .....$1-$1 10	
Mrs. Potts, handles, japanned, per dozen	0 90
Sad irons, common, plain...	5 00
Sad irons, common, plated..	5 50
Princess Electric, each	2 75
Ideal Electric, each	2 50
Canadian Beauty	2 50
Gasoline Sad Irons, each....	3 50
Ideal Gasoline, each	3 15
Dover Electric, net	3 00
No. 70, Dover ,per doz.....19	20

LADDERS, ETC.

(Step Ladders)

Shelf-lock	14c ft.
Ontario	17c ft.
Faultless	21c ft.
Mechanic	26c ft.
Hercules	24c ft.
Perfect	22c ft.
Faultless, extra heavy ...	26c ft.
Hercules, extra heavy....	29c ft.
Mechanic, extra heavy...	31c ft.
Chair ladders, each $2	00
B.T. Standard	17c ft.
B.T. Economy	13c ft.
B.T. Iron Bound, 4-9 ft...	25c ft.
B.T. Iron Bound, 10-14 ft.	30c ft.
B.T. Iron Bound, 15-16 ft.	40c ft.
B.T. Iron Bound, 17-20 ft.	50c ft.
Crescent	16c ft.
Household	12c ft.
Standard	19c ft.
Electrician	25c ft.
Heavy duty	45c ft.
Extension	23c ft.

Common and Roped Extension.

Up to 32 ft.	16c ft.
Up to 36 ft.	18c ft.
40 to 44 ft.	19c ft.
48 to 52 ft.	24c ft.
56 to 60 ft.	29c ft.

Single and Fruit Picking.

10 ft. to 16 ft.	12c ft.
18 ft. to 22 ft.	13c ft.

LANTERNS Per doz.

Cold Blast, doz. .....$	8 00
Short Globe, doz.	8 00
Jumbo, doz.	9 25
Jap'd Dash, doz.	10 75
Search Dash, doz.....	11 25
Searchlight, No. 20, doz...	19 00
All brass	24 25
Little Bobs A.C., doz.....	2 00
Copper, well japanned, doz.	12 75

LANTERN GLOBES

Cold blast, short	0 65
Cold blast	0 65
Prism globes	1 20
Cold blast, short ruby	2.50
Cold blast, common ruby..	2 50

Less 5c a doz. in 6 doz. lots.

LATHS (METAL) Per sq. yd.

24-gauge, pa'ted metal lath	0 15
24-gauge, pa'ted metal lath	0 15
23-gauge, pa'ted metal lath	0 17
24-gauge, galv. metal lath.	0 21
23-gauge, galv. metal lath	0 23

LEAD Montreal Toronto

Trail, 100 lbs., see weekly report.
Lead Wool, 11c lb.

Sheets, 3 lbs. sq. ft.	12 00	11 75
Sheets, 3½ lbs. sq. ft.	11 75	11 75
Sheets, 4 to 6 lbs. sq. ft.	11 50	11 50

Cut sheets, ¾c per lb. extra.
Cut sheets to size, 1c per lb. extra.

LINES, PLOUGH

Russian hemp, $3.80 doz. pair.
Bleached flax, $5.75 doz. pair.

MACHINES (WASHING)

List prices are withdrawn.

	List Each
Canadian .....$	
Dowswell	
Noiseless	
Hamilton	
Re-Acting	
Snowball	
Sunlight	
Momentum	
Waverley	
New Century, style A.....	
New Century, style B.....	
New Century, Power, style D	
New Idea, style B	
Playtime, engine drive	
Ideal Power	
Seafoam, electric	
Seafoam, engine drive	
New Idea, electric	
Sunshine	
Popular, No. 1	
Economic	
Champion	
Excell-All	
Blue Bell, without stand....	
Puritan Water Motor Washer, complete	
Hydro, One Tub, engine drive	
Low pressure water motor washer, each	
Connor ball-bearing, with rack	
I X L	
Gem	
Winner	
Connor Improved	
Jubilee	
Canada First	
Stephen Washers .....$	
Sterling	
B.T. Bonnie, style A.....$	8 50
B.T. Bonnie, style B.....	9 00
B.T. Ideal	12 50
B.T. Ideal Power	14 00
B.T. Ideal Water Motor....	24 00
B.T. Cyclone	12 50
B.T. Cyclone Water Motor.	25 50
B.T Vollmar, No. 2.....	13 00
B.T. Vollmar, No. 3	14 00
Forest City, engine-driven.	40 00
Forest City, electric	88 00

Discount, 45 per cent. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths', 2½ x 5½ in....	1 65
Carpenters', round hickory	1 95
Lignum Vitae, round, 5 in.	3 65
Caulking, No. 8, oak.....	17 80

MOPS

Mops, O-Cedar, doz. .....$	12 00
S. W. Mops, doz.	3 75
Mop Sticks, doz.	1 40
Cast head mops, doz.....	1 40
Lemon oil mops	9 00
Crescent, doz.	1 75
Crank wringing, doz.....	6 00

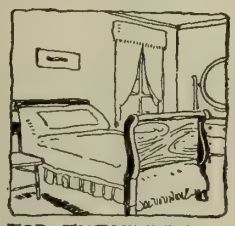
Extra Cloths.

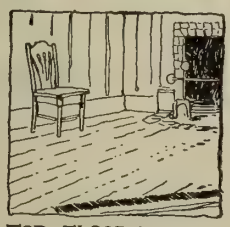
Challenge, doz.	2 10
Woven, cloths, doz.....	1 75

Cash in on Human Nature

It's Human Nature for the Women Folks to Clean House in the Fall.


FOR CHAIRS


FOR FURNITURE


FOR FLOORS


FOR DOORS


FOR WOOD-WORK

A FEW suggestions as to how a little paint will make each home brighter and more cozy will help you to "cash in," but be sure it is "Canada Paint-ed" and insure satisfaction to your customers.

For Walls—Suggest Sanitone, the new washable wall paint that makes the whole house look brighter and cleaner.

For Furniture—Suggest Sun Varnish Stain, Alba Gloss or Art Enamel, according to the finish desired.

For Floors—Suggest Sun Floor Finish, the kind that wears well.

For Iron-Work—Suggest C.P. Stove Pipe Enamel, Fairy Gold Paint or Aluminum Paint, according to the fixture painted and finish desired.

For Woodwork—Suggest Sun Varnish, Sun Varnish Stain, C.P. Wood Tints or the color of Canada Paint to obtain the required effect.

These suggestions will appeal particularly to live C.P. full-line agents.

Ask us about our Exclusive Agency proposition for your district and "cash in" on our 1917 plans.

The Canada Paint Co.
Limited

572 William Street, Montreal
112 Sutherland Avenue, Winnipeg

CP TRADE MARK

If interested, tear out this page and keep with letters to be answered.

NAILS

Standard steel wire nails, Toronto, $3.80 base; Montreal, $3.85 base; London, $3.80 base; Collingwood and Owen Sound, $2.85 base.

Cut nails — Montreal, $3.70; Toronto, $3.70; London, $2.70.

Miscellaneous wire nails, 65 p.c.

Coopers' nails, 15 p.c.

Pressed spikes, ⅝ diameter, per 100 lbs., $4.10, Montreal base.

Galvanized roofing nails, $10.15.

NAILS (HORSE)

M. R. M. cold forged process

Size	Length	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 35
No. 4,	1¾-inch	4 05
No. 5,	1 15-16	3 50
No. 6,	2½	3 25
No. 7,	2 5-16	3 10
No. 8,	2½	2 90
No. 9,	2, 11-16	2 80
No. 10,	2⅜	2 70
No. 11	3 1-16	2 73

London, Hamilton, Montreal, Toronto.

Less 10 per cent.

NETTING, POULTRY

Discounts given below on 1 in. and 2 in. mesh only. Other prices withdrawn.

Montreal, 30-10%; Toronto and London, 30-10%.

POULTRY FENCING

	Per rod
Invincible, 1640	0 68
Invincible, 1848	0 73
Invincible, 2060	0 83

Put up in 10, 20 and 30-rod rolls

OAKUM	Per 100 lbs.
Best (American)	19 25
U.S. Navy (American)	18 50
New hemp (English)	15 00
U.S. Navy (English)	15 00
Plumbers (spun)	8 00

OIL

	Montreal	Toronto
Can. prime white petrol	0 14	0 18½
Royalite	0 14	0 13½
Palacine	0 17½	0 17
Castor Oil, per lb.	0 45	0 25
Black Oil (Summer)	0 14½	0 12½
Black Oil (Winter)	0 12½	0 13½
Cylinder Green	0 35	0 35
Paraffine	0 24	0 22
XXX Machine	0 25½	0 21

OLD MATERIALS

Tea lead, pack, 5½c lb.
Tea lead, chest, 5½c lb.
Lead, heavy, pipe, etc., 6½c.
Brass, heavy, 15½c lb.
Brass, light, 11½c lb.
Zinc, heavy, 7½c lb.
Copper, heavy, 20c lb.
Old cast iron, $14.75 per ton.
Wrought iron, No. 1, $18.75 ton.
Wrought iron, No. 2, $11.00 ton.
Stove plate, $11.00 per ton.
Mach. compos., No. 1, 15c lb.
Compos. turnings, No. 1, 13c lb.

Rubbers, such as old rubber boots and shoes, according to trim, 7c to 8c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4½c.; bicycle tires, 2½c.

PACKING	Per lb.
Fine jute	0 11½
Coarse jute	0 09½
Square braided hemp	0 25
No. 1 Italian	0 30
No. 2 Italian	0 23

PAPER, ETC.

Per 400 ft. roll.

Tar Paper, per roll	0 95
Resin sized Fibre, per roll	0 55
Tarred Fibre, No. 1	0 90
Tarred Fibre, No. 2	0 51
Tarred Fibre, Good Luck Brand	0 71
Dry Fibre, Good Luck Brand	0 59
O.K. Brand corded sheathing	0 95
Sheathing, Shield Brand, dry	0 43
Sheathing, Shield Brand, tarred	0 51
Sheathing (Surprise)	0 43
Dry fibre, No. 1	0 80
Dry fibre, No. 2	0 43
Sulphate, Black Cat, tarred	0 80
Sulphate, Black Cat, dry	0 60

	Per 100 lbs
Heavy dry straw	2 20
Heavy tarred straw	2 20
Spruce sheathing	5 00
Carpet felt, 16 oz.	4 00
Carpet felt, 20 oz.	3 50
Tarred felt	3 25
Asbestos, Bldg., per 100 lbs.	5 50
Heavy fibre, 32 ft. x 60 ft.	2 00
Oiled waterproof building paper, 600 sq. ft. roll	1 50

ROOFING PAPER

Cyclone, dry	0 68
Cyclone, tarred	0 80
Surprise sheeting	0 43

PAPER, EMERY

Emery paper and emery cloth, 25%; B and A, 25%.

PAPER, SAND

Sandpaper, sheets or rolls, 25%; "Garnet," add 37½%.

PARERS

Gen. Hudson, per doz.	$7 75
Little Star, per doz.	6 50

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.		5 50
6 to 7 lbs. doz.		5 95
7 lbs., doz.		6 75
7 to 8 lbs. doz.		6 25
8 lbs., doz.	7 00	6 50

PINS, COTTER

Cotter pins, 85 and 10% discount.

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	$0 85
5 gross, 4½-in. (loose)	0 90
5 gross, 5 in. (loose)	1 00
4 gross, 4-in., (12 pkgs., of 4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each)	1 00

PIPE, STANDARD WROUGHT

See new price this week in weekly report.

Buttweld	Per 100 feet Black	Galv.
⅛ in.	$ 3 50	$ 5 00
¼ and ⅜ in.	3 18	5 31
½ in.	4 08	5 65
¾ in.	4 95	7 07
1 in.	7 31	10 46
1¼ in.	9 89	14 15
1½ in.	11 83	16 91
2 in.	15 91	22 76
2½ in.	25 16	35 98
3 in.	32 90	47 05
3½ in.	39 56	56 58
4 in.	46 87	67 04
Lapweld.		
2 in.	17 76	24 24
2½ in.	26 33	36 56
3 in.	34 43	47 81
3½ in.	41 40	57 50
4 in.	49 05	68 13
4½ in.	59 69	83 19
5 in.	69 56	96 94
6 in.	90 24	125 80
7 in.	121 40	165 40
8 in.	127 50	173 80
8 in.	146 90	200 20
9 in.	176 00	239 80
10 to	163 20	222 40
10 in.	210 10	286 30

Prices Ontario, Quebec and Maritime Provinces.

PIPE (LEAD)

Lead pipe, $13 net.
Lead waste pipe, 14c net.
Traps and bends, 10% off.

PIPE (SOIL)

Medium and extra heavy pipe up to 6-inch, 65%.
8-inch, 50% off.

PIPE (CONDUCTOR)

2 inch, in 10-ft. lengths	8 00
3 inch, in 10-ft. lengths	9 70
4 inch, in 10-ft. lengths	12 80
5 inch, in 10-ft. lengths	17 50
6 inch, in 10-ft. lengths	21 30

Discount 45%.

PITCH	
Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25
PLASTER	
Paris, per bbl., London	2 25

PLANES

Wood bench, Can., 15 per cent.
Wood, fancy, 15 per cent.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER)

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	4 75	4 50
Heads, per 100 lbs.	5 25	4 75
Tank plates, 3-16 in.	5 25	4 75

PLUGS (METAL)

Painted wall plugs, per 1,000	$20 00
Galv. wall plugs, per 1,000	23 00

POLISH

O-Cedar, 4 oz. bottles	$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1 gal. cans	24 00

PUMPS

B.T. Pump, No. 1, net	$ 3 96
B.T. Pump, No. 2, net	4 80
B.T. Pump, No. 3, net	7 20
B.T. Pump, No. 4, net	9 00
B.T. Pump, No. 5, net	9 60
B.T. Pump, No. 6, net	10 80
B.T. Pump, No. 7, net	15 00

RIVETS AND BURRS

Iron rivets, blacked and tinned, 35%.

Iron burrs, 35%.

Copper rivets, usual proportion of burrs, add 30 p.c.; burrs, add 50 p.c.

Extras on Copper Rivets, ½-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.

Coppered Rivets, net extras, 3 cents per lb.

ROOFING	Per roll
2 ply R.R.	1 05
3 ply R.R.	1 30
2 ply R.R., complete in roll	1 55
3 ply R.R., complete in roll	1 70
Samson, 1-ply, roll	1 60
Samson, 2-ply, roll	2 15
Samson, 3-ply, roll	2 65
Comet, 1-ply	1 05
Pluvius, 1-ply	1 30
Pluvius, 2-ply	1 70
Asphalt roofing, 1 ply	1 55
Asphalt roofing, 2 ply	1 96
Asphalt roofing, 3 ply	2 35
Compo Certainteed, 1 ply	1 70
Compo Certainteed, 2 ply	2 20
Compo Certainteed, 3 ply	2 75
Excello, 1-ply	1 60
Excello, 2-ply	2 15
Excello, 3-ply	2 65
Jewel, 1-ply	1 25
Jewel, 2-ply	1 65
Jewel, 3-ply	2 00
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 75
Everlastic, 3-ply	2 00
Liquid roofing cement, per gal., in barrels	0 22
Roofing caps, per lb.	0 05
Roofing nails, per lb.	0 06¼
Roofing Pitch, 85c per 100 lbs.	

F.o.b. Toronto, London, Montreal.

ROPE	lb.
Pure Manila basis	22½
British Manila basis	18
African hemp basis	18
Sisal basis	15½
Single lath yarn basis	15½
Double lath yarn	16
Yacht marline	41
White polished halyards	23
Hemp, deep sea line basis	31
Hemp, tarred ratline basis	27
Hemp, tarred belt rope basis	29
Marline and Houseline	29
Jute rope basis	15-16
Italian rope basis	31

Above quotations are basis prices (5/8" and larger), and are subject to usual advances for small sizes.

Sisal Clothes Line	Per doz.
2 ply, 30 ft.	0 48
3 ply, 40 ft.	0 64
3 ply, 48 ft.	0 76
3 ply, 60 ft.	0 96
3 ply, 72 ft.	1 15
6 ply, 60 ft.	1 44
6 ply, 72 ft.	1 72
6 ply, 100 ft.	2 40

ROPE (Cotton)		
⅛ inch	0 35½	0 29
5-32 inch	0 34½	0 37
3-16 inch	0 32	0 34½
¼ inch and up	0 31	0 33½

ROPE (Cotton Clothes Line)	Per doz.
40 foot	$1 40
48 foot	1 70
50 foot	1 75
60 foot	2 10
72 foot	2 50

SCALES.

Imperial Standard	25 p.c.
Champion	25 p.c.
Steel weigh beams	20 p.c.
Gurney Standard	25 p.c.
Fairbanks Standard Scales	25 p.c.
Crown Even Balance	40 p.c.
Richelieu Union Scale	40 p.c.
Dominion Plates Scales	40 p.c.

Net prices on Champion scales are as follows:

Champion, 4-lb., $4.60, plus 20c for stamping. Champion 10-lb., $6, plus 30c for stamping. Champion 240-lb., $9, plus 50c for stamping. Champion 600-lb., $25, plus $1 for stamping. Champion 1200-lb., $30, plus $1 for stamping. Champion 2000-lb., $39, plus $1 for stamping. Champion 2000-lb. with drop lever, $46, plus $1 for stamping. Household, 10-lb., $4, 10c net extra for stamping; 25-lb., $5.20, 30c net extra for stamping.

Discount from list on above 25 per cent.

SCREWS (MACHINE)

Flat head, iron, 27½%; flat and round head, brass, net; Fillister head, iron, 10%; Fillister and oval head, brass, net.

SCREWS

	Discounts off Standard List
Wood, F. H., bright	77½
Wood, R. H., bright	72½
Wood, O. H., bright	72½
Wood, F. H., brass	45
Wood, R. H., brass	42½
Wood, O. H., brass	42½
Wood, F. H., bronze	37½
Wood, R. H., bronze	35
Wood, O. H., bronze	35%
Square cap	35%
Hexagon cap	35%

SHEETS (BLACK)

	Montreal 100 lbs.	Toronto 100 lbs.
10 gauge	6 00	4 80
12 gauge	6 10	4 90
14 gauge	5 90	4 60
16 gauge	5 95	4 60
18-20 gauge	4 35	3 85
22-24 gauge	4 45	3 95
26 gauge	4 50	4 00
28 gauge	4 60	4 00

Re Gauges of Sheets.

On account of it being practically impossible to secure galvanized sheets from England, owing to the war, American mills have decided that they will no longer roll the English gauges to meet this competition. However, they will continue to roll at 10¾ oz., which will be known as such or a 30 gauge, and will take the place of the former English 28 gauge.

SHEETS, CORRUGATED

	Per 100 sq. feet. Galvanized	Painted
28 ga.	$ 5.50	$3.75
26 ga.	6.00	4.25
24 ga.	8.00	5.25
22 ga.	9.00	6.25
20 ga.	11.00	7.25
18 ga.	13.50	9.00

Above prices are subject to 7½ per cent. discount to dealers.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16-20	7 15	6 65	7 15
22-24	7 25	6 95	7 25
26	7 50	7 10	7 50
28	7 75	7 40	7 75

"Premier" galvanized sheets — 10¾ oz., $6.75; U.S. No. 28, $6.45; U.S. No. 26, $6.15; 22 and 24 gauge, $6.00; 18 and 20 gauge, $6.10; 16-gauge, $5.70; 14 gauge, $5.55. F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $6.65; 22-24 gauge, $6.80; 26 gauge, $6.95; 28 gauge, $7.25.

Apollo Brand.	Montreal	Toronto
14 gauge	5 80	5 30
16 gauge	5 80	5 30
18-20 gauge	5 90	5 65
22-24 gauge	6 00	5 85
26 gauge	6 25	6 00
28 gauge	6 65	6 25
10¾ ozs.	6 95	6 50

Add 25c for less than case lots

SHOVELS AND SPADES

	1st	2nd	4th
Shovels, 1st, 45%; 2nd, 40%; 4th, 20 and 7½%.			
Socket scoops, 30 and 10%; 4th, 20, 10 and 5%; Rivet scoops, 35%.			

MACLEAN'S *for* NOVEMBER

WANTED—A NATIONAL ANTHEM. Perhaps you yourself have felt in these times of intense patriotism Canada's lack of a real National Anthem; and, if so, Arthur Stringer's magnificent presentation of Canada's need in the November MacLean's will make you say "Amen and Amen." : : : The problem of the returned Soldier—a phase of it—is the subject of a special article which has the sanction and approval of Sir James Lougheed, President of the Military Hospitals Commission; a contribution of genuine interest to all business men : : : Business men will be glad to learn that the fine monthly Business Outlook article is to be added to by a department headed "Information on Investments" : : : Another excellent and timely contribution is "Putting the Crop Across" — how Canada markets her wheat.

CONTRIBUTORS:

Arthur Stringer
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H. F. GADSBY writes on "Conserving the Conservatives"—a political article that both Liberals and Conservatives will find good reading : : : Peter McArthur, farmer-author, begins a series of stories in the November Number with "The Witch of Atlas"—extremely good : : : Robert W. Service has another "At the Front" poem—"Fleurette," strong yet tender : : : H. M. Tandy, a Canadian writer of fine ability, has a story, "Straw-Stack Strategy"—fine! : : : Serial stories by Arthur Stringer and Arthur E. McFarlane.

At all News-Agents
Fifteen Cents

Drain spades, 45%.
Hollow backs and sand, 1st, 45%, and 4th, 20 and 7½%.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SHINGLES Per square
Standard galvanized $5 75
Shipping weight, 90 lbs.
Standard painted 4 15
Shipping weight, 80 lbs.
Discount 7½%.

SOLDER Montreal Toronto
See weekly report.

SOLDERING COPPERS.
Base, per lb., 52 cents.

SOLDER, BAR
Guaranteed 0 28½
Strictly 0 26¾
Commercial 0 24¾

SOLDER, WIPING
Star extra 0 26½
Easy 0 24½
Acme 0 23¾

SPELTER. See weekly report.

SPOUTS
Warner Malleable Winged Shank, per 1,000 .....$18 00

STAPLES Per cwt.
Montreal, Toronto and London
Fence staples, galv., in kegs 4 90
Fence staples, galv., 25 lb. boxes 5 15
Fence staples, bright, in kegs 4 05
Fence staples, bright, in 25-lb. boxes 4 30
Poultry netting staples, 100 lb. kegs 12 00
Galvanized discount 40 and 5%; bright, deduct $1.10 from galvanized net. Extras, 50 lb. kegs, 30c; 25 lb. kegs, 40c; 10 lb. kegs, 80c.

STUFFERS
Enterprise No. 25, each.... 6 25
No. 35, each.... 8 50

SWEEPERS, CARPET Bissell's
Boudoir 31 00
Champion Nic..... 25 00
Champion Jap..... 23 00
Univ. japd., cyco bearing... 26 00
Univ. N.P., cyco bearing... 29 00
Grand Rapid, japd., ball-bearing 28 00
Grand Rapid, N.P., ball-bearing 31 00
Princess, N.P., ball-bearing. 32 00
Elite, ball-bearing 36 00
Am. Queen, N.P., bal-bear.. 34 00
Parlor Queen 37 00

SWEEPERS (Vacuum)
Grand Rapids Vac, doz.....$77 00
Household Vac, doz..... 63 00
Superba Vac, doz. 92 00

SWINGS
Baby, 2-passenger, each ...$2 75
Ontario, 2-passenger, each... 3 75
Ontario, 4-passenger, each... 4 50
Stratford, 4-passenger, each 6 00
Boyers Gliding Settees with awning, each 13 50
Without awning, each 9 00

TACKS
Strawberry box tacks, bulk; cheese box tacks, blued, bulk; trunk tacks, blank and tinned, bulk; carpet tacks, blued; carpet tacks, tinned; carpet tacks (in kegs); cut tacks, blued, in dozs. only; cut tacks, ¼ cut tacks, blued and tinned, in weights; Swedes; Swedes upholsterers' bulk; Swedes brush, blued and tinned, bulk; Swedes gimp, blued, tinned and japanned; zinc tacks, prices quoted on application; leather carpet tacks; copper tacks. Discount 75%.

NAILS
Copper nails; trunk nails, black; trunk nails, tinned; clout nails, blued; clout nails, tinned; chair nails; cigar box nails; patent brads; fine finishing; picture frame points; lining tacks, solid head (in bulk). Discount 75%.

CAPPED GOODS
Lining tacks, in papers; lining tacks, in bulk; saddle nails, in papers; saddle nails, in bulk; tufting buttons, 22 line, in dozs. only; tin capped trunk nails; zinc glaziers' points, prices quoted on application. Discount 75%.

SHOE FINDERS' LIST
Shoe tacks, in dozens; shoe tacks, 1 lb. packages; Swedes shoe nails; soft steel nails; iron nails; zinc nails, prices quoted on application; hard steel nails; tempered steel shoe nails; channel nails; Hungarian nails; miners' tacks; hob nails; zinc shank nails, prices quoted on application; steel wire shoe rivets; brass wire shoe rivets; clinch point shoe rivets, steel; Swedes shoe; clinch point shoe rivets, brass; steel cobblers' rivets; brass cobblers' rivets. Net list.

TAPES—Lufkins
Ass skin, No. 713, 50 ft., doz. 3 60
Ass skin, No. 714, 66 ft., doz. 4 20
Linen, No. 404, 66 ft., each. 1 50
Metallic, No. 603, 50 ft., ea.. 1 60
Challenge steel, No. 263, 50 ft., each 3 45
Reliable Jr., No. 103, 50 ft. 3 25

THERMOMETERS
Incubator, doz. 5 40
Dairy, dozen .....2 40—4 45

TIES (METAL)
Galv., wall ties, per 1,000..$5 00
Painted wall ties, per 1,000.. 5 00

TIES, COW
Open Ring, Closed Ring, 40 and 5 per cent.
3 Chain and 4 Chain, 40 and 5%.
Stall Fixture Bars, 35%.
Tie Out Chains, 70%.

TIN See weekly report.

TINNERS' TRIMMINGS
Discount, 27½%.
Plain, 66 2-3%.
Re-tinned, 60 and 10%.

TOOLS, HARVEST
Ordinary brands, 40%.
Samson and Sovereign, 30 and 10%.

TROUGH (EAVE)
G. G. Square bead and half round
Size in girth Per 100 feet
8 in. .....$ 6 90
10 in. 7 70
12 in. 9 10
15 in. 12 50
18 in. 16 00
Discount 45 and 2%.

TRACK
B.T. Single Rail .....24c ft
B.T. Double Angle .....22c ft.
B.T. Double Tee .....20c ft.
Discount off above, 40%.

TRAPS %
Game Victor 67½
Jump 60-5
Hawley & Norton 55
Newhouse 35

TRESTLES
6 ft., each $1.50 14 ft., each $4.20
8 ft., each 2.00 16 ft., each 4.80
10 ft., each 2.50 18 ft., each 5.40
12 ft., each 3.60 20 ft., each 6.00

TWINE (Binder) Per lb.
650 ft., per lb. 0 13
600 ft., per lb. 0 12
550 ft., per lb. 0 10½
500 ft., per lb. 0 09⅞
5-ton lots, ½c per lb. allowance.
10-ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

TWINE (COTTON) 5-lb.
Montreal Toronto
5-ply and up 0 28½
4-ply, London, 28c. 32-40
3-ply, London, 35c 29-36

TUBES
Boiler Tubes, Lapwelded.
100 ft., 2 in. 20 50
100 ft., 2½ in. 26 00
100 ft., 3 in. 30 00
100 ft., 3½ in. 35 00
100 ft., 4 in. 43 00

TUBS Samson Galvanized
No. 1, doz., net 13 20
No. 2, doz., net 15 60
No. 3, doz., net 17 40
Hercules
No. 4 .... 12 40
No. 5 .... 13 83
No. 6 .... 15 40
Common Galvanized
No. 0, doz. 8 33
No. 1, doz. 11 16
No. 2, doz. 12 15
No. 3, doz. 13 86
Per nest
Nests of 3—0, 1 and 2 .....$2 38
Nests of 3—1, 2 and 3 .. ... 2 05
Nests of 4—0, 1, 2, and 3 .. 2 95

WOOD TUBS
No. 0, per doz. 11 00
No. 1, per doz. 9 50
No. 2, per doz. 8 00
No. 3, per doz. 7 00
Less 15 p.c. Ont., $20.00 lots.

VALVES, ETC.
Ground work, 56 p.c.
Stand, compr. work, 65 p.c.
High grade compr. work, 59 p.c.
Cushion work, 50 p.c.
Fuller work, bibs, 58 p.c.; No. 0 basin cocks, 58 p.c.; and 1 and 2 basin cocks, 52 p.c.; bath bocks, 64 p.c.
Flatway stop and stop and waste cocks, 60 p.c.; roundway, 60 p.c.
J. M. T. Globe, Angle and Check Valves, 35 p.c.; Standard, 45%.
J. M. T. Radiator Valves, 50 p.c. Standard, 57½; patent quick opening valves, 70 p.c.

WARE, COPPER AND NICKEL
Copper boilers, kettles, 10%.
Copper tea and coffee pots, 10%.
Copper boiler and tea kettle pitts, plus 10%.

WARE, JAPANNED
Colored, 22½%; Coal hods, 17½%

WARE, ENAMELED
Scotch grey, 65, 10%.
White ware, 66 2-3%.
White decorated, 12½%.
Colonial, 50, 12½%.
Premier, 40%.
Hollow ware, tinned steel, 30%
Enameled street signs, on application.

WARE, GALVANIZED.
Dufferin pattern pails, list.
Crescent, 65 and 10%.
English pattern, list.
Galvanized washtubs, list.
Galvanized coal hods, plus 10%.
Other lines, list.

WARES, JAPANNED.
Japanned ware, 22½%.
Japanned ware, white, 17½%.
Japanned feed pans, 25, 5%.

WARE, TIN, PIECED
Discount, 10%.
6, 10 and 14-qt. flaring pails, 17½%.
Copper bottom tea kettles and boilers, list.

WARE, STAMPED. Plain 66 2-3%.
Retinned, 60-10%.
Tinners' trimmings, plain, 66 2-3%.
Tinners' trimmings, retinned, 60, 10%.
Tinners' trimmings, general, 27½%.

WASHERS, IRON.
Full box, 25%; smaller lots, 25%, assorted. Price less 50 lbs. add 1c lb.; less 25 lbs.. 2c lb.

WEIGHTS, SASH.
Sectional, 1 lb., per 100 lbs.. 2 25
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per cwt. 1 60

WEIGHTS. Horse, 5c lb.

WHEELBARROWS.
Navvy, steel wheel, doz.....31 25
Garden, steel wheel, doz....43 20
Light garden, each 2 50
Heavy garden, L-side, each. 3 75
Heavy farm, solid side, ea.. 3 75

WHIFFLETREES.
No. 70—F.D. & B.D.
Whiffletrees—
28", each $0 70
34", each 0 90
36", each 1 00
No. 73—Doubletrees, 44", ea. 1 25
No. 74—Doubletrees, lumbermen's, 44", each..... 1 30
Neckyokes—34", each 0 81
36", each 1 20
40", each 1 29
44", each 1 35
Plow Sets—No. 79, each..... 2 37
No. 80, each..... 2 45
No. 81, each..... 2 50
No. 82, each..... 3 05
No. 72—Singletrees, 40", ea. 1 14
2-Horse Sets, Nos. 75, 76, 77, set 5 40

WIRE. Copper wire, 10%.
Brass wire, 3 to 24 gauge, add 40%; 25 to 36 gauge, add 25%.

WIRE, CUT HAY BALING.
No. 9, $4.10; No. 10, $4.15; No. 11, $4.25; No. 12 and 13, $4.35; No. 13½, $4.45; No. 14, $4.65; No. 15, $4.85. Plus 7½%.
F.o.b. Toronto, Hamilton and Montreal.

WIRE CLOTH (Galvanized)
4 mesh 7 70
6 mesh 8 15

WIRE, STOVE PIPE.
No. 18, $5.50; No. 19, $5.75.
F.o.b. Toronto, Hamilton, Montreal, and freight equalized.

WIRE CLOTHES LINE.
No. 17, $6; No. 18, $4.55; No. 19, $4 in 1,000 feet coils, including reels. F.o.b. Hamilton, Toronto, London and Montreal.

WIRE, FINE STEEL.
Discounts 15 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $3; Nos. 26-31, $5; Nos. 32-34, $7; Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.
Montreal, No. 13, $4.05; No. 14, $4.10; No. 15, $4.20.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, $4.25 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c. in ¼-lb. hanks, $1.

WIRE CLOTH.
Black Fly Screen Cloth, $2.35 per 100 sq. ft. in 100-ft. rolls; $2.40 in 50-ft. rolls.

WIRE (FENCE) Toronto & London Montreal
Barb 4 25 4 50
No. 9, coil spring. 3 95 4 55
No. 9, plain galv. 3 90 4 50
No. 12, plain galv. 4 05 4 65
No. 13, plain, galv. 4 15 4 75
O. & A., No. 10.... 4 41 4 41
O. & A., No. 11 ... 4 47 4 47
O. & A., No. 12 ... 4 55 4 55

WIRE BALE TIES.
Single Loop— Per cwt.
No. 12 .....$ 4 55
No. 13 ..... 4 65
No. 13½ 4 70
No. 14 ..... 4 80
No. 15 ..... 5 00
No. 16 ..... 5 25

WRINGERS.
Royal Can., 11 in., doz. list.$ 84 80
Eze, 11 in., per doz..... 91 80
Trojan, 12 inch 185 00
Favorite, 511E 105 80
Unexcelled, 1041E 129 40
Easy Work 90 50
Challenge, 2111E 94 30
Gem, 141E 91 80
Sunlight, 111 ..... 82 80
Ottawa, 341E 103 30
Empire, 11 in. 93 80
Superior, 11 in. 84 80
Majestic, 11 in. 88 00
Perfect, 11 in. 97 50
Bicycle, 11 in. 103 30
Daisy, No. 2 ..... 114 72
Daisy, No. 1 ..... 105 84
Maple Leaf No. 2 ..... 103 20
Maple Leaf No. 1 ..... 94 32
Sun 78 96
Safety 97 50
Rapid 82 80
Universal 63 00
Eureka, 10" 65 00
Eureka, 11" 71 00
Eclipse 97 70
Discount off above list.
Prices—50%
Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES. Regular, 65%.
Trimo, 55% off list; parts, 50 and 5%; Stillson, 57½%; parts, 55%.
Coes, 10%.

WRINGERS—MOP.
White, No. 1, each..... 1 50

ZINC (SHEET) Montreal Toronto
5 cwt. casks 0 25
Part cask 0 25½

DRY COLORS

Be Sure That You Order

MUNRO'S

This brand will ensure satisfaction for you and your customers

Your Wholesaler Can Supply You

Made in Canada by

The Allan Munro Color Company, Limited, Montreal

RAMSAYS BULLDOG BRUSHES



Trade  **Mark**



For over a half a century the name of "Ramsay" has stood pre-eminent among the trade, Dominion-wide, in producing the highest quality of Paints, Oils, Stains, Varnishes, etc., etc.—and to-day we have made another distinct step forward in serving the interests of both the dealer in Brushes and the users of them.

BULLDOG BRAND BRUSHES

—are made in Canada by skilled Canadian labor; using the most modern methods, attractively finished, and in variety sufficiently broad to cover all requirements, from the cheaper lines for household trade to the highest possible grades, as used by the skilled mechanic.

Our Trade-Marked line of BULLDOG Brand Brushes is well known to Canadians and an exceptionally profitable line for the retailer to sell

Write for our Catalog and Price List on BULLDOG Brand Brushes.

A. RAMSAY & SON COMPANY

Manufacturers of High-Grade Paints, Etc., to Canadians since 1842

Toronto MONTREAL Vancouver

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

2½ lb. packages, $6.80 per 100 lbs.; 5 lb. packages, $6.60 per 100 lbs.

BEESWAX

Small quantities, per lb... 0 50
Larger quantities, per lb.. 0 45

BLUE STONE

	Montreal	Toronto
Per lb.	0 14	0 16

London, 20.

BRONZING LIQUID

Bronzing liquid, No. 1 ....$1 20
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz. $16 13
Weighted, 20 lbs., doz. 18 50

COATING

Cement Coating $2 55 2 40

COLORS (DRY) Per lb.

Raw Umber, 100 lb. keg.. 5–12c
Burnt Umber, 100 lbs..... 5–12c
Raw Sienne, 100 lb. kegs.. 5–12c
Burnt Sienna, 100 lb. kegs 5–12c
Imp. green, 100 lb. kegs... 0 22
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs.. 0 12
Indian red, No. 1, 100 lb. k. 0 05
Venetian red, best bright 0 04
Venetian red, No. 1 ..... 0 02
Drop black, pure dry 0 25
Golden ochre, 100 lb. kegs 0 06
White ochre, 100 lb. kegs. 0 03
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02¾
Spruce ochre, 100 lb. kegs 0 03½
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure 0 13
Indian red 0 18
Chrome yellow, pure 30–35
Golden ochre, pure 0 18
French spruce ochre, pure 0 15
Chrome green, pure 15–22
French permanent green, pure 0 20
Signwriters' black, pure.. 0 24
Marine black, 25-lb. Irons 0 07
Lampblack 0 21

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins ..
Alba-Gloss enamel 4 50
Anchor Floorlustre 2 10
O.P.W. Sunshine White .. 4 10
Old Dutch Enamel 4 00
Jas-per-lac floor enamel .. 1 90
Jas-per-lac art enamel 3 10
Martin's Enamel 4 25
Mooramel 4 35

FILLER Gal.

Luxeberry Enamel $5 00
Screen Enamel, BB. 1 65

FORMALDEHYDE Per bbl.

Demi-johns, 50 lbs. 0 15½
$1.10 for demi-john extra.

GLUE Per lb.

French medal 0 20
English common sheet .. ....
English prima 0 25
White pigsfoot 0 23¾
Perfection amber, ground, No. 1230 ..... 0 20
Cake, bone, 112-lb. bags.. 0 12
Hide, 112 lb. bags 0 35
Gelatine, 112 lb. bags 0 45
Ground glues, 112 lb. bags—
No. 1 ..... 0 20
Extra 0 18
Dreadnought, lb. 0 14½

GLASS

(TORONTO QUOTATIONS)

Size United Inches	Star	Double Diamond
Under 25	$7 80	$11 90
26 to 24	8 15	12 85
25 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 15	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84		22 75
85 to 90		24 35
91 to 94		25 00
95 to 100		29 00
101 to 105		32 00
106 to 110		37 00

Discount single or double dia., 20%; 50 cases and over, open; cut lights, 50-5%.

MONTREAL QUOTATIONS

Country Base Price

United Inches..	Star	Double Diamond
Up to 25	$7 80	$11 90
6 to 34	8 15	12 85
5 to 40	8 50	13 60
1 to 50	11 75	15 50
1 to 60	12 25	15 85
1 to 70	13 10	16 80
1 to 80	14 75	18 35
81 to 85	....	22 75
86 to 90	....	24 35
1 to 95	....	25 00
96 to 101	....	29 00
101 to 105	....	32 00
106 to 110	....	37 00

Discount, single or double dia., 15-5%.

50 cases and over open.

GLASS PLATE

Montreal:

City, 25 and 5% off list.

Country discount, 20 and 5% off list, delivered.

Toronto city discount, 20 and 5% off.

Country discount, 20 and 5% off list delivered.

F.o.b. warehouse on orders up to $75 gross list value. Orders over $75 delivered free.

GLAZIERS' POINTS

Zinc coated, 18c per lb.
Zinc, pure, prices withdrawn.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor Pure	$13 80	$13 95
Green Seal	13 80	13 95
Tiger Pure	13 80	12 95
Ramsays Pure	13 80	13 95
Moores Pure	13 80	13 95
O.P.W. Decorators Pure	13 80	13 95
Red Seal	13 80	13 95
Decorator's Pure	13 80	13 95
O.P.W. English	14 05	14 20
Elephant Genuine	14 05	14 20

B.B. Genuine Lead, less than tons, $15.65 Toronto; $15.50 Montreal. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt..	13 50	13 50
Genuine, 100-pound kegs, per cwt..	13 87½	13 87½
Less quantity		0 13

LEAD, ARSENATE OF

Per 100 lbs.	Dry	Paste
1-lb. bottles	$35 00	$21 00
2-lb. bottles		18 00
5-lb. bottles	31 00	14 00
10-lb. bottles	29 00	....
25-lb. irons	25 50	13 00
50-lb irons		12 50
100-lb. irons	24 00	11 75
200-lb irons		11 60
Barrels		11 00

F.o.b. Toronto, Montreal and Hamilton.

MURESCO

Tints in 5 lb. packages, per 100 lbs., $6.00.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED.

Price per gallon in quarts.

B.H. English white $2 85	
B.H. English, colors	2 60
Fresco Tone white	2 70
Fresco Tone colors	2 50
Moore's Egypt., all colors	1 90
C.P.C. Pure, white	2 75
C.P.C. Pure, colors	2 35
O.P.W. Can. Brand, white	2 60
O.P.W. Can. Brand, colors	2 40
O.P.W. Can. Brand, floor.	2 00
O.P.W. Flat Wall, white..	2 60
O.P.W. Flat Wall, colors..	2 40
Ramsay's Pure, white....	2 65
Ramsay's Pure, colors	2 40
Martin-Senour 100% Pure, white	2 85
Martin-Senour 100% Pure, colors	2 60
Senour's Floor Paint	2 30
Senour's Porch Paint	2 60
Senour's New-Tone, white	2 60
Senour's Neu-Tone, colors.	2 50
Sherwin-Williams, white..	2 85
Sherwin-Williams, colors..	2 60
Flat Tone, white	2 70
Flat Tone, colors	2 50
Minerva, white	2.65
Minerva, colors	2 45

PARIS GREEN

	Munro's	C.P. Co.	Bergers
600-lb. bbls.	42¾	38¾	39½
250-lb. kegs	43	39	39¾
100-lb. drums ...	44	40	40¾
50-lb. drums	44	40	40¾
25-lb. drums	44¼	40¼	41
1-lb. 100s, pkgs..	46¼	42¼	43
½-lb. 100s	48¾	44¼	45
1-lb. 100s, tins ..	47¼	43¼	46

Prices f.o.b. Toronto, Hamilton and London.

PARIS, PLASTER

Per bbl. $2.25-2.50

PRIMER

Luxeberry Primer 2 25

PASTE WOOD FILLER

	Pound
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
¼ barrels	0 06½
Barrels	0 06

PUTTY

	Standard Montreal	Toronto
Bulk, in casks ...	2 70	2 80
Bulk, 100-lb drums	2 90	3 00
Bulk, 25-lb. drums.	3 00	3 10
Bladders, in bbls..	3 30	3 40

Pure Putty, 70c cwt. advance.

SHELLAC

Gum, 34c lb.; finest orange, 42c lb.; finest white, 46c lb.

TAR (PINE TAR)

Half pint tins, per doz. 0 65
Pint tins, per doz. 1 10
London, pints, 85c doz.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans 2 10
Cumoff 2 10
Dreadnought, gal 2 75
O.P.W. Presto 2 25
Lingerwett 2 65

TURPENTINE

	Montreal	Toronto

See weekly report for prices.

SLATING Gal

Liquid Slating, B.B.....$3 00

STAINS Gal.

Oil and Spirit, Berry Bros.$2 73
Water Stains, Berry Bros.. 1 05
Berrycraft, stain finish 2 80
Creo-lac 0 85
C.P. Oil Stans 1 98
Sun Varnish Stains 2 20

VARNISHES Per gal cans

Brandram-Henderson, Ltd., "Gold Medal" 1 90
Copaline Varnish 2 50
C. P. Co.'s Sun Varnish 2 50
Dependon Light Hard Oil Finish 1 70
Dulgloss 3 00
Elastic Interior 1 40
Elastic Exterior 1 55
Elastic Excello 2 00
Everlastic (Floor) 2 55
Elastilite 2 25
"Flint-Lac" coach 1 30
Flattine Floor Finish 3 00
Gold sized Japan 2 00
House painter's White Jap.. 1 95
Jas-per-ite exterior finishing 2 25
Jas-per-ite pale hard oil ... 1 60
Jas-per-ite floor finish 2 25
Kopi 2 30
Kyanize cabinet rubbing... 3 50
Kyanize spar 4 75
Kyanize stains 3 50
Liquid granite 2 80
Luxeberry light 2 60
Luxeberry spar 4 10
Luxeberry exterior 4 50
Marble-ite 2 30
Mar-Not 2 70
Martin-Senour finest interior 2 60
Martin-Senour Wood-Var... 2 30
Maritime spar varnish 4 00
No. 1 Furniture Varnish .. 1 25
Pure White Shellac 2 55
Pure Orange Shellac 2 40
Sherwin-Williams "Kopal" Varnish 2 75
Stove-Pipe Varnish, ½ pints, gross 9 00
Sun Waterproof Floor Finish 2 75
Sun-Spar Varnish 4 00

WATER PAINTS

Opalite, 200 lb. bbls. 0 12
Opalite, 100 lb. kegs 0 12½
1 gal. package, per pkg... 0 65
½ gal package, per pkg.. 0 35
Coralite, 5-lb. pkgs 0 04½

WASTE (POLISHING)

Cream 0 17½

WASTE, WHITE WIPING

XXX Extra 0 16
X Grand 0 15
XLCR 0 14
X Empire 0 13
X Press 0 12

WASTE, COLORING WIPING

Fancy 0 11¼
Lion 0 10¼
Standard 0 09¼
Popular 0 08¼
Keen 0 7¼

WASTE, WOOL PACKIG

Arrow 20
Axle 16
Anvil 12
Anchor 10

WIPERS, WASHED COTTON

Select White 12
Mixed Colored 9
Dark Colored 8

This line subject to trade discount for quantity.

WAX .. ..Per lb.

C. P. Floor Wax 0 30
Ronuk Floor Wax, lb. 0 38
Berry Bros. 0 37
Anchor 0 33
O.P.W. Lion Brand 0 30
Old English 41–44c
Johnsons 41–44c
Gold Medal 0 30

WHITING

Paris white 1 90
Plain, in bbls. 1 75
Gilders, bolted, in bbls. 1 85
Per 100 lbs.

WOOL ALCOHOL Per gal.

In gallons 1 25
Barrels 0 87
$4 extra for barrels.

No Matter How Hard or How Tough—

LINGERWETT

will lift it without hard labor, in short time.

LINGERWETT is the lightning paint and varnish remover. Even the hardest enamel yields to its influence and can be readily removed without effort.

Note the name—LINGERWETT—it stays wet.

Here is a big talking point—most removers dry quickly, making the labor twice as hard for the operator.

LINGERWETT STAYS WET.

Made only by

The Dougall Varnish Co., Limited, Montreal

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION
Powder, per keg, $11.00.
Shot, soft, per cwt., $15.25; chilled, $16.75; buckshot, $16.05; ball, $16.45.

ANVILS
Peter Wright, 80 lbs. and up, 14½c per lb.; clip horn, 15½c.
Norris, 41 to 56 lbs., 15c; 57 to 70 lbs., 13½c; 71 to 83 lbs., 12½c; 84 lbs. and over, 12c.

AXES
H. B., 1 lb., $7 per doz.; 1⅝ lbs., $7.40; 2 lbs., $7.75; 2½ lbs., $8.50; 2¾ lbs., $8.75; 3, 3½ and 4 lbs., $9.50; H. B. Handled Axes, 2 lb., $10; 26 lb., $10.75; 3 lb., 3½ lb. and 4 lb., $11; Black Prince Axes, unhandled, $9.00; Black Prince Axes, handled, $11.50; lb. and 4 lb., $11.75; Black Prince Bench axes, 35 p.c.; broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $20.80.

BARS, CROW. $5.50 per 100 lbs.

BAR IRON
Bar iron, $3.35; Swedish iron, $5; sleigh shoe, steel, $3.50; spring steel, $4; machinery steel, $4.50; tool steel, Black Diamond, 100 lbs., $10.25.

BELTING
Rubber, 6 in. and under, 50 and 10%; over 6 in., 50%.
Agricultural leather belting, 66 2-3 p.c. off list.
Standard, 50 and 5 p.c. off list.
The "double" list is just twice the price of "single."

BELT LACING
In sides, tanned, $1.20 per lb.; cut, $1.35 per lb.; rawhide, sides, $1.15; cut, $1.50.

BOLTS
Carriage, ⅜ and smaller, 30%; 7-16 and larger, 15%; machine, ⅜ and under, 30%; 7-16 and over, 20%; machine set screws, 55%; plough bolts, 20%; nuts, small lots, 1¼c advance over list; case lots, ¼c advance over list; stove bolts, 50%; shaft bolts, 20%; tire bolts, 30%; sleigh shoe bolts to ⅜, 20%; 7-16 and up, 15%.

BORAX. Borax, per lb., 12c.

BUILDING PAPER
Tarred, 85c to $1.45 per roll, cording to quality; plain, 55c to to $1.25.

CHAIN
Coil, 3-16 in., $10.75; ¼, $8; 5-16, $7.10; ⅜, $6.25; 7-16, $6; ½, $5.75; 9-16, $5.75; ⅝, $5.65; ¾, $5.50; Logging, 5-16, 7½c; ⅜, 6½c; tie out, 70%.

CHURNS
Barrel, No. 0, $5.60; No. 1, $5.60; No. 2, $6.25; No. 3, $6.90; No. 4, $8.15 each

CLEVISES, MALL. 8½c per lb.

CLIPPERS
Stewart's 25 p.c. off Canadian list.

COPPER
Sheet and planished copper, 60c per lb. Tinned, 47c; Braziers' soft copper, 10-24 ft., 26c; 27½c.
Soldering irons, 55c base.

DRILLS
Bit stock, 45 p.c.; Blacksmith, ½ in. round shank, 40 p.c.
Eavestrough, 8 in., per 100 ft., $3.70; 10 in., $4.50; 12 in., $5.50.
Conductor pipe, 2 in., per 100 ft., $4.50; 3 in., $5.25; 4 in., $6.50.

ENAMELWARE
Canada, 33 1-3; Imperial, 50, 2½; Premier, 32 1-3; Colonial, 50, 2½; white, 60, 7½; diamond, 33 1-3; pearl, 50, 2½ per cent.

FIXTURES
Star hollow ware, No. 3, $1.
Galvanized ware, heavy, 25 and 2½ p.c. light, 25 and 12½ p.c.

FORMALDEHYDE
400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE.
10% advance on net list, except heavy tubs and heavy pails, which are net list.

GLASS, WINDOW

	Single	Double
Up to 25 in.	6 75	10 25
26 to 40	7 50	11 75
41 to 50	10 00	13 25
51 to 60	10 50	14 00
61 to 70	11 25	14 75

GLASS (Plate)
30 p.c. off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HINGES
Light T and strap, 30 p.c.
Corrugated Strap Hinges — 4, $1.05; 5, $1.45; 6, $2; 8, $3.20; 10, $4.75; 12, $7.20.
Corrugated Tee Hinges — 4, $1.25; 5, $1.90; 6, $2.35; 8, $4.15; 10, $5.90; 12, $8.35.

HORSESHOES
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS
55 per cent. off list.

KNOBS. Door, 307, $1.45.

IRON BAND.
1½ in., $3.80; 1¼, $3.80; 1 in., $3.90. Apollo and

IRON GALVANIZED

	Premier	"Fleur de Lis"
10¾ oz. or 28 Eng.	7 00	7 00
28 Am. or 26 Eng.	6 75	6 75
26 Am. or 26 spec.	6 45	6 45
24	6 05	6 05
22	5 95	5 95
18 and 20	5 75	5 75
16 Am.	5 60	5 60
14 Am.	5 60	5 60

IRONS, SAD
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.

Mrs. Pott's No. 55, set	0 95
Mrs. Potts No. 50 set	1 00

Mrs. Pott's common sad iron handles, 85c dozen. Mrs. Pott's improved, $1.10. a dozen.

LAMP CHIMNEYS
A, per case 8 doz., $4.80; per doz., 65c; B, per case 6 doz., $4.50; per doz., 85c.

LANTERNS

No. 2, plain	8 25
No. 20, X-ray	12 00
No. 22, Dash-board	10 75
Trulite, short globe, doz.	8 25

LEAD PIPE, $13.40.

LEAD WASTE, $14.40.

LINSEED OIL
Raw, per gal., $1.11; boiled, per gal., $1.14.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

MATTOCKS
Pick, $6.75; cutter, $6.75.

NAILS
Wire, f.o.b. Fort William, $3.85 base; Winnipeg, $4.25 base. Cut, f.o.b., Winnipeg, $4.20.

NAILS, HORSE
Capewell, 10 per cent off list.

NETTING. Poultry, 40 per cent.
Banner Netting, 24 in., $3.50; 36 in., $4.50; 48 in., $5.25; 60 in., $6.25; 72 in., $7.

NUTS
Square, small lots, 1¼c advance over list; case lots, ¼c advance over list; Hexagon, small lots, 1¼c advance over list; case lots, ¼c advance over list.

OIL CANS

	Tin	Galvanized
½ gal., dome top	$2 73	$....
1 gal., dome top	3 35	4 25
2 gal., dome top	5 17	6 75
5 gal., dome top	8 24	14 85

OILS
"Buffolite," 20c; Ideal Thresher, 35c; "B" Castor machine oil, 30c; Buffalo Engine gasoline, 31c; Buffalo "A" gas engine oil, 45c; Royal gasoline, 32c; Family Safety coal oil, 19½c; "Engoline" engine coal oil, 15*c; Summer Black oil, 19c; Kelso engine oil, 45c; Silver Star oil, 16*c; Royalite oil, 17c; Standard gas engine oil, 42c; Prairie Harvester oil, 40c.

DRY COLORS
Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c; less than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $14; 15 lb. for less.

PICKS, Clay, 6-7, $6.25 per dozen.

IRON PIPE

Per 100 Ft	Black	Galv.
¼ inch	$ 3 87	$ 6 30
⅜ inch	3 96	6 39
½ inch	5 09	6 89
¾ inch	6 21	8 60
1 inch	9 14	12 74
1¼ inch	12 33	17 19
1½ inch	14 76	20 57
2 inch	19 90	27 68
2½ inch	31 42	43 74
3 inch	41 04	57 15
3½ inch	49 41	....
4 inch	58 50	....
4½ inch	73 22	....
5 inch	85 40	....
6 inch	110 70	....

GALVANIZED IRON PIPE
¼ in., $6.25; ⅜ in., $6.35; ½ in., $6.70; ¾ in., $8.25; 1 in., $1245; 1¼ in., $16.50; 1½ in., $20; 2 in., $27.20; 2½ in., $43.05; 3 in., $56.30.

PLASTER, Paris, per bbl., $3.75.

PARIS GREEN
In 1-lb. pkgs., full cases, 44c lb.; less, 44c lb. In ½-lb. pkgs., full cases, 46c lb; less, 46½c lb.

PLATES, CANADA
18 x 21 per box, half polish, $5.25, full polished $6.25; 18 x 24, half polished $5.25, full polished $6.25; 20 x 28, half polished $5.50, full polished $6.50.

PLOW SHARES.....10c per lb.

POINTS
Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. irons	3 25
25-lb. irons, per cwt.	3 50
1½-lb. tins	0 07

RIVETS AND BURRS
Iron rivets, 30 per cent; copper, No. 7, 66c lb.; No. 8, 66c; No. 9, 67c; No. 10, 71c; No. 12, 75c.
Five-lb. assorted boxes, No. 8 gauge, 74c lb.; No. 10 gauge, 79c lb.
Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 68c; No. 10, 71c; No. 12, 76c.

ROPE
Sisal, 16½c base; pure Manila, 24c base; British Manila, 19c base; lath yarn, 16½c base; African hemp, 19c base; cotton rope, ¼ and over, 31½c.
Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell.) 25 per cent. off.

SAWS, BUCK
Happy Medium and Watch Spring, $5; Lance Tooth or Lightning Blades, $5.25; New Century, $7.25.

SCREWS
Bright iron round head, 62½ p. c.; flat head, 67½ p.c.; round head, brass, 30 p.c.; flat head, brass, 32½ p.c.; coach, 40 p.c.

BLACK STEEL SHEETS

10 gauge	5 00
12 gauge	5 10
14 gauge	5 00
16 gauge	5 10
17-24 gauge	4 50
26 gauge	4 60
28 gauge	4 75

SHOVELS AND SPADES
Shovels—Fox and Olds, D.H., Sqr. Pt., $9.40 per doz.; D.H., Rd. Pt., $9.40; L.H., Sqr. Pt., $9.40; D.H., Rd. Pt., $9.40; Bulldog and Jones, D.H., Rd. Pt., $10.95; D.H., Sqr. Pt., $10.95; L.H., Rd. Pt., $10.95; L.H., Sqr. Pt., $10.95; Black Cat and Crescent Scoops—No 4, $10.15 per dozen; No. 6, $10.80; No. 8, $11.50; No. 10, $12.20. Moose and Jones Scoops—No. 4, $11.20; No. 6, $11.85; No. 8, $12.50; No. 10, $13.05 per dozen.

SOLDER Per pound, 30 to 31c.

SPIKES
Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES
Bright wire, per cwt., $3.90 at Fort William, $4.30 Winnipeg; galvanized staples, $4.70 Fort William; $5.10 Winnipeg.

STEEL
Sleighshoe, $3.50 base per cwt.; plow, common, $5.50; crucible plow, $6.60; angle, $4; harrow, $3.25 base; east, octagon tool steel, 10¼c base; square tool, 11¼c base; spring, $4; machine, $4.50 base; tire, $4.

STEEL BLACK SHEETS
10 gauge, $5; 12 gauge, $5.10; 14 gauge, $5; 16 gauge, $5.10; 17 to 24 gauge, $4.50; 26 gauge, $4.60; 28 gauge, $4.75.

STEEL HOOPS
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES
40 per cent. off list.

TACKS. Carpet, 70-10% off list.

TIES. Cow, 40 per cent.

TIN AND TIN PLATE

Block tin, 58c per lb.	Per Box
20 x 28 I.C.	$14 50
20 x 28 I.X.	16 00
20 x 33 I.C.	17 00
Fern plates	12 00

TURPENTINE
Per gal., barrel lots, 80c.

VISES
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $7.50 each; over 45 lbs., 18c lb.

WASHERS
Iron, small lots, 25 p.c. + 75c; full boxes, iron, 30 p.c. + 75c.

WHITE LEAD
Decorators' pure, ton lots, $14.55; less than ton lots, $14.85.

WIRE, BARB
Lyman, 4-point, $3.50 f.o.b. Ft. William, $3.75 Winnipeg; Glidden Cattle, 2 pt., $3.35 Ft. William, $3.60 Winnipeg; Baker 2 pt., $3.20 Ft. William, $3.55 Winnipeg; Winnipeg, $2.95; plain twist, cwt., Ft. William, $3.90; Winnipeg, $4.30; plain galvanized, Ft. William, No. 9, $4.10; No. 12, $4.50; No. 13, Winnipeg $4.25, Ft. William $4.75; coil spring, Ft. William, No. 9, $4.05; No. 12, $4; Winnipeg, No. 9, $4.35; No. 12, $4.30.
Patented screen in 100-ft. rolls, $2 per hundred sq. ft.; in 50 ft. rolls, $2.10 per 100 sq. ft.

WIRE, PLAIN
Bale ties, 14 gauge, single loop, $5.40 Winnipeg; $5 Fort William.
Brass snare wire, per lb., 80c.

WIRE, ANNEALED.
No. 9, $4.45; 10, $4.50; 12, $4.65; 14, $4.80; 15, $4.95; 16, $5.10 per 100 lbs.

WRINGERS
Royal Canadian, $43.40 per doz.; Eze, $46.90 per doz.; Bicycle, $51.65 per doz.; Ajax, $8.75 each.

6000 Ton Stock in Winnipeg

A complete range of standard and miscellaneous steel and iron—and the equipment to execute special orders with the utmost despatch. Our stock comprises:

Beams, Channels, Angles, Plates, Zee and Tee Bars, Broad Flange Beams, Rounds, Squares, Flats, Rivets, Bolts, Square Cold Twisted Medium Steel Bars for Concrete Reinforcement, Splices, Rails, Nuts, Spikes, Grey Iron Castings, Heavy Forgings.

This stock enables us to give you exceptionally prompt delivery—*we can ship* your order for stock material the same day it is received.

Get our monthly Stock List.

Manitoba Bridge & Iron Works,
WINNIPEG MANITOBA LIMITED

FALL NEEDS ARE URGENT

Galvanized Sheets, Black Sheets, Canada Plate, Tin Plate and Solder

Wanted now, are needed in a hurry

Our stock is in good shape, well assorted in a variety of sizes and gauges. It will help you give your customers quick service at a time when material is hard to get.

We can also give you quality and service in "Max" Brand Corrugated Sheets, Winnipeg Shingles, Metal Sidings, Metal Ceiling, Eavestrough, Conductor Pipe, Stock Water Troughs, Trough Heaters, etc., etc.

Send your orders to us. We will get them on the way to you quickly.

WINNIPEG CEILING & ROOFING CO., Limited
P.O. Box 3006 **WINNIPEG, MAN.**



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Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.



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The Original Short Globe Lantern.
Made only by
Ontario Lantern & Lamp Co.,
HAMILTON, CANADA Limited

BEAR BRAND LAMP BLACKS
A Germantown of quality that gets big business
WILCKES, MARTIN, WILCKES CO
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"BEST'S" No. 21 WEATHER STRIP
Double Felt and Zinc.
Write for Samples and Prices
Best Weather Strip Co., Ltd.
Hamilton Ont.

BATH ROOM FITTINGS
K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE
AUTO ACCESSORIES



"CONDOR"
—the name that means quality and service in lamps—more light, less current. A money-saver, a money-maker. Write
The Basters, Jackson Co.
22 College Street, TORONTO

BOLTS, RIVETS, WIRE & WIRE NAILS
Quality Rite
Prices Rite
Quick Service
NORTHERN BOLT & SCREW CO., LIMITED, Owen Sound, Ont.

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Drop a card for prices and particulars.
HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.
F. W. Lamplough & Co., Unity Bldg., Montreal



Hardwaremen
You should stock a James Bros. Feed Cooker. Write for circular and prices to
James Bros. Foundry
PERTH, ONT.



Winter is Coming
Weatherstrip wanted for doors. Specify Swan Brand. Made of solid oak, and best green felt. Comes ready to put up.
SWAN MFG. CO.
Winnipeg

THE BEST BRAND
D. Ackland & Son, Limited, Winnipeg, Calgary
IRONED AND PAINTED WHIFFLETREE SETS
— CRESCENT PLOWSHARES —
Our new Implement Repair Catalog shows them. Write us.
TRADE A&S LTD MARK

You can talk across the continent for two cents per word with a WANT AD. in this paper.

If interested, tear out this page and keep with letters to be answered.

MARTIN-SENOUR
PAINTS AND VARNISHES
MADE IN CANADA—SOLD ON MERIT



PIONEERS
of
PURE
PAINT
and
STILL FIRST
in the estimation of
PAINT USERS.

The Paints and Varnishes that fortify you against complaints and make a Big Advance in your turnover.

The exclusive Agency for this line is a most valuable asset to any merchant's business. Martin-Senour Paints and Varnishes are now so well known for their unsurpassed quality and from the fact that they are so extensively advertised, that more and more people are attracted to the store where they are handled, and consequently they are the easiest and most profitable to sell.

The high quality of each and every Martin-Senour Product is such as to retain and increase the demand of those who have once tried them.

Martin-Senour sales help and co-operation is the strongest, consisting of the most effective features of Interior and Exterior Displays, Mailing Campaigns, Follow-Up Systems, and direct help of Salesman.

This policy will not be curtailed.

It will be **continued** and **strengthened.**

Would you not like to be counted as one of our **satisfied** and **successful** Dealer Agents who is profiting by this policy?

Drop a line for our Proposition, but do it to-day.



The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
MONTREAL
WINNIPEG TORONTO HALIFAX



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THE LINE OF LEAST RESISTANCE is the one you should follow if you are looking for real success. The Pratt & Lambert line of Varnish Products is the *line of least resistance for you* — the one that sells quickest and with the least effort. And why? Simply because powerful and persistent national advertising, coupled with sixty-seven years of growing reputation, has made the public *familiar* with the Pratt & Lambert line. They will accept P&L goods because they *know them.*



You realize, as do most live dealers nowadays, the importance of this *friendliness* on the part of your customers, toward the different lines you carry. It's a mighty uphill job today to sell an unknown brand of goods against one whose name is familiarly and favorably known, *no matter what the relative prices may be.* Handling the P&L Line—the "Line of Least Resistance"— is insurance against cutthroat prices, over-stocked shelves, and unpleasant complaints.

We want *you* for a P&L man. Write for P&L Dealers' Proposition.

Pratt & Lambert-Inc.

Varnish Makers 67 Years

24 Courtwright Street, Bridgeburg, Ont.

Pratt & Lambert Varnish Proposition

Quality Sales Profits Repeats...

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PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

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PRESIDENT OF THE SUPERIOR JURY

DIRECTOR OF EXHIBITS

SEC'Y OF THE INTERNATIONAL AWARD SYSTEM

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

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55-71 Amory Street
Roxbury, Mass.
U.S.A.



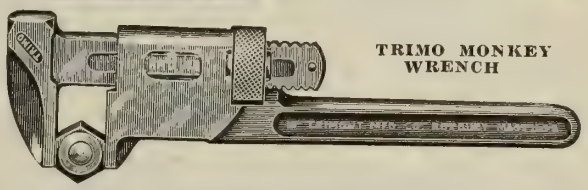
TRIMO PIPE WRENCH WOOD HANDLE



TRIMO PIPE WRENCH STEEL HANDLE



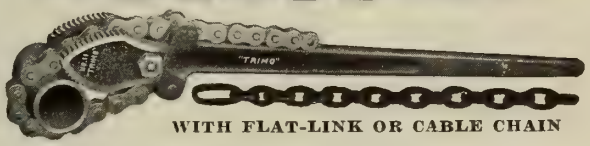
TRIMO PIPE CUTTER



TRIMO MONKEY WRENCH

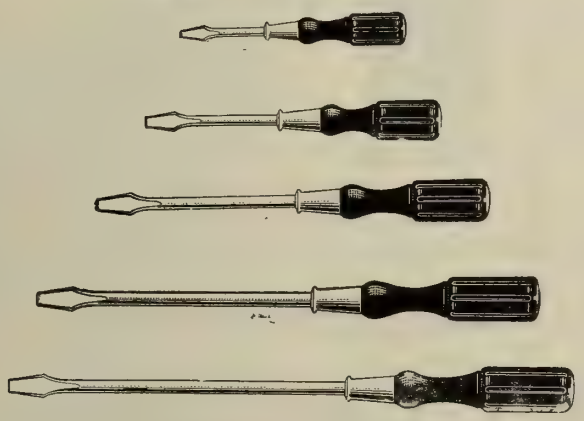


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WITH FLAT-LINK OR CABLE CHAIN

Stanley Tools



"HURWOOD" SCREW DRIVERS

Especially Adapted for Automobile Use
Unsurpassed for STRENGTH and DURABILITY.
BLADE, SHANK and HEAD are of one piece of steel.
The Blades are finely tempered and well finished.
The Handles are polished and stained black.
Many styles and sizes from which to select your stock.

"HURWOOD" SCREW DRIVERS ARE MADE IN CANADA

STANLEY RULE & LEVEL CO.
NEW BRITAIN. CONN. U.S.A.

OWL BABBITT METAL

With difficulty we induced a customer to stock a few pounds of OWL METAL. His sales for the past year were two tons.

Write for discount to trade.

THE OWL METAL CO. LTD. Winnipeg

Price 30c lb.



NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Atlas

10 Cent Fly Swatter



This swatter has an extra long handle — 10 inches. It is very neatly and securely bound with soft green felt — cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible — will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. Also it has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.

New Haven, Conn.

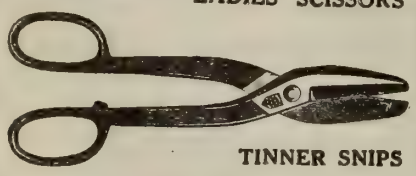
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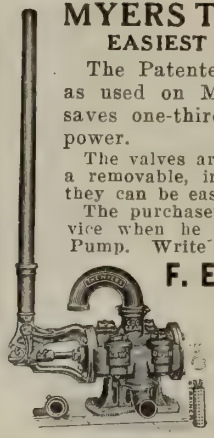
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EASIEST TO OPERATE

The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

The purchaser buys the most service when he buys a Myers Tank Pump. Write for booklet.



F. E. Myers & Bro.

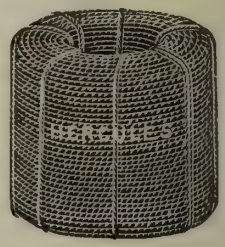
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J. H. Ashdown, Hdwe. Co., Ltd., Winnipeg, Calgary & Branches.

Lewis Bros., Ltd., Montreal, Distributors of Myers Pumps.

SASH CORD

THE BEST MADE



Star Brand Cotton Rope.
Star Brand Cotton Clothes Line.
Star Brand Cotton Twine.
WHOLESALE DEALERS SELL THEM



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

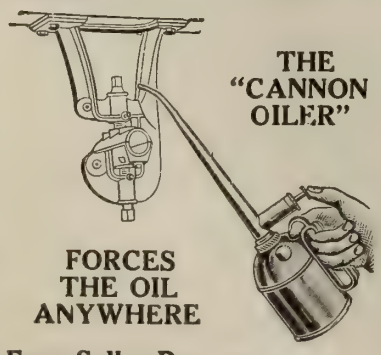
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JOHN OAKEY & SONS Limited

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England



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FORCES THE OIL ANYWHERE

Easy Seller Because—

It is exceptionally convenient, quick acting and an oil saver.
Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.
A sure good sale and splendid profit. Order it now.

R. E. BLOOMER

KEITHSBURG, ILL.

TURPENTINE

Distilled from Pure White Gum

We import in Tank Cars and New White Oak Barrels.

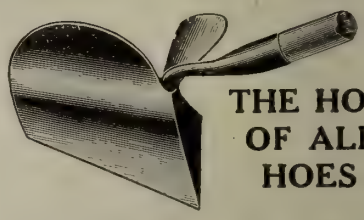
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Get Our Quotations.

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Colonial Varnish & Color Co.

20 Francis Street - - Toronto



THE HOE OF ALL HOES

Breaks up the ground, plows, hills, cuts weeds and cultivates the soil and does the work in half the time, and better, easier and more satisfactorily.

Manufactured by

SCHOENER MFG. COMPANY

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Western Canadian Distributors: Merrick-Anderson Co., Winnipeg, Man.

One Inch Space

$1.05 Per Issue

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Auger Bits, Bolts and Nuts, Bolster Springs, Chain, Drills, Files, Handles, Horseshoes.

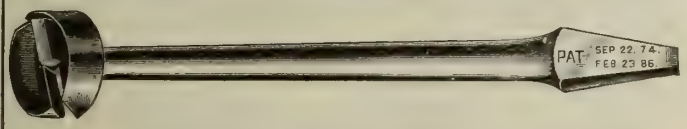
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WILKINSON AND KOMPASS

TORONTO HAMILTON WINNIPEG

WE SHIP PROMPTLY

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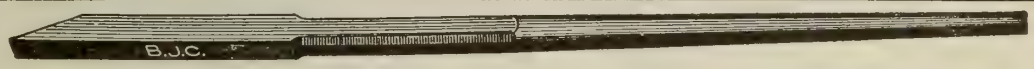


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Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

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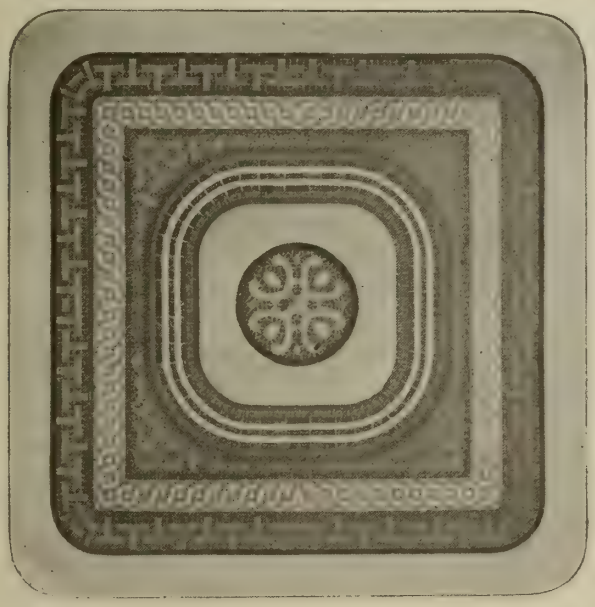


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We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

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Square or Oblong

Wood Lined and Paper Lined
All sizes

Our extensive lithographing plant enables us to produce the most artistic in design and the quality is the best, as only specially selected material is used.

Our Stove Boards are seamless, no cracked or shabby corners.

Write us for prices.

THE THOS. DAVIDSON MFG. CO., LIMITED

TORONTO MONTREAL WINNIPEG

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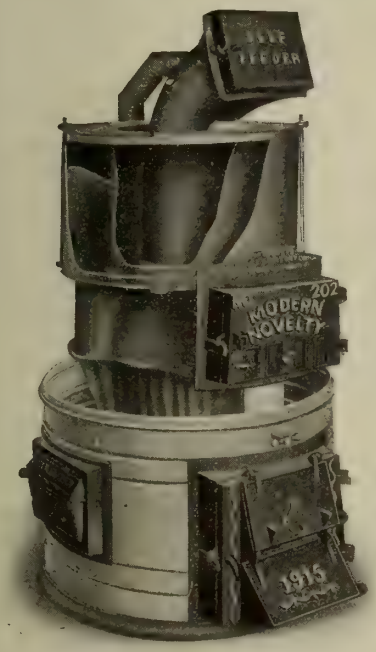
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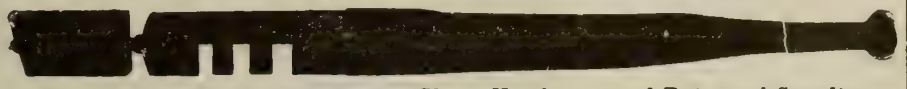
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Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Hamilton.
Pratt & Whitney Co., Ltd., Dundas.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Metals
The British Aluminium Co., Ltd., London, Eng.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Leslie, A. C., & Co., Montreal.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
The Stanley Works, New Britain.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Metal Boxes, for Specialties
Eley Bros., Ltd., London, Eng.

Metal Lockers
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennie Wire & Iron Works, London, Ont.

Metal Shingles, Siding, Etc.
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Ltd., Oshawa.
Roofers Supply Co., Ltd., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Polish, Emery Cloth, etc.
Continental Oil Co., Winnipeg.
Oakey, John & Sons, London, Eng.

Metal Windows and Doors
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Mitre Boxes
Millers Falls Co., Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Monel Metal
The International Nickel Co., New York, N.Y.

Motorcycles
Johnson's, Iver, Arms & Cycle Wks. Fitchburg, Mass.

Mop Wringers
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Wire
The British Aluminium Co., Ltd., London, Eng.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Hamilton, Ont.
Northern Bolt & Screw Co., Owen Sound, Ont.
Roofers Supply Co., Ltd., Toronto.
The Steel Co. of Canada, Limited, Hamilton.
Parmenter & Bulloch Co., Gananoque.

Nickel
The International Nickel Co., New York, N.Y.

Oils
Brandram-Henderson, Ltd., Halifax, N. S.
Continental Oil Co., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son., Montreal.

Oilers
Thos Davidson Mfg. Co., Montreal.

Oil Cake
Dominion Linseed Oil Co., Ltd., Montreal.

Oil Stones
Carborundum Co., Niagara Falls, N.Y.

Oil Tanks and Pumps
Darling Bros., Ltd., Montreal.
Wayne Oil Tank & Pump Co., Woodstock, Ont.

Ornamental Fences and Gates
Banwell-Hoxie Fence Co., Hamilton.
Frost Steel & Wire Co., Ltd., Hamilton.
McGregor-Banwell Fence Co., Walkerville, Ont.

Ornamental Iron and Wire
Canada Wire & Iron Goods Mfg. Co. Hamilton.
Manitoba Bridge & Iron Works, Ltd. Winnipeg, Man.

Packing
Canadian Consolidated Rubber Co. Montreal.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.

Pails
Wm. Cane & Sons Co., Newmarket.

Paints, Oils, Varnishes
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Imperial Varnish & Color Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Ottawa Paint Works, Ottawa, Ont.
Pratt & Lambert, Inc., Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Paint and Varnish Remover
Dougall Varnish Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
Allan Munro Color Co., Ltd., Montreal.

Pastry and Bread Boards
Stratford Mfg. Co., Ltd., Stratford.

Perforated Sheet Metals
Canada Wire & Iron Goods Mfg. Co., Hamilton, Ont.
Greening, B., Wire Co., Hamilton.

Pie Plates
Mecca Specialties Co., Ltd., Toronto.

Pig Iron
The Steel Co. of Canada, Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Pipe Wrenches
Trimont Mfg. Co., Roxbury, Mass.

Pipe, Wrought, Lead and Galvanized
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Canadian Tube & Iron Co., Montreal.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton.

Pipe, Galvanized Cond.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roo'ng Co., Winnipeg.

Pipe Cutters
Trimont Mfg. Co., Roxbury, Mass.

Plane Irons
Buck Bros., Milbury, Mass.

Planes
National Machinery & Supply Co., Ltd., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

Pliers
Frank Mossberg Co., Attleboro, Mass.

Plugs, Electricians'
Canadian Consolidated Rubber Co., Montreal.

Post Hole Augers
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Poultry Netting
Greening, B., Wire Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Poultry Supplies
Cushman Motor Works, Winnipeg.
Collins Mfg. Co., Toronto.

Powder Aluminium
The British Aluminium Co., Ltd., London, Eng.

Condensed or "Want" Advertisements

There is always someone, somewhere, who is looking for just such a proposition as you have to offer—and it is more than likely that he is a hardwareman and a subscriber to HARDWARE AND METAL. Let an advertisement on this page bring you together.

RATES (payable in advance): 2 cents per word first insertion, 1c per word subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word.

SITUATIONS WANTED

THE "CHANGING TIME" IS GETTING near. There are many firms who have vacancies on their sales or office staffs to fill during the next few months. If you want to qualify for some of these vacancies, tell your story briefly in a Condensed Advertisement, and try in out in Hardware and Metal. A twenty-five word advertisement may land you a permanent position with splendid prospects.

SPECIALTY SALESMAN DESIRES POSITION as sales manager or traveler. Twelve years' experience calling upon Ontario hardware trade. Box 313, Hardware and Metal.

AGENCIES WANTED

FOR BRITISH COLUMBIA — MANUFACturers' agent, with highest references and four years' connection with best hardware trade, desires agency for one or two additional high-grade and quick-selling lines. Commission basis. Best of opportunity for firms desiring continuous representation from now on at minimum cost. Ideal time for getting established. Only permanent agencies considered. Box 544, Hardware and Metal.

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

STORE EQUIPMENT FOR SALE

YOU MUST HAVE A LOT OF OLD FIXtures around the store which are no longer of any value to you, but would prove very useful to someone else in the hardware business. Find a purchaser for this equipment through an advertisement on Hardware and Metal's Condensed Ad. Page.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using, would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

HARDWARE WINDOW DRESSING—THIS is the first book ever written devoted exclusively to Hardware Display. There are 256 pages and over 200 illustrations with full working descriptions. It is the purpose of this book to illustrate and explain how hardware windows may be dressed to the best advantage—how they can be made to sell goods. It is not a theoretical work but a collection of specimens of the best work and ideas of the most expert window dressers in the world. These men have contributed their experience covering the many phases of hardware window display. This volume, therefore, represents the sum total of information on this subject presented as concisely as is consistent with clearness. By following the simple illustrated directions given in "Hardware Window Dressing" any clever clerk can put in good hardware displays at no cost whatever. Size 8 x 11 inches. Price $2.60 postpaid. MacLean Pub. Co., 143 University Ave., Toronto.

SITUATIONS VACANT

WANTED—A YOUNG MAN WITH EXPERIence in the hardware business, to act as clerk; also assistant shipper for the shipping room, with some knowledge of checking and packing goods. Please state age, experience and salary expected. Apply to Sumner Co., Moncton, N.B. (43)

WANTED EXPERIENCED HARDWARE clerk. State experience, references and wages. Apply to Box 400, Hardware and Metal.

WANTED—AN EXPERIENCED HARDWARE clerk. Apply, stating experience, wages expected, also give references, to Box 270, Orillia, Ont.

BUSINESS CHANCES

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited. Room 314, Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

HARDWARE STORE BUSINESS METHODS —The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include: Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business; Changing a Credit into a Cash Business, etc. 220 pages. Price $1.10, postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

Do a Big File Business



The chances are that you have many machine shops in your community where files are used. We put it to you that you should make a dead set to have every one of these shops use

DELTA FILES

We'll work with you **hard** to get Delta Files introduced and if this happens it means a very nice annual business for you if you have the local agency for Delta Files.

We say this:

Delta Files outlast all other files; will cut faster and retain their cutting edges longer than all other makers' files.

We guarantee this; for we **know**. We've been 50 years at the business and we've been up against competition all this time. We **know** by trial that our files will back up **every time**.

Delta Files

are the only files from 3 to 24 inches made absolutely from crucible steel.

Now will you write us and tell us how things stand in your community? We'll tell you how we work with you to get the file **business** of every shop.

Delta Files can be ordered through your jobber.

TRADE MARK DELTA

DELTA FILE WORKS

PHILADELPHIA, PA., U.S.A.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto; Starke, Seybold, Montreal; Wm. Stairs, Son & Morrow, Halifax; Merrick-Anderson Co., Winnipeg

All Leading Jobbers.

CLASSIFIED LISTS OF ADVERTISEMENTS

Powders, Sporting, Black, Smokeless, Lesmok (Partly Smokeless)
Du Pont Powder Co., Wilmington, Del.

Pulleys
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Maytag Co., Ltd., Winnipeg.

Pump Valves
Canadian Consolidated Rubber Co. Montreal.
Darling Bros., Ltd., Montreal.

Pumps, Iron
Aylmer Pump & Scale Co., Aylmer.
Beatty Bros., Ltd., Fergus, Ont., Winnipeg, Man.
Darling Bros., Ltd., Montreal.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Richmond Pump Co., Winnipeg.

Pump, Power, Hand
Aylmer Pump & Scale Co., Ltd., Aylmer, Ont.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg.
Darling Bros., Ltd., Montreal.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Putty
Benj. Moore & Co., Ltd., Toronto.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

Racks, Wire Cloth Display.
R. M. Bowser & Son, Renfrew, Pa

Ranges
Clare Bros. & Co., Ltd., Preston, Ont.
Thos. Davidson Co., Montreal.
Findlay Bros., Carleton Place.

Radiators
Clare Bros. & Co., Ltd., Preston, Ont.

Rat Traps
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Rasps
Delta File Works, Philadelphia.
Henry Disston & Sons, Toronto.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
Jonathan Crookes & Son, Sheffield, Eng.
Jas. Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Geo. Wolstenholm & Son, Sheffield, Eng.

Razor Hones
Carborundum Co., Niagara Falls, N.Y.
Geneva Cutlery Co., Geneva, N. Y.

Reamers
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Whitman & Barnes, St. Catharines.

Red Lead
Brandram-Henderson Co., Montreal.

Registers
The Thos. Davidson Mfg. Co., Ltd., Montreal.

Refrigerators
The Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

Reinforcing Concrete
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dominion Iron & Steel Co., Sydney.
McGregor-Banwell Fence Co., Walkerville, Ont.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.

Repair Gum
Adamson Mfg. Co., Hamilton.

Revolvers
Colt's Patent Fire Arms Co., Hartford, Conn.
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.

Rifles
Marble Arms & Mfg. Co., Gladstone, Mich.
Remington-Arms U-M-C Co., Windsor, Ross Rifle Co., Quebec.

Rifle and Shotgun Sights
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.

Rivets
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.
Northern Bolt & Screw Co., Owen Sound, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Hamilton.

Rockers, Shoofly
McFarlane Ladder Works, Toronto.

Roofing
Bird & Son, Hamilton.
H. S. Howland, Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
J. H. McComb, Ltd., Montreal.
Metallic Roofing Co., Ltd., Toronto Winnipeg.
Pedlar People, Lt., Oshawa, Ont.
Roofers Supply Co., Ltd., Toronto.

Roofing Supplies
Bird & Son, Hamilton.
Metallic Roofing Co., Toronto and Winnipeg, Man.
Roofers Supply Co., Ltd., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Runways, Electric
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.
L. S. Starrett Co., Athol, Mass.

Rubber Cement
Canadian Consolidated Rubber Co., Montreal.

Saws
E. C. Atkins & Co., Hamilton.
Bridgeport Hardware Mfg. Co., Bridgeport, Conn.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.
R. H. Smith Co., Ltd., St. Catharines, Ont.

Saws, Cross-Cut
E. C. Atkins & Co., Hamilton.
Aylmer Pump & Scale Co., Aylmer.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.
R. H. Smith Co., Ltd., St. Catharines, Ont.
Victor Saw Works, Hamilton, Ont.

Saws, Circular
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.
R. H. Smith Co., Ltd., St. Catharines, Ont.

Saws, Hand
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.
R. H. Smith Co., Ltd., St. Catharines, Ont.

Scales
Aylmer Pump & Scale Co., Aylmer, Ont.
John Chatillon & Sons, New York, N.Y.
Landers, Frary & Clark, New Britain, Conn.
Walter Woods & Co., Hamilton.

Screen Doors and Windows
Sanderson, Harold Co., Paris, Ont.

Screen Door Sets
The Stanley Works, New Britain.

Screw Plates
Butterfield & Co., Rock Island, Que.

Screw Drivers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
National Machinery & Supply Co., Ltd., Hamilton.

Screw Driver Bits
Buck Bros., Milbury, Mass.

Screw Drivers, Pockets
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Marble Arms & Mfg. Co., Gladstone, Mich.

Screws, Nuts, Bolts
Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood
Steel Co. of Canada, Ltd., Hamilton.

Scythes, Stones
The Carborundum Co., Niagara Falls, New York.

Shears, Scissors
Henry T. Seymour Shear Co., New York.
Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clark, New Britain.
Geo. Wolstenholm & Sons, Sheffield, Eng.

Sheet Metal Products
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metallic Roofing Co., Ltd., Toronto. Winnipeg.
Pedlar People, Ltd., Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Shelf Boxes
Cameron & Campbell, Toronto.

Shellac
Berry Bros., Walkerville, Ont.
Dougall Varnish Co., Ltd., Montreal.

Shelving, Steel Store
The Dennis Wire & Iron Works Lonon, Ont.

Shock Absorbers
Adamson Mfg. Co., Hamilton.
Richards-Wilcox Canadian Co., London, Ont.

Shot Guns
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Caverhill, Learmont & Co., Montreal.

Sieves and Screens
B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Silo Irons
Beatty Bros., Limited, Fergus, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Silo Roofs
Metallic Roofing Co., Ltd., Toronto Winnipeg, Man.

Silverware
Geo. Butler & Co., Ltd., Sheffield, Eng.
Canadian Wm. A. Rogers, Ltd., Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Skylights
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Pedlar People, Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Sliding Door Hardware
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Smoke Stacks
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

Snow Shovels
The Thos. Davidson Mfg. Co., Ltd., Montreal.

Solder
Canada Metal Co., Ltd., Toronto.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto.
Eclipse Mfg. Co., Indianapolis, Ind.
Hyslop Bros., Ltd., Toronto.
Interstate Electric Novelty Co., Toronto.

Sporting Goods
Thos. Davidson Mfg. Co., Montreal.
Horton Mfg. Co., Bristol, Conn.
H. S. Howland, Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Marble Arms & Mfg. Co., Gladstone, Mich.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Sprayers
Collins Mfg. Co., Toronto.
Eureka Planter Co., Woodstock.

Springs
B. J. Coghlin, Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Stable Fitting Steel
Beatty Bros., Ltd., Fergus, Ont.
The Dennis Wire & Iron Works, London, Ont.

Stains, Shingle
Berry Bros., Walkerville, Ont.
Brandram-Henderson, Ltd., Halifax.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

Stains, Wood
A. Ramsay & Son Co., Montreal.
Berry Bros., Walkerville, Ont.
Dougall Varnish Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

Staples
Frost Steel & Wire Co., Ltd., Hamilton.
The Stanley Works, New Britain.
Steel Co. of Canada, Ltd., Hamilton

Staple Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Steel, Cold Rolled Strip
The Stanley Works, New Britain, Conn

Sleighs
J. E. Beauchamp & Co., Montreal.

Steel Wire Hoops
Dominion Iron & Steel Co., Ltd., Sydney.
Steel Co. of Canada, Ltd., Hamilton. Winnipeg, Man.

Stencils
Hamilton Stamp & Stencil Co., Hamilton Ont.

Stepladder Chairs
McFarlane Ladder Works, Toronto.
Stratford Mfg. Co., Ltd., Stratford.

Store Ladders
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Stocks and Dies.
Butterfield & Co., Rock Island, Que.

Stoves, Electric.
Mainer Electric Co., Ltd., Winnipeg.

Stoves, Furnaces
Clare Bros. & Co., Ltd., Preston, Ont.
Findlay Bros., Carleton Place.
Kir-Ben, Ltd., Almonte, Ont.
Thos. Davidson Mfg. Co., Montreal
Wrought Iron Range Co., Toronto.

Stoves, Sheet Iron
Collins Mfg. Co., Toronto.

Stove Pipes
Collins Mfg. Co., Toronto.

Sweeping Compound
Continental Oil Co., Winnipeg.

Switches, Electric
Interstate Electric Novelty Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.

Tapes, Measuring
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Technical Books
MacLean Publishing Co., Toronto.

Tents
J. Pickles, Winnipeg.

Threshing Tools
Pratt & Whitney Co., Dundas, Ont.

Thimbles
Collins Mfg. Co., Toronto.

Ticket Punches
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Tie Posts
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Tiling, Wall and Floor
The Barton-Netting Co., Ltd., Windsor, Ont.

Tinners' Snips
Bridgeport dwe. Mfg. Corp., Bridge- Ont.
Brown, Boggs Co., Ltd., Hamilton.

Tin Plates
A. C. Leslie & Co., Montreal.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain, Toronto.

Tinware
Soren Bros., Toronto.
The Thos. Davidson Mfg. Co., Ltd., Montreal.

Tires, Auto, Bicycle and Baby Carriage
Canadian Consolidated Rubber Co., Montreal.

Tire-Savers
Richards-Wilcox Canadian Co., London, Ont.

Toasters
Collins Mfg. Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Toboggans
J. E. Beauchamp & Co., Montreal.

Tools
Buck Bros., Milbury, Mass.
The Goodell-Pratt Co., Greenafield Mass.
Frank Mossberg Co., Attleboro, Mass.
Millers Falls Co., Miller Falls, Mass.
National Machinery & Supply Co., Hamilton.
Pratt & Whitney Co., Ltd., Dundas.
Stanley Rule & Level Co., New Britain.
Ward & Payne, Shefield, Eng.

Tools—Metal Workers'
Brown-Boggs Co., Hamilton.
Cleveland Stone Co., Cleveland, Ohio.

Tool Grinders
Richards-Wilcox Canadian Co., London, Ont.

Tool Kits, Automobile
Lewis Bros., Ltd., Montreal.
Frank Mossberg Co., Attleboro, Mass.
The L. S. Starrett Co., Athol, Mass.

Tool Handles and Lumbering Tools
J. H. Still Mfg. Co., St. Thomas.

Track, Barn Door
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Toys
J. E. Beauchamp & Co., Montreal.

Track Systems
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Trowels
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Toronto.
R. H. Smith Co., Ltd., St. Catharines, Ont.

Trucks, Feed, Floor and Platform
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg.

Tubing, Brass, Copper, etc.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Tubing, Draught
Canadian Consolidated Rubber Co., Montreal.

Tubing, Rubber
Canadian Consolidated Rubber Co., Montreal.

Vacuum Cleaners.
Daisy Vacuum Cleaner Co., Birmingham, Eng.

Vacuum Sweepers
Bissell Carpet Sweeper Co., Grand Rapids, Mich.
Mainer Electric Co., Ltd., Winnipeg.

Varnishes; See Paints
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Ltd., Halifax.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ottawa.
Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

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Russell Jennings

stamped on the round of our

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The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
CONN., U.S.A.

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LAMPBLACK
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Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

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FOR HIGH SPEED — Try It. — FOR HEAVY PRESSURE

Every Pound Guaranteed.

Tallman Brass & Metal Co.
HAMILTON, ONT.

BOLTS

We have a large stock of high grade **Carriage and Machine Bolts and Coach Screws and Rivets, Nuts and Washers.**
All orders filled and shipped promptly

London Bolt & Hinge Works
London Canada



JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

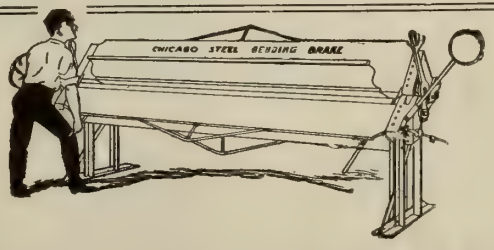
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"Advertising."

"How?"

"I let it all be done by my competitors."

—*Boston Transcript*



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MADE-IN-CANADA

Are the most economical, most accurate and have the most simple working arrangements of any brake made.

WRITE FOR CATALOG AND FULL PARTICULARS.

The Steel Bending Brake Works Ltd., Chatham, Ont.

If interested, tear out this page and keep with letters to be answered.

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Vises
National Machinery & Supply Co., Ltd., Hamilton.
North Bros. Mfg. Co., Philadelphia.

Vises, Oval Slide
National Machinery & Supply Co., Ltd., Hamilton.

Vises, Pipe
National Machinery & Supply Co., Ltd., Hamilton.

Vulcanizers
Adamson Mfg. Co., Hamilton.

Vulcanizing Rubber
Adamson Mfg. Co., Hamilton.

Wall Board
Bird & Son, Hamilton.

Wall Scrapers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Wash Boards
Wm. Cane & Sons Co,, Newmarket.
Meakins & Sons, Hamilton.
Walter Woods & Co., Hamilton.

Washing Machines, Electric and Power
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cummer-Dowswell Ltd., Hamilton.
The Maytag Co., Ltd., Winnipeg, Man.
Nineteen Hundred Washer To., Toronto.
One Minute Mfg. Co., Toronto.

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Cummer-Dowswell, Ltd., Hamilton.
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The Maytag Co., Ltd., Winnipeg, Man.
Nineteen Hundred Washer To., Toronto.

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Waste Baskets
The Dennis Wire & Iron Works, London, Ont.

Water Bowls for Animals
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Water Bowls
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Pedlar People, Oshawa, Ont.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Whisks
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T. S. Simms & Co., St. John, N.B.
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White Lead
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Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

Wholesale Hardware
Caverhill, Learmont & Co., Montreal.
H. S. Howland, Sons & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Winches
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Window Guards
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B. Greening Wire Co., Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Wire
The British Aluminum Co., Ltd., London, Eng.
Colonial Wire & Mfg. Co., Ltd., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, C.B.
Frost Steel & Wire Co., Ltd., Hamilton.
B. Greening Wire Co., Hamilton.
The Laidlaw Bale-Tie Co., Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound, Ont.
The Western Wire & Nail Co., Ltd., London, Ont.

Wire Cloth Display Racks.
R. M. Bowser & Son, Renfrew, Pa.

Wire Cutters
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Wire Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.
McGregor-Banwell Fence Co., Walkerville, Ont.

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Wire, Iron, Steel, Brass and Copper
Colonial Wire & Mfg. Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney.
B. Greening Wire Co., Ltd., Hamilton.
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Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.
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Wire, Bright Annealed
Frost Steel & Wire Co., Ltd., Hamilton.
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Canada Wire & Iron Goods Mfg. Co., Hamilton.
McGregor-Banwell Fence Co., Walkerville, Ont.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.
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Dougall Varnish Co., Ltd., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
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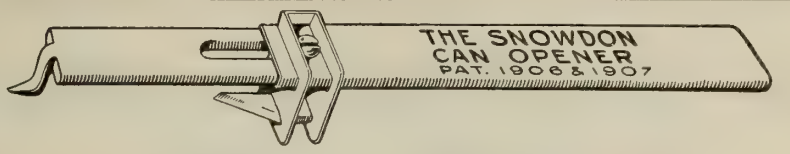
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CHESTERMAN'S

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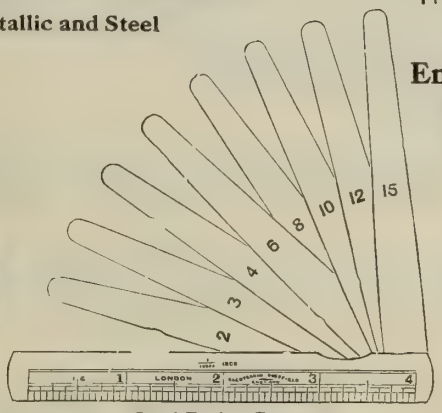
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It will require a high power campaign and lots of anxiety to do it. Even at that the persistent advertiser may beat the other fellow to it.

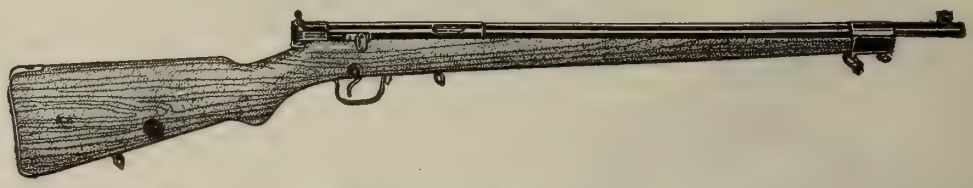
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An Early Christmas Showing of Ross Rifles

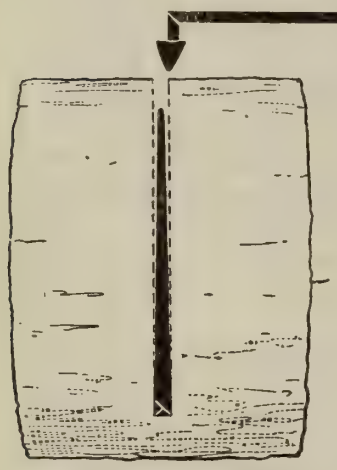
Is Sure to Attract Profitable Trade

Boys and girls are thinking of what they want for Christmas. A display of Ross .22 Cadet Rifles is sure to catch their eye. Once they see this splendid little gun, there is no rest for their parents until, convinced that it is no toy but a perfectly safe and reliable rifle, they put a Ross Cadet into the Christmas stocking.

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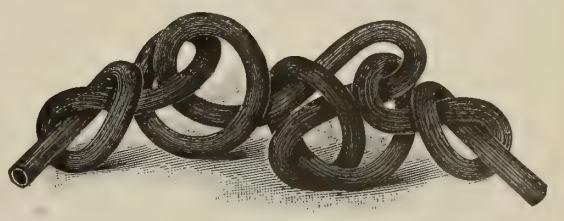
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TINKER TOM'S TALKS.



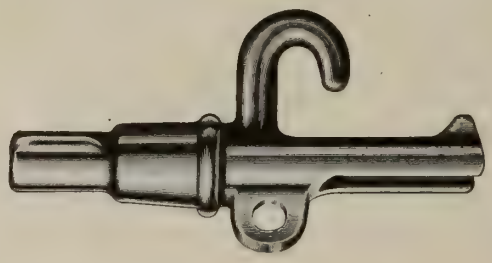
Talk Number Seventy-two

On every hand there is a steady call for the Tinker's services—new work, patch jobs galore—don't get caught short without galvanized sheets. Tell your jobber to-day to fit you up on "PREMIER" Made-in-Canada and you'll get the good jobs.

TINKER TOM.

Look for Talk No. 73 next week.

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HAMILTON, CANADA





HERE'S MORE PROFITS

Farmers everywhere realize more and more the value of their maple trees. Maple sugar brings ready cash when other produce is scarce. You'll have calls next spring for

Sap Spouts

Order some from the next jobber's salesman that calls on you. There is good money in supplying the necessities for sugar production. Why not get your share of it? McKinnon's Thistle Brand Spouts are dependable — accept no substitutes.

McKINNON DASH COMPANY
ST. CATHARINES, ONTARIO

All Chain is Proof-tested



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Certificates of test furnished

McKINNON
ELECTRIC SWELL-WELD
CHAIN

Tests taken at McGill University have proved our ELECTRIC WELDED chain to be fully 25% STRONGER than B.B.B. FIRE WELDED chain. The chain tested was taken from the stock of a Montreal Jobber.

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HARDWARE AND METAL

Vol. XXVIII PUBLISHED EVERY SATURDAY SINCE 1888 Oct. 28
No. 44 1916

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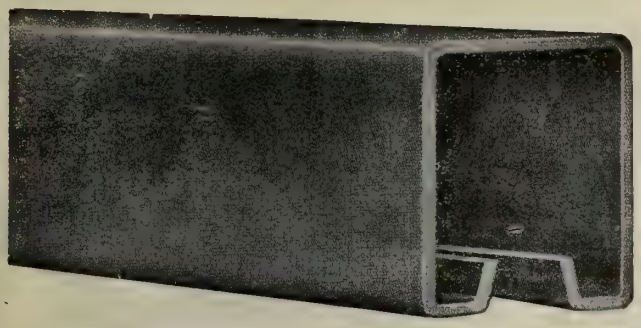
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The L. S. Starrett Company

THE WORLD'S GREATEST TOOL-MAKERS

Athol, Massachusetts

42-514



That Good "Richards-Wilcox" Trolley Track

PICK up a length of it and look it over carefully. Run your eye down one side and then down the other side, and see how straight it is.

Look through it and see how straight the runway is. See if there's any twist or bend or warp in it.

Now put a Champion 321 Hanger in it. Observe that the only point of contact is right on the tread, where the machined wheel runs on a flat surface, eliminating all friction.

It is the only track on the market in which the wheels cannot scrape the side of the box, or the pendant scrape the flange.

There are cheaper hangers than "R-W" —there are none so good.

When a farmer buys a trolley hanger, he thinks he is buying the best. Sell him THE BEST rather than the second best.

Richards-Wilcox

CANADIAN COMPANY, LTD.
LONDON, ONTARIO.

WHEN YOU CAN HAND OUT A HANGER AND SAY HONESTLY, "JOHN, THAT'S THE VERY BEST HANGER I KNOW OF," THE SALE IS HALF MADE.

Look for the name on every length of track.

Keep your rooms warm and your tempers cool

AVOID DRAFTS

You can rely upon the

"BRITON"

to keep them out

"Britons" keep the door of the world

Made only b

WM. NEWMAN & SONS, LTD.

BIRMINGHAM



The reliance that can be placed in a

"BRITON"

should be your reason for recommendation

Particulars of this and of our other Door Checks of all kinds from

FREDERIC SARA & COMPANY

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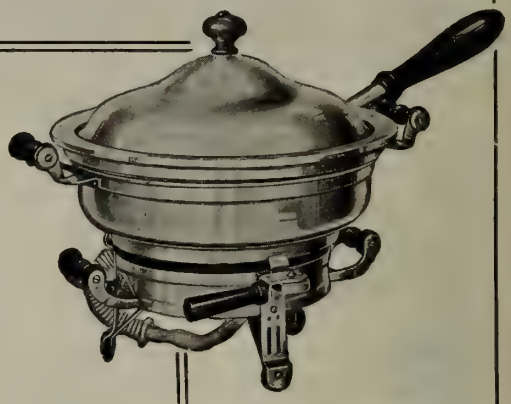
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Electric--as Christmas Gifts



UNIVERSAL
Coffee Urn No. E9166.
$20.00 to $22.00.

The UNIVERSAL Christmas Gift

The Christmas Season offers a wonderful opportunity for selling UNIVERSAL Home Needs—Electric. Besides their beauty and general utility there's a certain novelty about an electrical gift which adds greatly to its attractiveness. A UNIVERSAL Electrical Gift makes the Merry Christmas last all through the year.



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$9.25 to $10.00.

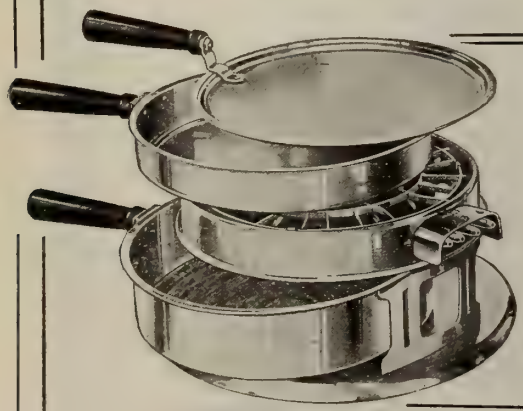
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is a distinctive selling feature, in all UNIVERSAL Home Needs—Electric. It conducts the heat from the lower side of the unit directly to the utensil by means of a flanged plate, thus eliminating all waste current and reducing the cost of operation to a minimum.



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UNIVERSAL



UNIVERSAL
Electric Grill
No. E984. $7.25

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On all UNIVERSAL Home Needs—Electric designed to contain a liquid. It eliminates any possibility of fire, burned out heating units or ruined appliances as a result of carelessness in leaving the device connected after the water becomes exhausted. The UNIVERSAL is the only safety device, in heating appliances, placed "in circuit." It is an exclusive feature with us.



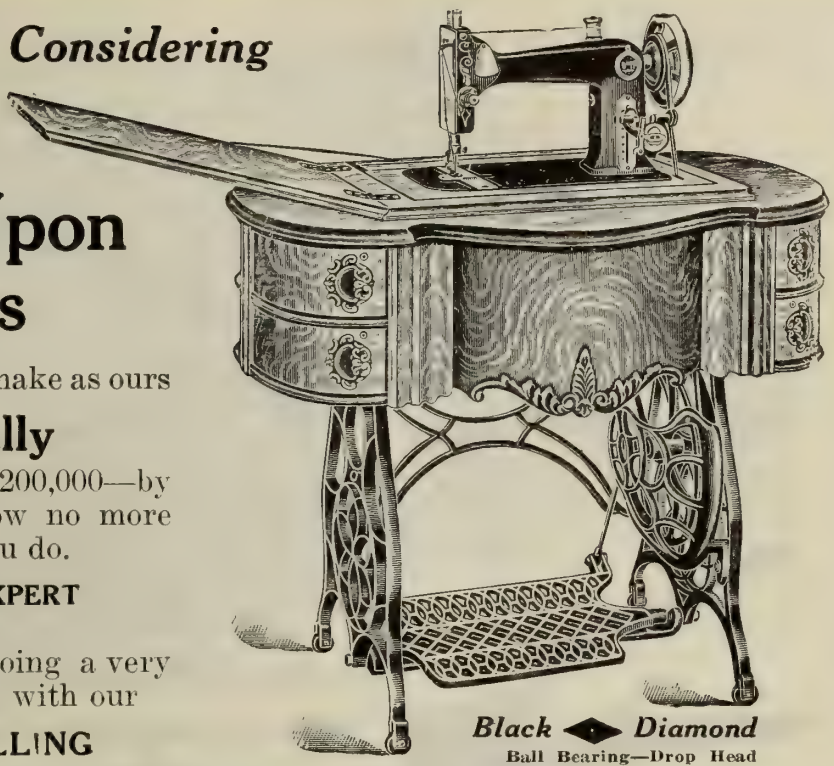
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Electric Toaster.
No. E946. $5.50.

A. MACFARLANE & CO., MONTREAL
Canadian Representatives

LANDERS, FRARY & CLARK - New Britain, Conn.

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Black ◆ Diamond
Ball Bearing—Drop Head

Thousands Upon Thousands

of sewing machines of the same make as ours

Are Sold Annually

in the United States—about 200,000—by Hardware Merchants who know no more about Sewing Machines than you do.

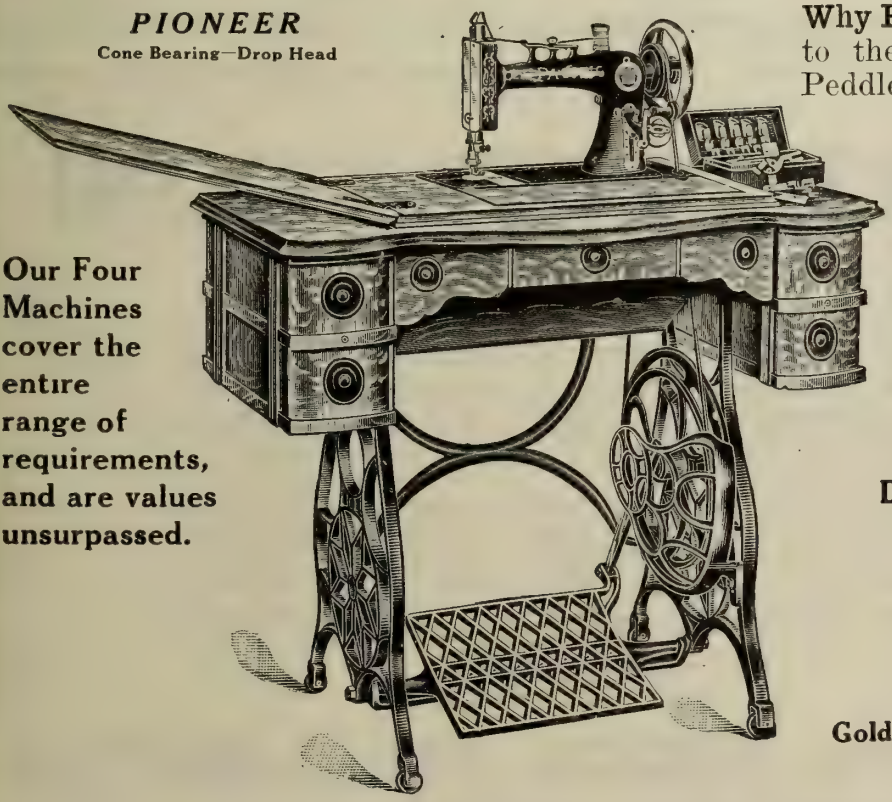
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FOUR EXCELLENT SELLING

SEWING MACHINES

PIONEER
Cone Bearing—Drop Head



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Our Four Machines cover the entire range of requirements, and are values unsurpassed.

DON'T KEEP PUTTING IT OFF

Start Now

WRITE FOR PRICES ON

BLACK DIAMOND

Gold Coin **Queen of the West**
Pioneer

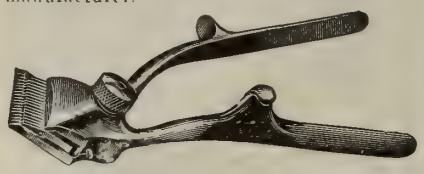
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RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

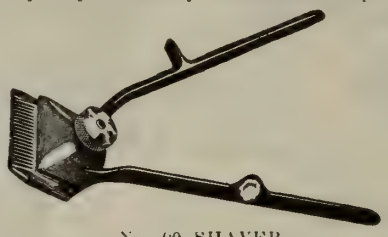
PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

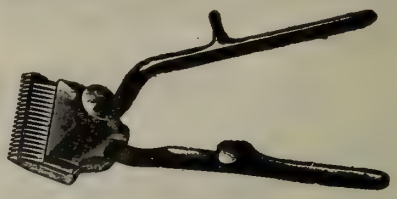
present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.
Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



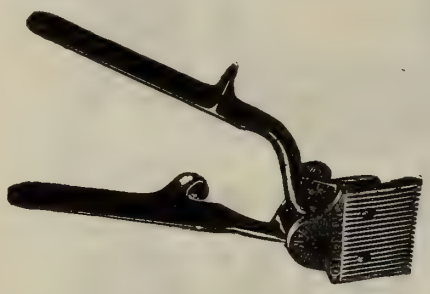
STANDARD No. 0, No. 1 and No. 2.
Retailing at about $2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about $2.25



SPEED
Best low-priced Clipper made. Retailing at about $1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.

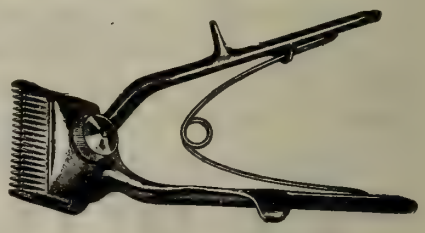
A. MacFarlane & Co.

Coristine Building, Montreal

Canadian Agents for

Wiebusch & Hilger, Ltd.

New York City



CADET
with visible spring, retailing at about $1.00.

TINNERS, ATTENTION!

LABOR AND MATERIAL are at a premium. PROMPT DELIVERIES on some lines are impossible. We therefore suggest that you anticipate your requirements AS FAR IN ADVANCE AS POSSIBLE. ALWAYS REMEMBER B. B. tools are the STANDARD for QUALITY, SPEED AND ACCURACY. Write us when in need of SHEARING MACHINES, STEEL AND IRON BRAKES, FOLDERS, BEADERS, PUNCHING MACHINES, SOLDERING COPPERS, SMALL HAND TOOLS, ETC., ETC.

THE BROWN, BOGGS CO., LIMITED

HAMILTON, CANADA

Montreal Agent:
W. L. HALDIMAND, Jr.

Western Agents:
BISSETT & WEBB, Winnipeg.

British Columbia Agents:
E. A. EARL & CO., Vancouver

If interested, tear out this page and keep with letters to be answered.



Pocket Ben

A *Westclox* Watch

POCKET BEN had an eye for the sales sheet when he had that box designed. That shade of brown, that white corner edge, that orange script lettering, all trade on six years of Big Ben publicity.

They all work to shorten the distance from the customer's pocket to the till. That box is a sales talk and recommendation all in one.

The good looks of Pocket Ben himself clinch the deal and it's a matter of take in the money and ring up the sale.

From the way orders are coming in, he's out to break sales records. It looks as though he was going to put it over big.

Pocket Ben is well designed and finely finished The case is nicely rounded and well-proportioned, the dial, clear and distinct. It has the same style, light running, reliable movement that makes *Westclox* so successful.

Each dozen is packed in a carton with two display cards and a novel display stand for your window or show case.

With an order for three dozen at your request we send a handsome walnut display rack shown above, a very attractive fixture.

There's a good margin of profit in Pocket Ben. The box and selling helps create a good demand. Is it any wonder they sell faster than we can make them? Furnished in nickel or gun metal.

Western Clock Co.

La Salle, Ill., U.S.A. Makers of *Westclox*

Toronto Office, 58-64 Wellington St. W.

If interested, tear out this page and keep with letters to be answered.

DAVIDSON'S "STERLING" ASH SIFTER



"Special Features"

It separates the ashes from the Cinders quickly and efficiently.

It does the work without making any dust.

It is easy to operate. By turning the handle the ashes fall through to receptacle beneath, and cinders are automatically discharged into the coal hod.

It is made of galvanized steel and will not rust, while there is nothing to get out of order.

THE THOS. DAVIDSON MFG. CO., LIMITED

TORONTO MONTREAL WINNIPEG

The Greatest Smoke Producer Known



The Thomson Smoke Machine



The Thomson Smoke Machine is an invaluable friend to the plumber in testing new or old plumbing. All he has to do is simply to take the machine to the job, apply the test, and if there are any leaks the machine will indicate such and they can be easily traced by the smoke issuing from them.

Simplicity.—So simple that a novice can work it.

Sensitiveness.—So sensitive that it will indicate the smallest leak.

Durability.—No glass gauge to break. No valves to clog. Nothing to get out of order.

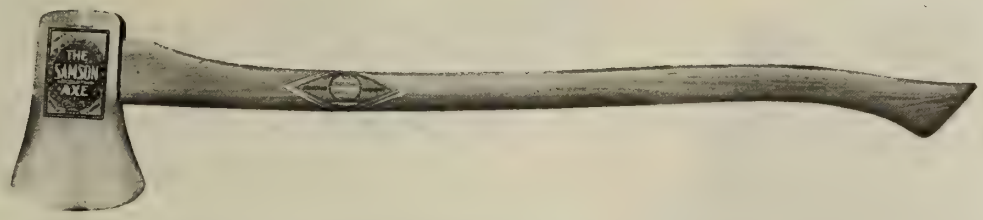
Portability.—A boy can carry it with one hand. It is 16 inches high, 11 inches square.

Smooth and Easy Action.—Double acting bellows, can be worked with one finger.

The James Morrison Brass Mfg. Co., Limited

93-97 ADELAIDE STREET WEST, TORONTO, ONTARIO

If interested, tear out this page and keep with letters to be answered.







SAMSON CHOPPING AXES

are

Supreme for Good Service

The Crucible Steel Bit, the careful tempering and testing, the high grade workmanship have built a reputation which makes the SAMSON axe one that you can sell with absolute confidence.

FULLY GUARANTEED

HOWLAND'S SAMSON—The Name Insures the Quality

HOWLAND'S SAMSON QUALITY H.S. HOWLAND SONS & CO LIMITED TORONTO

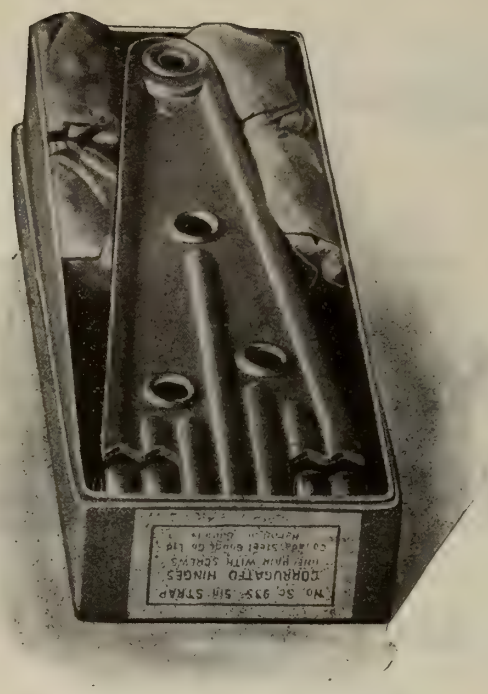
H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE MERCHANTS

TORONTO

HOWLAND'S SAMSON QUALITY H.S. HOWLAND SONS & CO LIMITED TORONTO

If interested, tear out this page and keep with letters to be answered.



No. SC 935

Buy Your Hinges
Packed With Screws
ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges	Pair in a Box	SC 900
Light Tee Hinges	" " "	SC 904
Heavy Strap Hinges	" " "	SC 209
Heavy Tee Hinges	" " "	SC 609
Corrugated Strap Hinges	" " "	SC 935
Corrugated Tee Hinges	" " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.
Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Canada



ANY Saw will show a profit,
DISSTON SAWS do MORE

Anything a dealer sells will net him a profit at a given figure, but the progressive dealer demands more from the goods he carries than the mere profit in their sale. He selects such goods as will best reflect the policy and personality of his establishment; goods that will advertise the high standard of excellence of his entire line; goods that are a credit to him and his store, both before and after they have been sold. Customer satisfaction and good-will are not fostered by the sale of inferior tools, and good-will is indispensable. That's why the live dealer demands the profit, **plus.**

Disston Saws mean more than quick and easy sales, due to a world-wide popularity (more Disston Handsaws are sold than other makes combined). They are the brand most frequently called for, but that is not all. Disston Saws are backed by three-quarters of a century of saw-making; they are made in a plant whose magnitude dwarfs all others, and where the refinement of process and equipment surpasses anything possible on a smaller scale of production. And this high standard of quality is the dealer's best route to his greatest possible asset—customer confidence.

Henry Disston & Sons, Ltd., 2-20 Fraser Ave., Toronto, Canada

If interested, tear out this page and keep with letters to be answered.

Quality Service

Courtesy in Business

Fittingly framed and hanging in the Offices of one of the most important Public Service Corporations on this North American Continent is the following

'Did you say Please and Thank you?'

Broad minded men direct the destiny of that Corporation, men who know that public or private enterprises to be lastingly successful must operate for the public good.

Quality and Service are the two important factors in our business life today, but Courtesy is the door through which they must enter.

We are large producers of Hamilton Pig Iron and our output of Open Hearth Steel Blooms and Billets, Iron and Steel Bars of all shapes and size runs into enormous tonnage.

The products of our mills include practically everything that can be manufactured from Iron and Steel and these we distribute to thousands of satisfied customers.

Our business is an extensive one and a successful one. The World is our market: but our prosperity and success in the future, as in the past, depend upon the continued confidence, co-operation and good-will of the people we serve.

The Steel Company of Canada, Limited

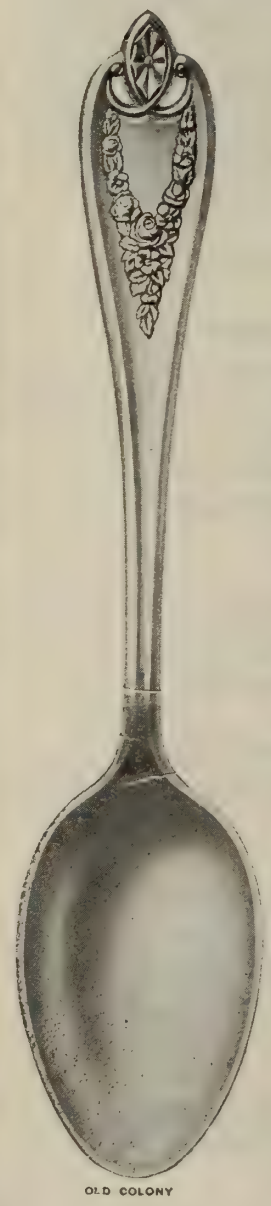
HAMILTON TORONTO MONTREAL WINNIPEG

If interested, tear out this page and keep with letters to be answered.

1847 ROGERS BROS.

SILVERWARE

A Sales Policy That Benefits All



AS recently announced, and as set forth in our Catalogue No. 27, it is our purpose to exercise the privilege to fix a minimum resale price to the consumer on

1847 ROGERS BROS.
Flatware and Cutlery

The dealer who co-operates in maintaining the prices in our suggested Retail Price List helps himself while helping us, for he safeguards his interest against the price cutter whose influence is destructive to sane retailing policies.

By closing the source of supply to those who persist in price cutting, we act within our rights and we give you protection that is necessary to the successful conduct of business.

We believe that retail merchants of Canada are almost to a unit in favor of and desirous of adopting a fixed price on nationally advertised and standardized trade-marked articles of merchandise, and we propose to assist and encourage "fixed prices" and "price maintenance" on the ware we manufacture and distribute.

"Silver Plate that Wears"

"1847 Rogers Bros." is sold with an unqualified guarantee made possible by the actual test of over 65 years. There are other "Rogers" and other kinds of silverware, but there is only one genuine "1847 Rogers Bros." Send for Catalogues No. 27 and No. 28.



MERIDEN BRITANNIA COMPANY, Limited
HAMILTON, CANADA

If interested, tear out this page and keep with letters to be answered.



Are You Using Our Free Display Fixtures?

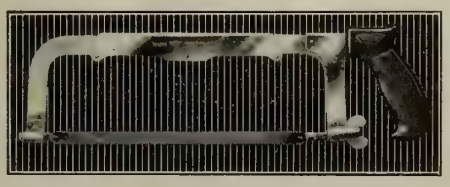
Displaying tools was a big problem before our handsomely finished displays of unique design made it so easy. No more stapling and wiring tools on panels that don't "stick out" of the window display, nor look effective after the endless work of getting them ready.

You just put a few tools on the Millers Falls displays. Put them in the window with a few tools on the floor of the window and the display is all done. Takes only minutes where tool windows used to take hours to prepare.

And they make 1000% better looking windows besides!

Send for book showing all the Dealer Helps we offer you free—also book "How To Sell Tools" that is recognized as authority on the subject. The book that has made thousands of hardware merchants Stop, Look and Think.

If you are not thoroughly familiar with what we are doing to help retailers get a higher batting average in selling tools—write us to-day before you do another thing.



Here's Star Hack Saw 1019, which is the last word in effective frame construction. Costs so very little more that no mechanic can afford to buy the old inefficient kind.

Pistol grip and "hang" of saw give you the greatest power with the least effort. Blade allows maximum stroke and handle fits any hand.

Millers Falls Company

"Toolmaker to the Master Mechanic"

MILLERS FALLS, MASS.

N. Y. Office: 28 Warren Street

KIR-BEN

TRADE MARK

The Kir-Ben Steel Range

Quite apart from the items of materials, finishes, accessories and other concrete phases of a **Kir-Ben** range are these three supreme things.

Its ability to bake well.

Its ability to save fuel.

Its power to live long as an efficient utility.

These three supreme things are admirably realized in a **Kir-Ben** Steel Range. Here are some particulars briefly put for your information:

Design.—Neat and plain. No fussy ornamentation or fancy nickel.

Construction.—The **Kir-Ben** Steel Range is very heavy, lined throughout with Asbestos and Steel. Roomy Firebox (will use wood 27" long), Duplex grates. Special wood firebox. Dead air space beneath oven, to keep flue warm and oven even.

Improved Flue—So constructed that heat covers five sides (all but the door); so is 25% better than ranges which heat only four sides as is general. Heat in a Kir-Ben makes only four turns as against six turns in other makes; so 33 1/3% less friction. So fuel is saved.

Oven.—Very large (20¾ x 20 x 12½). Perfectly square. Door is evenly balanced and opens evenly and quickly. Door has two inches dead air space to prevent chilling of oven.

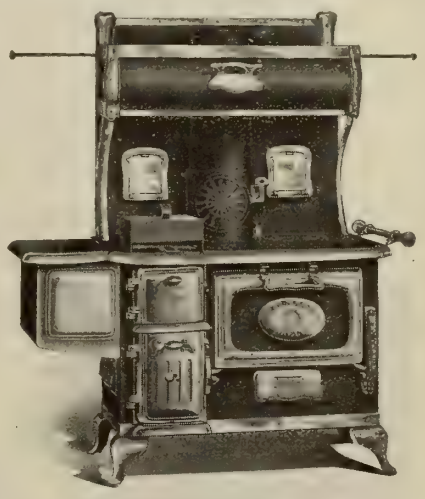
Thermometer.—A decided convenience.

Economic Damper.—Greatest efficiency device ever put on a Range. Means a saving of fuel of from 15 to 25%. The one device that gives absolute control of fire under all conditions. These are some outstanding features which make the

Kir-Ben Steel Range

distinctive, better and best.

This range you can sell. It has the talking points. Send for catalogue and learn more about it, looking forward to the **Kir-Ben Agency.** Get the Agency particulars now—the season is right.



Kir-Ben Limited

ALMONTE, ONTARIO

Kir-Ben Agency is the Best

If interested, tear out this page and keep with letters to be answered.



Our Rotary Screw Fan Ventilators Will Cure Your Ventilation Troubles

EAVETROUGHS, CONDUCTOR PIPES, ELBOWS, SKYLIGHTS, ETC., AND CORRUGATED IRON.

BIG STOCK OF GALVANIZED SHEETS, CANADA PLATES, ETC.

We ship while others are thinking about it.

WHEELER & BAIN 179 KING STREET EAST 108 GEORGE STREET **TORONTO**

Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

AT LAST
WE HAVE THEM

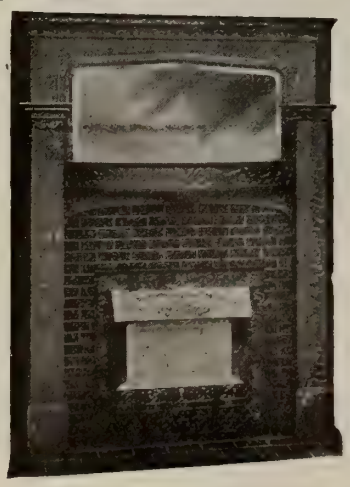
Fibre
Vinegar
Measures

PINT QUART FUNNEL

$2.50 per Set

Used and highly commended by the Grocery Trade in the United States.

WALTER WOODS & CO.
HAMILTON and WINNIPEG



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES



The Barton-Netting Co., Ltd.
9 and 11 Pitt St. East, Windsor, Ont.

Dominion Metallic Ammunition



Indoor rifle shooting has started again and Dominion .22 Calibre Cartridges are in demand. They won first place in the minds of the majority of users last season for their accurate scores.

Whether it be the .22 short, .22 long, or the .22 long rifle size, your clients will not be disappointed if they use Dominion Ammunition.

We sell it under a guarantee of absolute satisfaction when used in standard make of arms.

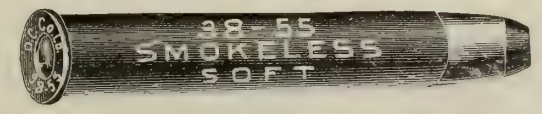






In the various processes of manufacture of all the Dominion output, only the most skilled workers are employed, and rigid tests are regularly made at all stages of the work. This, together with the most efficient machinery, combine to make a finished product that is not excelled for accuracy and dependability by any ammunition. We commend the Dominion Sporting and pistol sizes as well as the indoor Rifle sizes. Leading Sportsmen now order Dominion Ammunition by name and insist on having it.





Dominion Loaded Shells

For the Hunter or Trapshooter give Perfect Satisfaction

"CROWN"—Loaded with snap shot Black Powder and drop shot.

"SOVEREIGN"—Loaded with Dupont Smokeless Powder and chilled shot.

"REGAL"—Loaded with Balistite Smokeless Powder and chilled shot.

Catalogue shows full line.

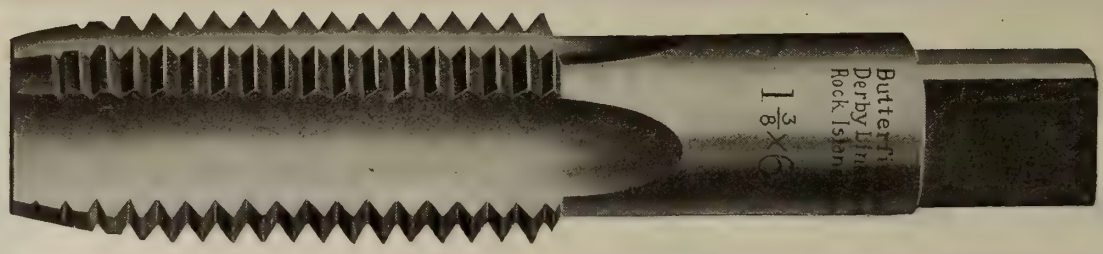
WHOLESALE DISTRIBUTORS

CAVERHILL, LEARMONT & CO.

MONTREAL



If interested, tear out this page and keep with letters to be answered.



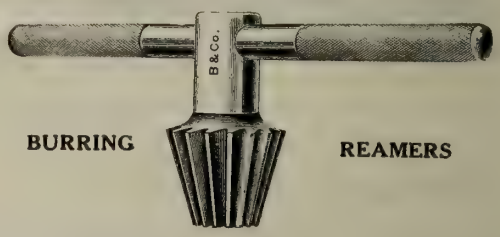
You'll Find Them Everywhere

Whenever any operation is looked into closely from every angle of enquiry; and whenever the *best results* in the least time and at the least cost are demanded you will find

Butterfield Taps, Dies and Reamers

in use when tools of this nature are required. They are built for speed, clean work and long life. They are honest enough to permit us to guarantee them. Money back if they fail to satisfy.

Are you acquainted with them *through use?* Do you sell them?



BURRING REAMERS

Butterfield & Co., Inc.

Rock Island, Quebec

TOOL STEEL AND STEEL WIRE

Best Polished Silver Steel
Best Quality Steel Plough Rope Wire
Piano Wire, Needle Wire
Spring Wire, Hackle Pin Wire
Umbrella Wire
Hard and Tempered Flat Wire, ¼"-¾" wide for Busks
Steel Wire for Metal Fret Screws
Galvanized Wire for Hawsers and Submarine Cables

J. SHIPMAN & CO., LTD.

ATTERCLIFFE STEEL WORKS & WIRE MILLS, SHEFFIELD, Eng. Telegrams: "Shipman Sheffield." Telephone: Cent. No. 465.

Agent: Mr. Sherman F. Ainslie, 193-195 Spadina Ave, Toronto, Ont.

Codes: Liebers, and A. B. C. 4th and 5th Editions.

Economy This Winter

The Government is preaching it. Bankers are, Editors are. For war costs must be paid, and economy and thrift, personal and domestic, will pay our share of the appalling war debt that daily mounts higher.

Economy begins in the cellar—with a CANADA DUSTLESS ASH SIFTER. It will save pounds of coal a day, many pounds in a week, a ton or more in a winter. With coal at $8.00 or more per ton, we ought all to economize.

Put it up to your customer TO SAVE COAL and you'll have no trouble to sell the

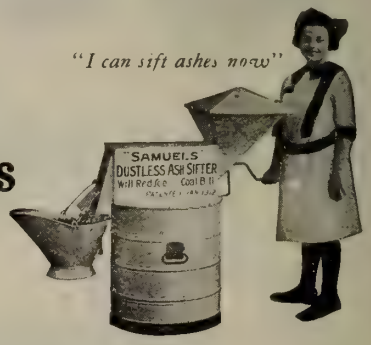
CANADA Dustless Ash Sifter

(See illustration)

Ashes go in barrel—coal into scuttle. Positively dustless and lasts for many seasons.

Every family is a prospect, and every sale represents a nice profit—found money to you. Have a half-dozen or so always on hand.

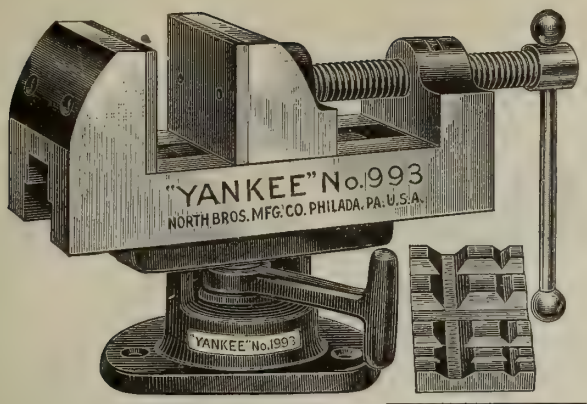
Jobbers everywhere supply them; order through them.



J. Samuels

TORONTO ONTARIO

If interested, tear out this page and keep with letters to be answered.



"YANKEE" VISE

No. 1993

WITH SWIVEL BASE

A GREAT LITTLE VISE FOR A BIG LOT OF WORK

An entirely new feature in vises, quickly appreciated by Tool Makers, Machinists, Electricians, Amateurs and all users of high-grade labor-saving tools.

Quickly detached from swivel base by the turn of a set screw; and being accurately machined all over can be used in any position as a jig for special work on drill press, shaper, etc.

Holds work rigid at any angle with use of the special grooved block.

The swivel base is easily and firmly locked and released in any position by a short movement of lever at the side.

Jaws 2¾" wide, 1⅞" deep, opening 3⅛", Base 7½" long.

Your Jobber will supply you.

NORTH BROS. MFG. CO.

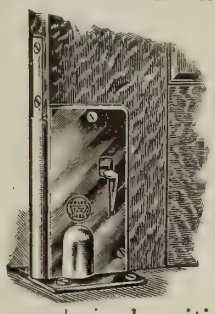
PHILADELPHIA, PA.

TRADE CHICAGO MARK

SPRING HINGES

TRADE BUILDING

distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other.



CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed open at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalog M 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO NEW YORK

There are a thousand uses for

FRANCO FLASH LIGHTS



—and Everybody needs one

The demand for flashlights is becoming greater every day—supply that demand with "FRANCO," the complete line of flashlights.

Get ready now for the Fall and holiday trade. By ordering your anticipated supply early you are sure of delivery in plenty of time to catch the early shoppers.

Have you a copy of our catalogue? If not, you should send for one to-day.

Interstate Electric Novelty Co. of Canada
LIMITED

TORONTO 220 King St. West ONTARIO

If interested, tear out this page and keep with letters to be answered.

Good Files To Sell—

—Good, because the range is so great that you can satisfy every customer's requirements with them, no matter whether it is the blacksmith, who needs a rasp,

or the skilled mechanic, who wants a group of good files for fine machine-shop work.

You probably are already selling them, but it is just as well to specify the "Famous Five" when ordering.

The "Famous Five" Are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

(Made in Canada)



Big Profits Selling
Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless and Champion.

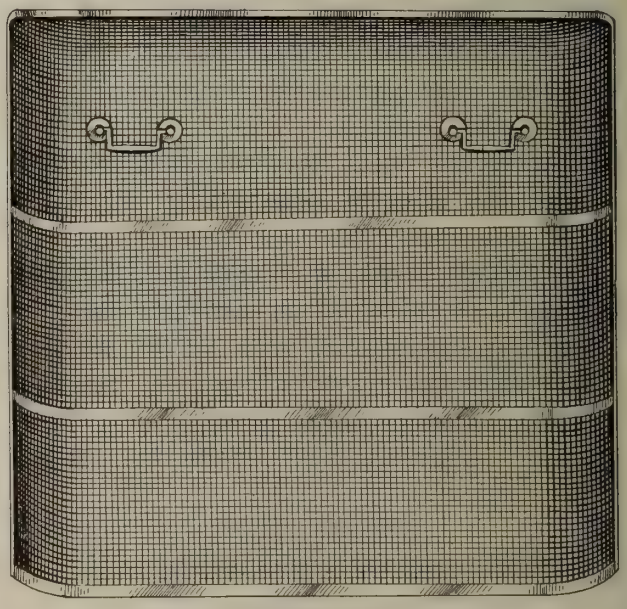
Made of the best of Hickory, nicely finished.

All leading Jobbers stock them.

Write for prices.

J. H. Still Mfg. Co.
ST. THOMAS, ONT.

Fire-place Screens



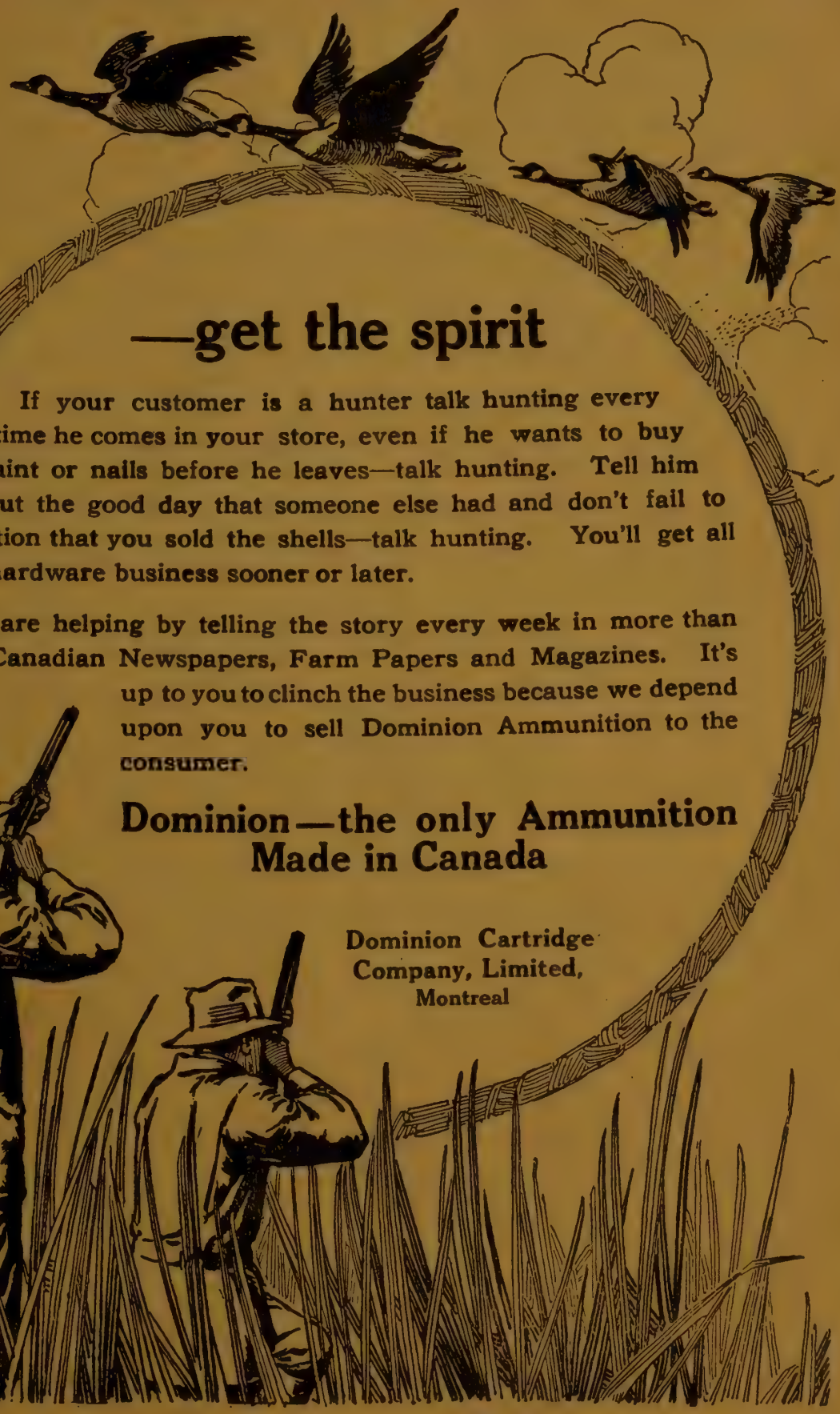
"XL" MISSION

We recommend this as being the most handsome screen on the market.

Our line is complete and of the highest quality.

Canada Wire & Iron Goods Co., Hamilton

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If your customer is a hunter talk hunting every time he comes in your store, even if he wants to buy paint or nails before he leaves—talk hunting. Tell him about the good day that someone else had and don't fail to mention that you sold the shells—talk hunting. You'll get all his hardware business sooner or later.

We are helping by telling the story every week in more than 100 Canadian Newspapers, Farm Papers and Magazines. It's up to you to clinch the business because we depend upon you to sell Dominion Ammunition to the consumer.

Dominion—the only Ammunition Made in Canada

Dominion Cartridge Company, Limited, Montreal

MACLEAN'S *for* NOVEMBER

WANTED—A NATIONAL ANTHEM. Perhaps you yourself have felt in these times of intense patriotism Canada's lack of a real National Anthem; and, if so, Arthur Stringer's magnificent presentation of Canada's need in the November MacLean's will make you say "Amen and Amen." : : : The problem of the returned Soldier—a phase of it—is the subject of a special article which has the sanction and approval of Sir James Lougheed, President of the Military Hospitals Commission; a contribution of genuine interest to all business men : : : Business men will be glad to learn that the fine monthly Business Outlook article is to be added to by a department headed "Information on Investments" : : : Another excellent and timely contribution is "Putting the Crop Across" — how Canada markets her wheat.

CONTRIBUTORS:

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H. F. GADSBY writes on "Conserving the Conservatives"—a political article that both Liberals and Conservatives will find good reading : : : Peter McArthur, farmer-author, begins a series of stories in the November Number with "The Witch of Atlas"—extremely good : : : Robert W. Service has another "At the Front" poem—"Fleurette," strong yet tender : : : H. M. Tandy, a Canadian writer of fine ability, has a story, "Straw-Stack Strategy"—fine! : : : Serial stories by Arthur Stringer and Arthur E. McFarlane.

At all News-Agents
Fifteen Cents

Toncan Metal News

Vol. 1—No. 4 PUBLISHED IN THE INTEREST OF BETTER SHEET METAL October, 1916

BANK BUILDING'S HEATING SYSTEM IS MADE OF TONCAN METAL

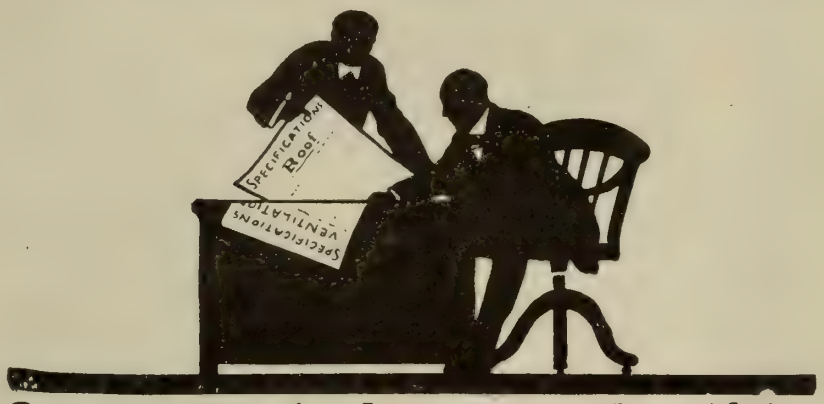
In the basement of the Amsterdam Savings Bank, Amsterdam, N.Y., is a very elaborate heating system for which Toncan Metal was specified and installed because the owners wanted something more durable than ordinary sheet metal, and yet the cost had to be moderate.

Owners of buildings do not want to be troubled with repairs to their heating and ventilating pipes because of corrosion. They want to install them and forget them. Toncan Metal will help them do it.

And the sheet metal man who suggests of his own accord the use of more durable material for this purpose will soon find that he is getting some of his competitors' business.



Amsterdam Savings Bank; Amsterdam, N.Y.



Over 4,000 Architects are Specifying Toncan Metal

WHAT does that mean to you, Mr. Sheet Metal Man? It means that 4,000 influential men are boosting the sheet metal business—boosting your business.

Architects who would not specify ordinary sheet metal roofing heretofore, because of its short life, are now specifying Toncan Metal. And, of course, you gain.

Toncan Metal has helped the sheet metal business and it deserves your co-operation. Will you help boost your own business by using corrosion-resisting Toncan Metal?

ASK FOR A COPY OF THE "SHEET METAL PRIMER"

The Pedlar People Ltd., Oshawa, Ont., Distributors

The Stark Rolling Mill Co., Canton, Ohio, Sole Makers

Rust-Resisting TONCAN METAL

Answers to Questions

S. J. W.: No commercial sheet metal is 100 per cent. pure. Toncan Metal is as near 100 per cent. pure as it is possible to make commercial sheet metal from iron ore. A very small amount of certain impurities are essential to give the material strength, ductility and other necessary properties.

R. S. G.: Toncan Metal Sheets and Products are readily identified by the well-known double diamond stencil in red. This stencil appears from two to three times on every Toncan Metal flat sheet or piece of roofing. On Eaves Trough, Conductor Pipe, Elbows, Shoes, Mitres and Cut-Offs made from Toncan Metal the Toncan Metal trade mark is also stamped into the metal.

B. L. N.: You can avoid the danger of receiving lighter than 28 gauge roofing by specifying Toncan Metal because Toncan Metal is not made lighter than 28 gauge Galvanized and 26 gauge Painted or Black.

A COMMON FALLACY

There is a tendency among tinners to merely order "Galvanized Sheets," in the belief that all galvanized sheets are of the same quality.

Although the galvanized coating may have the same appearance on all sheet metal, the metal itself, under the coating, actually governs its life.

Toncan Metal Sheets resist corrosion because of their purity, homogeneity and scientific methods of production and not solely to a protective coating.

Therefore, by distinctly specifying **Toncan Metal** Galvanized Sheets, real durable sheet metal is assured.

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The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

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Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

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Manufacturers of Lumber Tools

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It's a Pink anyway you take it, and it's the best Peavey made.



Leak Stoppers

For the temporary and permanent stopping of leaks in graniteware, tinware, hot water bottles and all cooking utensils, *without solder, cement or rivet.*

MENDETS
A PATENT PATCH

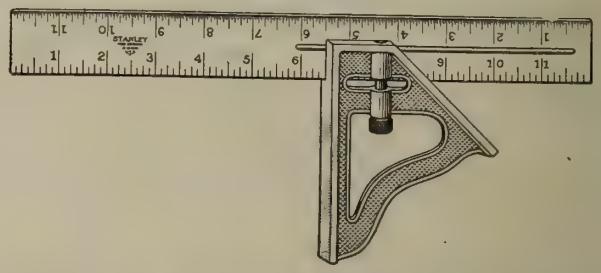
are the one thing available and practical. They fit any surface. Quickly applied. A child can do it. You can sell them—lots of them—all the year round. Counter display containers furnished free. Get them from list of wholesalers here.

The following wholesale hardware merchants sell Mendets:—Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; The Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; The Marshall Wells Alberta Co., Ltd., Edmonton; Walter Woods & Co., Winnipeg, Man.; The Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Ltd., Guelph, Ont.; Emmerson & Fisher, Limited, St. John, N.B.; R. Chesnut & Sons, Fredericton, N.B.

Collette Mfg. Company

Collingwood, Ont., Canada

Stanley Tools



Stanley Adjustable Try and Mitre Square No. 21

The Blade is adjustable, and as it can be reversed, provides any size of try or mitre square within the capacity of the tool. In reversing, it is not necessary to remove the blade from the handle, consequently the tool is always assembled and ready for use.

The Edges of the Blade are machined, graduated in 8ths, 16ths and 32nds of inches, and the tool is square inside and out.

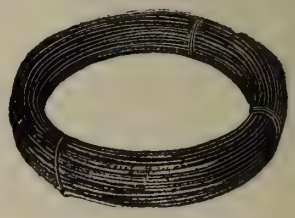
Both Handle and Blade are nickel-plated. Made in three sizes—6—9—12-inch blades.

Send for special circular.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Headquarters for High Carbon

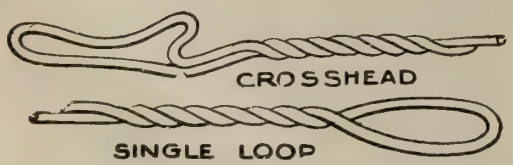
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Also Manufacturers of

NAILS and WIRE

all Kinds



The Laidlaw Bale-Tie Company, Hamilton, Canada

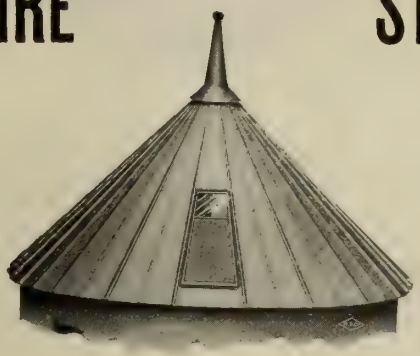
A. T. Diggins, Stair Bldg., Toronto, Ont. H. E. O. Bull, Montreal, Que.
Harry F. Moulden, Winnipeg, Man. Geo. W. Laidlaw, Vancouver, B. C.

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"NEW EMPIRE" SILO ROOFS

Low priced, easy to erect, self-supporting, no rafters needed. This is a GOOD roof. Your customers want it.



Easy to sell because it's made right and is priced right. Let us send you illustrated leaflets and prices.

QUALITY FIRST
MADE IN CANADA

The METALLIC ROOFING CO. LIMITED
MANUFACTURERS
TORONTO WINNIPEG

The London No. 5 Hand Power Washer

The last word in modern washing machines

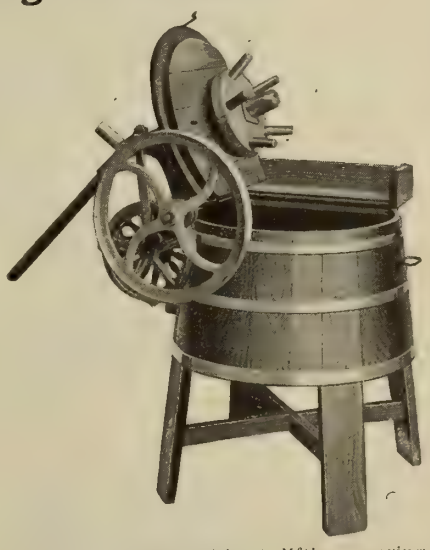


With lid closed showing perfect covering of gears.

This latest addition to the London line, like the No. 1, has the secret of its superiority in the high-speed fly-wheel. But it has many improvements.

Machine-cut gears. Bearings babbitted, making it run smoothly and noiselessly, reducing friction to a minimum. The dolly is self-adjustable, smooth and round, with galvanized cap covering dasher centre. The "London" No. 5 is so constructed that with but slight expense it can be very successfully run by power, either gasoline or electric motor. The fly-wheel being placed directly on the hinge line, remains stationary when the lid is opened, and is therefore not lifted with the lid, and any belt attached to it remains at the same tension.

Let us send you our catalogue and prices.



With lid opened without lifting gearing. flywheel on hinge line.

The London Foundry Company, Limited

London, Ontario

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CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

The Merchant who orders Fruit Jar Rings, the Contractor who requires Belting, the Architect who uses Tiling and Matting, or the Engineer whose Valves and Pipes need Washers and Packings, will always find the greatest satisfaction when selections are made from the Dominion Rubber System products, because,

THE QUALITY is dependable, and meets every possible requirement.

THE VARIETY is wide enough to satisfy every possible demand.

THE VALUE, no matter what the price or article, is the best within reach.

THE SERVICE is prompt and satisfactory, and there is no occasion for disappointment.

Back of all is the broad policy of the Dominion Rubber System to serve and please under all circumstances.

Write to our nearest Branch or direct to our Head Office for Catalogue and Prices.

Canadian Consolidated Rubber Co.
LIMITED

Head Office—Montreal, P. Q.

28 "Service" Branches Throughout Canada

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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, OCTOBER 28, 1916 No. 34

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*
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Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House. The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

Cable Address: Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

HARDWARE AND METAL

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UNITED STATES—New York, R. B. Huestis, 115 Broadway, N.Y., Telephone Rector 8971; Boston, C. L. Morton, Room 733, Old South Building, Telephone Main 1024. A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., Chicago, Telephone Randolph 3234. Cleveland, R. G. Langrill, 3112 Euclid Ave., Cleveland, Ohio, Telephone Prospect 1026R.

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Link your store with our advertising and direct the demand to you for

O-Cedar Polish

(MADE IN CANADA)

AND YOU WILL GET THEIR ORDER

Your customers use O-Cedar and they have to order from **some** dealer. Keep reminding them that you can supply them and **you** will supply this demand.

THIS STAND WILL REMIND THEM

every time they come into your store. It is a very handsome piece of store furniture, 45 inches high, 12¾ inches deep, and 25½ inches wide, and holds a good stock of O-Cedar.

IT IS GIVEN FREE

with one individual order for $100 (net) of O-Cedar Polish and Mops. Place your order with your jobber to-day and your sales will treble.

CHANNELL CHEMICAL COMPANY, LIMITED, TORONTO, CANADA



DURING the comparatively short time since we began advertising

Stanley Garage Hardware

there has been a steadily growing demand for it. The fact that the "repeat" orders from dealers are constantly increasing in size and volume is evidence that it meets a recognized need and is giving satisfactory service.

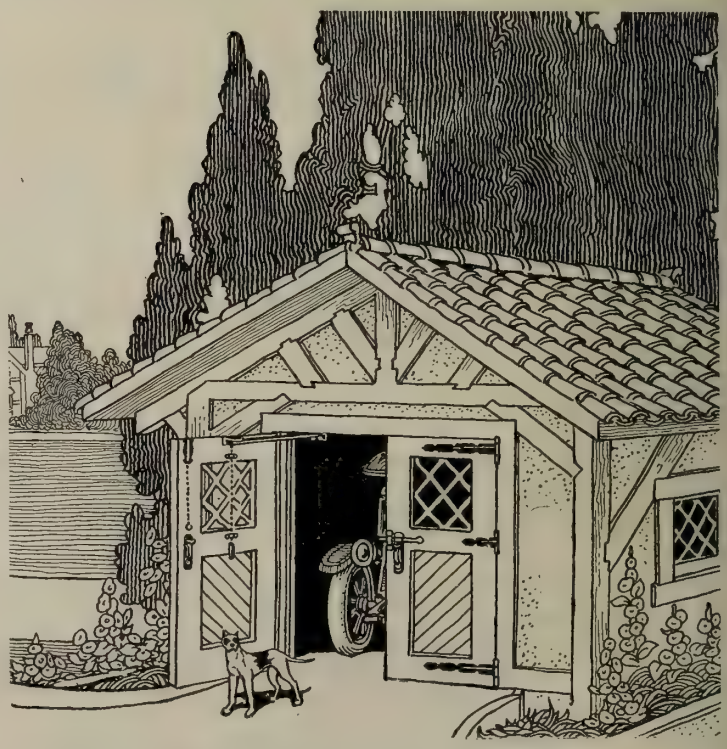
It will pay you to push this very profitable line. If you do not already carry it, write our Dealers' Service Department for Catalog "W" and information about our "sales helps."

Stanley Works

NEW BRITAIN, CONN., U.S.A.

Canadian Representatives

A. MACFARLANE & CO., Coristine Bldg., Montreal



Stanley Garage Hardware is designed especially to meet garage requirements. The Garage Door Holder is a convenient device to lock the doors open and prevent them from banging against the car in windy weather.

If interested, tear out this page and keep with letters to be answered.

Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 28 TORONTO, OCTOBER 28, 1916 No. 44

Making Better Use of "Charge" Checks

Many Stores Enter Into a Day Book or "Charge Account" Book and Then Into Ledger How to Use Counter Checks as a Day Book—Helpful Systems of Woodstock and Toronto Stores

METHODS of keeping a record of the daily sales of clerks, and extending these to monthly and yearly totals, and some points on loose-leaf ledger systems were discussed in last week's issue. This time some forms will be reproduced through the courtesy of a Woodstock hardware firm, Gardner & Co., and in these other merchants may find points that will prove useful to them in their own bookkeeping. At first only the simpler methods will be discussed, with "departmentizing" on at least a small scale—say for three departments—as the ideal to be reached.

Let us follow a few entries through various operations. James Thompson buys an aluminum pan for forty cents and the article comes in marked "charge." It is entered in the "Charge Account Book," indexed for each letter of the alphabet, as follows:—

5.—Sept. 16. James Thompson.
Aluminum pan ..... .40

This is entered under "T," the "5" denoting that it is the fifth entry, the others being charged to four other people or firms.

Entering in the Ledger

From this "C. A." Book entries are made into the Loose Leaf Ledger, also indexed. The entry under James Thompson includes the date, "description of goods"—"mdse.," not the article or articles—the folio, which in this case would be 5, taken from the Charge Account Book; "debits"—the amount, 40 cents—the check—and debit balance, the total amount owing at any one time. When another "charge" item comes in during the same month, it is entered on the next line, and all the rest for the same month. **See Form A.**

When the bill is sent out and the money comes in in payment, an entry is made on the right side, opposite the entries for September, $2.16, and to show that the account is "square," a red line, or double black line, is drawn under the total of the debit, and also under the credit payment. **See Form B.**

The form of this credit entry is much the same as the debit, the words "By Cash" appearing under "description," and the folio coming from the Cash Book or Cash Journal, "C. J." entry.

The Handling of Invoices

The handling of invoices is done in this way:—

LOOSE-LEAF LEDGER—DEBIT SIDE—FORM A

James Thompson

Date	Description	Folio	Debits	Ck.	Debit Bal.
Sept. 16	To Mdse.	5	.40	V	
Sept. 29	To Mdse.	38	1.76	V	2.16

LOOSE-LEAF LEDGER—CREDIT SIDE—FORM B

Date	Description	Folio	Credits	Ck.	Cred. Bal.
Oct. 17	By Cash	c.j. 8	2.16	V	

INVOICE BOOK—FOR SEPT.—FORM C

Date	Name and Address	Terms	Due Date	Amt.	Total
Sept. 6	John Rogers, Montreal	2 p.c. 30	Oct. 6	53.81	
Sept. 18	John Rogers, Montreal	2 p.c. 30	Oct. 18	9.64	$63.45

PURCHASE ACCOUNT—CREDIT SIDE—FORM D

Date	Description	Folio	Credits	Ck.	Cred. Bal.
Sept. 1	By Mdse.	186 (1.3.)	53.81	V	
Sept. 12	By Mdse.	186	9.64		63.45

PURCHASE ACCOUNT—DEBIT SIDE—FORM E

Date	Description	Folio	Debits	Ck.	Debit Bal.
Oct. 8	To Bank	484 c.j.	63.45	V	

When the invoice comes in it is entered in an Invoice Book, under these headings—Date, Name and Address of Firm, Terms, Due Date, Amount, and Total, where there is more than one invoice, during the month. **See Form E.**

The ledger entries are similar to those of charge accounts. After being entered in the Invoice Book, the invoice is entered in the ledger, on the Credit side first, of course, as in **Form D.** The entry under "Description" would be "By mdse." and the entry under "Folio" would be the page in the Invoice Book or the number, if each invoice is numbered consecutively, as is often done. If another invoice came in the same month, it would be set down here, and the Credit Balance would be the total, $63.45 in this instance.

As soon as the invoice is paid an entry is made on the Debit side **(See Form E.)** from the Cash Book and a red line (or double line in black) is ruled under the amount on each side, debit and credit, so that this, now settled, will not be mixed up with new invoices.

Keep Separate Invoice File for Month

As for the handling of the invoices themselves: Gardner & Co. start out the year with all invoices in January filed as they come in under their alphabetical letter, which allows of easy reference to any marked down in the Invoice Book or Ledger. Then February's are filed by themselves, but when March comes, February and January are filed together, in alphabetical order as before, and March, later, is added to the other two. These are placed in ordinary letter files and would appear as follows, say, in October:—

INVOICES
Jan.
Feb.
....
....
Sept.
INVOICES
October

Record of Each Counter Credit

In the Gardner store it is thought best to keep a record of each individual sales slip, a counter check under the name or number of the clerk. In addition, of course, a summary is made up, giving the total for each, and the total for all for the day. This record is extended to the month as well, and the year. The method is illustrated in **Form F.**

VARIATIONS OF OTHER FIRMS

A Unique and Handy Use of Sales Slips by Russill Hardware Co.

A study of the bookkeeping systems of hardware firms suggests that a pattern has been taken from the creation of mankind—there are no two alike in the world. Theories of one are rejected by another, or if the same system is followed, changes are introduced, or short cuts, that are considered to fit in better to the particular store using them.

Using Counter Checks for Day Book

HARDWARE AND METAL was shown the system of the Russill Hardware Co., of Toronto, and noticed there a very practical use of the sales slips or counter checks that has not been tried out, we believe, by many stores. This would do away with the need for a Day Book or Charge Account Book that so many stores use. The Russill Co. go on the principle that the counter check should remain the record of the details of each sale, and the only one needed. The great trouble with merchants has been that they have found it difficult to keep track of these slips so as to be able to find any particular sale easily. Suppose you have 35 charge sales during a day, continued for a month, it is slow work picking out any special one weeks after. So the Russill system starts at the beginning of a month, say, September, with the first charge counter check and marks it 1, the second one that same day is No. 2, the third one No. 3, and so on. Perhaps the last one of the day is No. 29. Next morning the first one filed is No. 30, and the last that day may be 54. Towards the end of the month the numbers may run 963, 964, and so forth.

As soon as September is over that file

FORM NO. 1

Daily Record of Sales. Individual Checks

Sept. 18

Clerk No. 1			Clerk No. 2		
Slip No.	Cash.	Entd.	Slip No.	Cash.	Entd.
13	.....	....	64	.....	....
14	.....	....	65	.....	....
15	.....	....	66	.....	....
16	.....	....	67	.....	....
17	.....	....	68	.....	....
18	.....	....	69	.....	....
19	.....	....	70	.....	....
20	.....	....	71	.....	....
21	.....	....	72	.....	....
22	.....	....	73	.....	....
23	.....	....	74	.....	....
24	.....	....	75	.....	....

FORM NO. 2

Similar records are made for monthly sales, and those for a year.

Daily Record of Sales—Summary

Sept. 18

Clerk No.	Paid	Entered
1	$34.67	$27.80
2	.....	.....
3	.....	.....
4	.....	.....
5	.....	.....
6	.....	.....
7	.....	.....
Total	$186.42	$110.95
(In red ink) Oct. 17, 1915	$154.36	$111.40

is put away and a new one opened for October, beginning at 1, so that there would be a 243 check for September and a similar number for October and all the other months.

Tracing Counter Check by Number

Now, as to the practical use of this. Take the original transaction, the sale of an aluminum pan for 40 cents. In most stores when the charge counter check comes in this is entered in the Day Book and a separate entry made from this to the ledger. Why the two? The Russill store takes the counter check and marks it, say, No. 267, as under September file. In the ledger is entered, either "To mdse., 40 cents," or "To aluminum pan, 40 cents," whichever you please—entered on a form that will be sent out as a monthly account to the customer, and under this is a carbon and the store is given a duplicate record also through the same single entry. Now how to trace the sale from the ledger entry? Simply by the "folio" number 267. Look at this in October or November, or next year any time, see that the sale was made in September and turn up **your bound book** of September checks, and at No. 267 you will find the original counter check. Why then the need for a Day Book entry in addition?

Grouping All Charges to One Firm

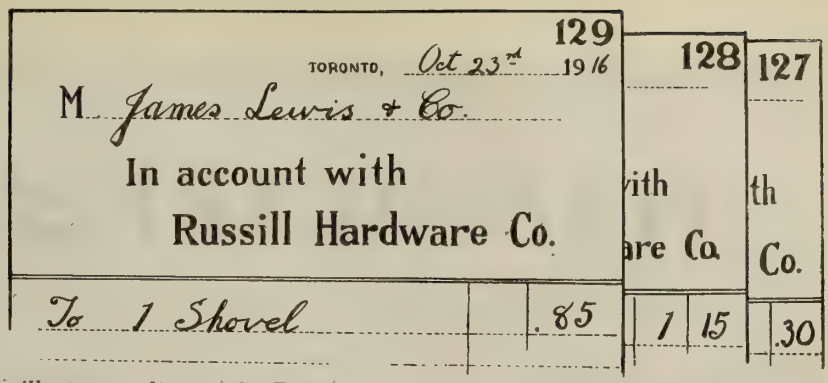
Let us carry this system of numbering the charge counter checks one step farther. Not for the average store, but for one that does business with factories or contractors who get a dozen items a day. Perhaps under one firm, Thomas Ingram & Co., you will have these dozen charges for a single day in your ledger:—

	Folio.	
Sept. 26 to mdse.	148	.85
" " " "	156	1.15
" " " "	162	2.65
" " " "	166	4.00
" " " "	171	.85
" " " "	184	4.00

Here are not only six lines used for the purchases charged against one firm, say a factory, in one day, but there are two items, 85c, perhaps for shovels, and two items, $4, say, for door hangers, and the counter check in each case is numbered differently. Some firms, who carry out the Russill system of numbering the charge checks consecutively, would group these six charged to one firm at the end of the day, and call them all No. 148, or No. 171, or whatever number came next, and enter all six in the ledger by one item, thus:—

Sept. 26, To mdse. 171 (Folio), $13.50

However, where few firms have more than one item charged in any one day, the other method of a separate number for each counter check works out very satisfactorily.



This illustrates the use the Russill Hardware Co. make of their counter checks so as to avoid the need for a day book entry. Each as it comes into the business office is numbered, month by month, starting at one. Then the entry is made in the ledger, "To Mdse.," and the number in the folio column is 127, 129 or whatever the number of the check is.

Retailer and the High Cost of Living

Report of Delegation That Appeared Before Cabinet—Address of Representatives of the R.M.A., Who Were Present to Define the Position of the Retailer.

ON Friday, October 20, a delegation, consisting of representatives from the City Council of the Cities of Toronto, London, Kingston, Ottawa, Windsor, Peterborough, Montreal, Brantford, Forest, and St. John, N.B., accompanied by members representing the organization of "Canadian Municipalities," the Trades and Labor Council, and the National Council of Women, waited upon the Hon. Robert Rogers, Minister of Public works; Hon. Thomas Crothers, Minister of Labor; Hon. C. I. Doherty, Minister of Justice, members of the special committee who were appointed by the Dominion Government to enquire into the reason why the price of a number of articles, especially foodstuffs, have increased during the war.

In view of the fact that some portions of the public press are putting the blame of the increased cost of the Retail Trade and others who favor theoretical socialism, and are constantly urging the municipalities to go into the retail trade, a delegation representing "The Retail Merchants' Association of Canada" was there to defend, if necessary, any charge that might be made against them.

The delegation consisted of Henry Watters, President of the Ottawa Branch of the Association; E. M. Trowern, Secretary of the Dominion Board, and Messrs. Collines, Smith, Stoate, Slattery, Charlebois, Butterworth, Ray, Dwyer, and Levesque, all of whom are interested in the various sections of the association. In order to show the willingness to make their position clear. Mr. Watters and Mr. Trowern addressed the committee.

Address of Secretary

Mr. Trowern said in part: "I am pleased to know that the arguments that have been presented to you, although some of them hinted at the retailer as being the cause of the high cost of living, have not been made sufficiently pointed as to call forth a strong defence from us. We appear here to show by our presence that the Retail Merchants of Canada in all lines of retail trade have nothing to hide or nothing to fear from any charge or any investigation that the Government may desire to make. We are living in extraordinary times, and under extraordinary circumstances, and I personally cannot conceive of any man with red blood in his veins trying to take advantage of the people when our boys and our friends and our relatives are fighting to preserve the principles of liberty and freedom. Many charges have been made against the cold storage system, which means those who operate them. Why have these people not been interviewed and the facts ascertained? Are they not citizens of Canada? Perhaps when an investigation is made it may be found that thousands of pounds of beef and other foodstuffs may be there waiting an order to be shipped as soon as they are required. Should we wait until the vessels are at the dock for the cargo before we gathered the foodstuffs together? Then why make charges unless they have some foundation in fact? Our association stands ready to give the Government all the assistance it can by appointing a committee to act with other committees, or informing the Government on any question pertaining to the retail trade that is within its power. Any investigation made into any line of trade, coal, meat, groceries, produce, or any other line will show that no blame can be placed at the door of the retailer in Canada.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, OCTOBER 28, 1916 No. 43

EDITORIAL NOTES

NEXT week's issue will be the big Export Number.

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THE HIGH Cost of Living is becoming a very sore issue.

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PAPER advances are likely to create a new situation —The High Cost of Reading.

FURTHER ADVANCES TO COME

PRICES have never before moved upwards with such alarming rapidity as to-day. Old record prices have long since given way to new ones. Prices of some commodities have reached levels, which a year ago were thought impossible. Abnormally high prices now prevailing tend to make buyers cautious, lest something unexpected causes present high prices to come down to what would appear to be reasonable levels. Reference to the market reports elsewhere in this issue gives an idea of what is happening almost every week in the hardware markets. For months the trade have been looking for the end of the advance movement, but so far in vain. As yet there is little evidence that the higher-priced movement is about to receive a check. Buying continues at a remarkably fast pace. Many manufacturers have more orders than they expect to be able to fill for some months to come. Owing to the scarcity of labor there is little or no likelihood of over-production. The business is waiting for the manufacturers who are able to fill the orders. There is a serious scarcity of many lines of goods. With each succeeding week prices which were thought to have reached an extreme position move upward and yet the demand for these commodities continues unabated. Prices on many commodities have been withdrawn and are only made on application. Not a few large concerns are in a position when they can pick and choose their orders. And yet there are no signs of weakening. The demand for iron and steel is as insistent as ever. At the present time the outlook is for a continued heavy demand, and consequently, high prices.

Elsewhere in this issue is a report of the conventions of largest hardware organizations in America. The reports as they appear in this issue give the views of some of the best authorities. It will pay every hardwareman to read carefully the convention and market reports in this issue. Even higher prices than those now in effect are predicted for many products carried and sold by the hardware trade.

CONTRACT FORM NEEDED

DURING the course of his address before the National Hardware Association, President Bihler referred to manufacturers who are not fulfilling contracts made during the early stages of the war. This matter has been referred to on a number of occasions by HARDWARE AND METAL, and some of the Canadian jobbers have, to a certain extent, been inconvenienced, by the refusal of a few American manufacturers to take care of their obligations, and fulfilling their contracts. President Bihler, in suggesting that a new form of contract be adopted, stated in part as follows:

"There are some manufacturers, but fortunately, only a few, who have broken faith with their customers, and who decline to recognize their moral obligations, and others who have forced the jobbers to pay premiums to have their orders filled. While this Association takes no part in any controversy between the buyer and the seller, we know of numerous cases where manufacturers have acted in a most unfair manner, and disregarded their responsibilities, while many contracts have been subject to new interpretations and cancelled at the pleasure of the seller.

"This suggests the necessity for a new form of contract, simple yet effective which is fair to both buyer and seller. It should be agreed upon and adopted as a standard by the hardware trade. Manufacturers and jobbers should co-operate and set it moving. A 'contract' is not a mere scrap of paper but an obligation, legal and moral, binding on all parties and its terms and conditions should be absolutely fair and faithfully observed."



Expect Long Period of High Prices

Prominent Speakers at United States Conventions Give Views Regarding To-day's Problems—Jobbers Recommend New Contract Form—Trade Should Take Just Profits

THE thirtieth convention of the American Hardware Manufacturers' Association, and the twenty-second annual convention of the National Hardware Association, were held at the Marlborough-Blenheim, Atlantic City, last week.

The conventions, both from social and business standpoints, were the most successful in the history of the two associations. There was a record-breaking attendance at the National Hardware Association convention, and an attendance of over 1,300 at the Manufacturers' convention. The first meeting was held on Tuesday by the Auto Accessories Branch of the National Hardware Association. The importance of this comparatively new branch of the association can be judged by the lengthy list of subjects which were discussed as follows:—

"The Value of the Wholesaler of Hardware as a Distributor of Automobile Accessories," by Willis S. Brown, Jr., of Eclipse Manufacturing Company, Indianapolis, Indiana, and A. F. Hegelheimer, of J. P. Gordon Company, Columbus, Ohio.

"How Can Wholesaler Increase Sale of Automobile Accessories by Creative Salesmanship and How May Manufacturer Assist in Such Efforts?" by A. H. Burdick, of Standard Woven Fabric Company, Walpole, Massachusetts; J. H. Faw, of Walden Manufacturing Company, Worcester, Massachusetts, and W. O. Rutherford, of the B. F. Goodrich Company, Akron, Ohio.

"Is the Policy of Automobile Accessories Manufacturers such as to Justify the Enthusiastic Enlistment of the Hardware Jobber in the Stocking and Pushing of These Items? If Not, How Can the Manufacturers' Policy be Altered to Bring About These Results?"—E. H. Luetkemeyer, of Lockwood-Luetkemeyer-Henry Company, Cleveland, Ohio.

"Compensation of Special Accessory Salesmen."—C. C. Wagner, of Wagner Hardware Company, Mansfield, Ohio.

"What Can be Done to Improve Credit Conditions in the Automobile Accessories Business?"—D. B. Williams, of Williams Hardware Company, Clarksburg, West Virginia.

"By What Means Can the Tire Business be Placed on a More Satisfactory Basis "—H. T. Campbell, of Grey-Dudley Hardware Company, Nashville, Tennessee.

"Manufacturers of Tires and Tubes Have a Cash Discount Which Varies from that Commonly Used by the Hardware Jobbers. Would it be Better to Have a Uniform Discount?"—Frank Colladay Hardware Company, Hutchinson, Kansas.

"How Far is the Hardware Jobber Justified in Carrying a Line of Auto Accessories, and to What Channel Should He Look for the Outgo of These Commodities?"—P. L. Logan, of Logan-Gregg Hardware Company, Pittsburgh.

"How to Handle Automobile Suplies So That a Gross Profit Covering the Expense of Distribution and Reasonable Return on the Capital Invested May be Obtained?"—W. E. Foskett, of Albany Hardware & Iron Company, Albany, New York.

An evening session was held, at which these discussions took place.

"Shall Quantity Determine Prices?" led by E. H. Schwab, of the Silvex Company, South Bethlehem, Pennsylvania, and George Q. Hill, of Hill-Smith Metal Goods Company, Boston.

The Wednesday morning session was an open one and was attended by members of both associations and guests. Following the opening remarks of President A. J. Behler, of the National Hardware Association, and the singing of "God Bless Our Native Land," the Rev. D. D. Davies delivered an inspiring address on "The Life That Wins." Dr. Davies, who is pastor of the Bethlehem Presbyterian Church, Philadelphia, Pa., has been chaplain of the Atlantic City Convention for many years past. At the close of his address, Dr. Davies was presented with a handsome gold watch on behalf of the hardware interests of the United States.

R. H. Treman, of Treman, King & Co., Elmira, N.Y., Deputy Governor of the New York City Federal Reserve Bank, spoke on "Trade Acceptances," pointing out the advantages of the business world of the provisions in the Federal Reserve Law regarding these.

Brief addresses were delivered by the following:—

Charles J. Graham, President of the American Hardware Manufacturers' Association; John S. Dounan, Secretary of the Southern Hardware Jobbers' Association; Chas. T. Woodward, President National Retail Hardware Association; Joseph W. Dowling, President Canadian Wholesale Hardware Association; A. H. Chamberlain, Secretary American Iron, Steel and Heavy Hardware Association.

President Bihler's Address

President Bihler, of the National Hardware Association, in his address

discussed several important present-day problems. The address in part follows:

"Since our last convention we have passed through a remarkable period. Twelve months ago stocks of merchandise in the hands of the manufacturers were large, moving slowly and values on a low basis; to-day, jobbers are clamoring for goods and ofttimes paying premiums to get them. How long will it last—who knows?

The continuance of the world-wide war, now in its twenty-seventh month and the end apparently still far off, has brought volumes of business from foreign nations to the American manufacturer. With our mills and furnaces running full speed, and at exceedingly attractive prices, the purchasing power of the American public has reached a high point and as a result all mercantile lines show greatly increased activity.

Every indication points to a larger volume of business in 1916 than for many years, and the hardware trade is enjoying a good degree of prosperity; but we occasionally see evidence of our customers and even our own members, failing to get the full profit that they can and should have, based on the higher values now in effect on most everything in the hardware line."

Selling Prices Should Be Based on New Cost.

"Many jobbers have been issuing trade letters, that their customers may have up-to-date knowledge of market conditions. Such work is commendable, and with the information always obtainable from the traveling salesman and the trade press the retailer can keep himself well posted, and he should take full advantage of the opportunities afforded by the present market.

"Values to-day are high—on many lines abnormally so—but as long as the foreign demand continues so strong and active, I see no hope of lower prices to the domestic trade.

"That a change will come, we all know; and prudence suggests that any profit above normal be retained in the business or conserved and be treated as a contingent asset which will prove helpful when we face a period of readjustment.

"With increased values, there is not a relative increase in profit. We are confronted with a greater expense of doing business. The wage scale of employees has been increased. Our freight charges are heavier, while embargoes have forced many shipments by express, adding greatly to their cost. Taxes and general expense also exceed those of previous years.

"We should not let the present activity carry away our good judgment. Your investment is from twenty to forty per cent. greater than a year ago, and your credit risks are heavier than for many years. The expense account needs looking after just as much as ever; and while your apparent profit may be a little larger than in former years, your stock of merchandise may be subject to a sharp depreciation.

Extreme care and sound judgment is necessary in determining plans for the future.

Price Maintenance Sleeping.

"'Not dead, but sleeping,' is the present status of the Stephens-Ashurst Bill, giving manufacturers the legal right to fix resale prices on their product. More important legislation and political diplomacy have apparently sidetracked the earnest efforts of merchants and manufacturers to prevent continued price-cutting on patented or trademarked articles.

"During the past year, the Stephens Bill has grown in favor and has strong support, not only from the business world, but also from our representatives in Washington. The hardware trade appears to be strongly in favor of this or similar legislation, and we should continue to actively support all efforts which tend to improve the standard of merchandise."

Trading Stamps Dying Out.

"Thanks to the publicity of the trade press and the sound judgment of our membership, trading stamps, coupons, etc., packed with articles of hardware, have almost entirely disappeared. It would seem that such schemes are on the wane, and during the past year have been abandoned by many large merchants.

"A significant fact is that the stock of one company engaged in such trade has been offered at 85 cents per share, while a year ago it was being sold at $3.50.

"Let us continue our policy of handling goods 'sold on merit.' The stamp craze has seen its best days, and it has no place in the hardware field."

Auto Accessory Branch Growing.

"This branch is still in its infancy, but growing in numbers and influence.

"The business is one of great magnitude and will continue to grow, for auto supplies are now generally recognized as a part of the stock of the modern hardware house.

Changing Cash Discount.

"A few manufacturers after years of success in their chosen field, have recently seen fit to change their terms of payment, reducing the ten-day discount from 2 per cent. to 1 per cent.

"This association has frequently recorded itself as being in favor of a continuance of those terms so long in force by the hardware trade, namely, sixty days net, or 2 per cent. cash for ten-day payment, and we feel that any effort towards reducing that premium for prompt payment is unwise and would bring a direct loss to the jobber."

Address of Manufacturers' President

President Graham, of the American Hardware Manufacturers' Association, in his address, referred to the continued prosperity of the United States. He urged all branches of the trade to take now the profits to which they are entitled, in order that they may be enabled to withstand the loss incident to the readjustment. President Graham said in part:—

"Since I was honored a year ago by election to the presidency of this great organization, twelve of the most remarkable months in the world's history have passed—each of wonderful import in itself and taken together they have produced a year which will go down in history as one which has done more in laying the foundation of our commercial supremacy than any of its predecessors. In fact, you might say that 1916 will prove to be the very cornerstone of the great business structure now in process of development.

"There have been many factors in bringing it to its present state, the most potent of which is the great conflict still raging in Europe with no sign of abatement, and which seems no nearer a conclusion than it did two years ago. The devastation created there and the untold losses, both as to lives and property, are beyond our power of comprehension.

"This abnormal prosperity is creating a condition with us which will require a great readjustment of our ideas along practically all lines that make up our present business methods, and will make necessary a complete re-education, as it were, particularly from the standpoint of values.

"We have heard a great deal of discussion in the past few years relating to the 'high cost of living,' and the present administration seemed to feel, four years ago, that they had discovered the cause of it, and would have the power to produce the remedy; but their experience goes to show how little is the power of mankind, and how all of our destinies are regulated by an unseen hand stronger by far than any of us can conceive.

High Prices to Prevail for Long Period.

"I do not wish to enlarge on the increase in the cost of living, but I wish to refer particularly to the increased value of all commodities and to the fact that it will be necessary for us to readjust ourselves to a point where we will become accustomed to a higher plane of values than we have had for a great many years, and where the paying of higher prices for various products will become as deep-seated a habit as the lower priced period developed.

"Value is regulated, at least in all competitive lines, almost entirely by the law of supply and demand; when the demand is in excess of the supply, higher values prevail, and, from present indications, this condition will continue to exist in the United States for a period extending from one to five years more—the latter being the privately expressed opinion of some of the greatest leaders we have, both in business and finance.

"In my address at Birmingham six months ago, I made the statement that the famine in all lines would become more acute as long as the war lasts, and present conditions will bear out that statement, as we are now in or facing a car famine, a pig iron famine, a coal famine and a steel famine; I do not hesitate to predict $30 pig iron and $25 scrap before our next semi-annual convention, and it only remains to be seen what attitude the steel producers will assume as to what the price of steel will be, as it is only a question of asking.

Manufacturers Have to Plan Ahead.

"The car shortage is beginning to reach alarming proportions. This produces just one result: The railroads must buy and buy heavily if they expect to handle the enormous traffic offered, and they are coming into the market stronger now than at any time for a number of years. This demand on top of the present congested condition of our mills, will create a condition unprecedented in the history of American manufacture—our productive capacity in iron and steel and kindred lines will be sold out for a year to eighteen months ahead.

"The shortage of coal is caused by a shortage of cars and labor and it is a question as to how serious it may become.

"The nation's wealth is increasing enormously. Our balance of trade is fabulous and far beyond anything ever contemplated by even those who are chronically optimistic. All of this will create in time what might be called a very unhealthy condition. All manufacturers, excepting those who produce our raw material, are compelled, if they have any idea of operating on an efficient and economical basis, to plan much further ahead than ever before and to attempt to carry a much larger stock of whatever materials they may use than is customary; consequently, when the reaction comes, whether it be in one or five years, they cannot help but have a large quantity of high-priced material on hand. This applies also to our friends, the jobbers, and some arrangement should be made by all to see that their present operating profit absorbs the enormous loss they may be up against when that time comes.

Profits Count on Sales Only.

"This can be done by keeping inventory values always on the lowest priced basis, so that regardless of how great might be the reaction, you would not show a loss on your stock; in other words, never allow your books to show a profit on your inventory—a profit is never certain until the material is shipped, and your money in the bank. How comfortable can the manufacturer or the jobber feel who knows he has a large unseen sinking fund in his material in the yards or on the shelves?

A Long Period of High Prices.

"This present era of prosperity was created originally by the demand from abroad chiefly for munitions, food products and all articles used by the armies and navies of the contending nations. This produced a domestic demand for everything that goes into such production as well as to largely increase the demand for transportation facilities. On top of this comes the dewand for everything used in the world in all lines, as our great, heretofore, competitive manufacturing nations, England, France, Belgium and Germany, are confining their manufacturing almost exclusively to the production of war materials, and even after the war is over, it will take a long time for them to reorganize and get back into their regular pursuits.

"What is the answer? The United States is being called at present and will be called

upon for a long time to come to supply the entire world with its manufactured products, and the entire transportation system of the universe is practically dependent on our ability to supply. We are increasing our capacity in all lines as rapidly as possible, but not fast enough to keep pace with the demand so unexpectedly thrust upon us.

"So be prepared, gentlemen, for a long period of high prices; study the future as never before, and, if you are wise, as J. P. Morgan once said, 'Don't go short on the United States of America.'

"Another factor of paramount importance in the present situation is the growing scarcity of labor. This will be a great hindrance in our rapid development and do more to retard our productive capacity than any other one item."

As in previous years there were several popular entertainment features, including a theatre party.

On Friday, the Manufacturers elected the following officers:—

President—Fayette R. Plumb, of Fayette R. Plumb, Inc., Philadelphia.

First Vice-president—Samuel D. Latty, of the Kirk-Latty Manufacturing Company, Cleveland, Ohio.

Second Vice-president—A. H. Dillon, of Youngstown Sheet and Tube Company, Youngstown, Ohio.

Third Vice-president — Frank E. Gould, of George Bishop and Company, Lawrenceburg, Indiana.

Executive Committee—Three years, Frederick H. Payne, of the Greenfield Tap and Die Corporation, Greenfield, Massachusetts; D. A. Merriman, of the American Steel and Wire Company, Chicago; T. C. Montgomery, of Stevens Arms Company, Chicopee Falls, Mass. Two years, Charles B. Chancellor and Edward S. Jackson.

Some Possible Effects the End of the War Will Have Upon Conditions in the Metal Markets

Address by Charles S. Trench, President, *American Metal Market*, at the 22nd Annual Convention of the National Association of the United States, at Atlantic City, October 19, 1916.

I HAVE been asked to address you on the subject of: "Some Possible Effects that the End of the War will have upon conditions in the Metal Markets."

It seems to me that in discussing this question, one is at a considerable disadvantage, for the reason that the war is far from coming to an end, and conclusions that might seem justified and reasonable to-day, as to what is to occur in the metal trade after the establishment of peace, may be completely changed by what may happen in the meantime. I am among those who believe the end of the war is far from being in sight. In the year or more that may elapse, the developments in the general economic business situation, in the rate of production and consumption and values of metals, may be so different from what they are to-day, that peace at that time may be accompanied by developments that would seem to be almost impossible now. In other words, one has in a great part to assume a knowledge of what is to happen in the meanwhile; how long the war is to last; whether we are to continue from being involved; who are to be the victors; how overwhelming the victory is to be; how much greater is to be the destruction of property and capital; how much greater the exhaustion, and therefore in consequence how much longer the recovery by economy. Furthermore, what are to be the new tariffs and regulations to be imposed by the Allies in the preferential schemes for each other to the disadvantage of their enemies and in part to the neutrals; what barriers will neutral countries like ourselves have to overcome in order to get our iron, steel, copper, lead and spelter into the countries that have been taking them in free, not to speak of our goods manufactured from these commodities. All these are questions no one can answer to-day.

The discussion, however, is not as hopeless as it would appear on the surface. There are some things of which we are assured, some facts that have been driven home by the experience of two years of war, some developments that have taken place, and of these I intend to remind you, believing that they contain in great part ground on which to build an opinion regarding after-war conditions and prices. Also that by keeping them in mind and not allowing temporary developments in the meanwhile to obliterate or distort them, we will be greatly helped in forming an opinion as to what to expect, and in preparing to meet the change when it comes.

Peace Will Bring Changes.

Dismiss from your mind any ideas that we are going to gradually drift from this world war into peace without any remarkable changes. The price of commodities, the condition of the labor market, the demand for raw material, the profits of industry, the supply of money and almost every economic feature will be affected by the ending of the war. Prosperity will continue in America, but it will not be of the hot-house brand created by the war. I am inclined to agree with a great many of the statements made by Mr. Hughes, but I can't agree in his statement last Saturday that our present prosperity is built on sand. It has not been built on paper profits but on solid cash. We have accumulated a stock of gold estimated at $2,625,000,000. We have bought back a large portion of the securities issued on our properties which before the war were held abroad; we have made enormous loans to Europe; we have accumulated in two years more real wealth and capital than was ever before accumulated by any nation in a decade. From a debtor nation we have become a creditor nation. True, we may have accumulated with it some unsound features that will bother us in the future, but the profits and prosperity of the past two years have established our business and economic situation not on sand, but on a rock. Our high profits and prosperity may cease with the war, but it will take many years to dissipate the wealth we have accumulated, if ever.

Taking for granted, what I think is a reasonable view, that we will not become involved in the war, that it is to last another year, that our prosperity is, therefore, certain to increase meahwhile every day, we find:

1st—That we will face the change when it comes with an overflowing pocket-book. I need not say what that will mean. The curtailment of war orders will not create bankrupt competition. The rich and solvent producer and jobber is the one who can and does carry stocks over a crisis, and who when necessary is able to curtail his sales and production. This is one reason why I do not hold the view of a sudden and sensational collapse in prices with peace.

2nd—The advance in the price of iron, steel, copper and lead and their commodities has not been the result of speculation. If we had wanted to speculate, the control the producer has held, in his policy of selling virtually only to consumers and jobbers for their known requirements, has made speculation impossible in these metals. There has been an element of speculation in spelter and antimony, which carried prices in the former to 27c. a pound and in the latter to 45c. a pound, but the speculators have been heavily hit, and prices are down again to 10c. for spelter and 13c. for antimony. You will note I do not mention tin, as it is a peace metal and has been hurt both in the demand and price the world over by the war. The sensational advances in tin, as, for instance, in the first three days of the war when prices doubled, were the effect of panic fears regarding transportation and British embargo regulations, and have faded away as quickly as they came up when found they were unjustified.

3rd—There has been a legitimate demand to take up almost every pound of iron, steel and metals we have produced—we have accumulated no surplus stocks.

4th—While the war lasts our home consumption by reason of our prosperity will continue, in fact increase, and not until the end of the war becomes certain will the demands on us from Europe fall off. We hear a great deal about England and the Allies arranging to make for themselves many of the commodities into which metals enter that we have been sending them, but they cannot except in the case of spelter increase their own supply of raw material, so no falling off in the demand for the pig metal is possible during the war. We may make and send them less manufactured goods like cartridges, shells, etc., but if so we will send them more of the raw material instead.

Our danger is that peace will find us with a production stimulated in excess of our own and Europe's peace requirements, and the enormous war demand suddenly cut off. Also with prices at abnormal levels and profits to producers, we are certain to see a decline in metal prices, but how radical and severe,

will depend on where prices are when peace becomes certain. My opinion is that there will be a partial adjustment in price prior to peace, and this is already taking place in spelter and antimony. Those metals, if any, that go up to the last lap unadjusted will be the ones that will fall most heavily in price.

The end of all modern wars has been to usher in a period of great business activity and speculation. We saw this after our Civil War, the Franco-Prussian War, the Russo-Japanese War, and in fact after every modern war. But this time I think it will be different. There has been nothing in the history of the world like the present war—the after affects will also be extraordinary. There will be fortunes made by the advance in the Government securities of the victors, but the exhaustion of all the warring countries will be so complete, that recovery will be slow, and only possible by intense economy, and the longer the war lasts, the greater the exhaustion, the slower the recovery. When a man is forced to economize he is a poor customer. The after-war problems Europe will have to contend with and solve will be enormous. Means must be found to repair their losses. The war has sounded the death knell to England's free trade policy. She must buy less and sell more than she has done in the past, because she has had to part largely with the foreign investments that brought in interest, dividends, rents, etc., also freight, etc., and which in the past served to offset the apparent balance of trade against her as shown in her imports and exports. At a meeting this winter in London of over one hundred boards of trade only one speaker was found to plead for the continuation of free trade and he was coughed down. Even Birmingham and Manchester, the home of free trade, voted for protection after the war. It may seem to some of us like turning the hands of the dial of international trade backwards, but the rest of Europe is determined to take a leaf out of the book of Germany's policy of national self sufficiency in trade and natural resources. Everything that can be produced at home will be encouraged and fostered by tariffs, making the nation as independent as possible of other countries. Europe may live again in the future as a happy family of nations, but each nation has learned a lesson by this war of the danger of dependence outside its borders, England especially. Where would England have been had her supplies been cut off from America through disagreement with us, or without the control of the sea? On the other hand Germany, after two years of war, and cut off entirely from imports and exports with the rest of the world, promises to go on for another year or more. I am not the only free trader by education and conviction who has had to acknowledge free trade is all right for an ideal world into which war never enters, but as things are constituted, protection no matter what it costs, if it results in lessening your dependence on those who may become an enemy, is the only safe policy.

The physical war is to be followed by a trade war. To repeat Europe must sell more than she buys in order to pay her debts. America will feel this more than any other country, since our properity has been fostered by England's free trade policy. As I said before we are to face a great change in foreign tariffs upwards. We will also have to compete with preferential tariffs among the Allies.

An important feature to be remembered is that the war demand for our metals whatever they have been will cease suddenly with assurance of peace. The Allies are not running from hand to mouth, they have accumulated stocks. Their eagerness to get them quickly and at any price—it was a life or death proposition—was the cause of the sensationally large order and advances in prices of the past. They have large stocks now. Any other course of action would be insane, for how did they know but at any time they might be cut off by trouble with us or that Congress might forbid war shipments or that their control of ocean transportation might be endangered if not stopped by submarine activity. Don't imagine this war demand we have had was all for immediate use. The Allies have prepared for contingencies. War is a great consumer of metals, but not as great as our exports have shown. Speaking with one of the largest manufacturers of brass cases for shells two weeks ago he told me that in spite of his enormous shipments this year he did not believe any of what he had shipped had been yet fired. A producer of shrapnel bullets (lead and antimony) told me this week that while he had to make enormous shipments in the next two months, he doubted if the material would be used if peace came in a year. I spent three months in England last winter trying to find out the situation and prospects on this and other matters. I came back astonished and impressed with a great many things and one of them was that England was playing "safety first" and taking no chances. She was arranging for all kinds of contingencies that might cut off her supplies, preparing for a long war and the necessary supplies to bring a certain successful conclusion irrespective of the cost. Should war end to-morrow not only has England made out of her civilians an army of five million men, but she has accumulated and is accumulating enormous war supplies. Every economic force is under the control of the Government, making and collecting the necessary supplies to save themselves, and they have collected an ammunition supply such as no country except Germany before the war ever got together. From a small room and three clerks the day Lloyd George took charge of the War Munition Department, there were three months ago over 20,000 clerks alone employed by his department keeping records, etc., of supplies, output, etc., and the week I left London the department took over in addition to the Metropole one of the largest hotels in the city for additional office room. Were any of you Englishmen living in England it would be a safe wager that you would be engaged in some activity that touches the supply of goods or ammunition for the Government, your garage perhaps used for something connected with the war with your wives and daughters helping in the operation. One ammunition plant in the north, extends for several miles and has become the largest plant of any kind in the world, where a year ago was farm land.

There is going to be a sensational collapse in the demand for metal from the Allies, unless peace is to be so incomplete that Europe after the war is to be a camp armed to the teeth for further trouble. My opinion is it will be a fight to a finish, and every lover of peace should wish it so. In no other way can the future peace of the world be assured. Believing this is the reason for my expectation of another year or more of war.

Immigration May Mean Lower Wages.

Another great change we will face will be in immigration to this country, which has been stopped by the war. Unless the European nations by statute control emigration there will be a flood of it to our shores after the war. True, it will mean increased consumption in this country, but it also will mean a great readjustment of our labor situation, and lower wages. When this comes it brings with its curtailed purchasing power of the wage earner, and is certain to be followed by decline in prices to make "the punishment fit the crime" as the Mikado says: "High wages always accompany prosperity," the opposite is also true of hard times. One of the most serious things for Europe is going to be the attitude of the millions of men when they return to peaceful pursuits. Will they have learned obedience and respect for authority, or will their attitude be "we have saved the country and will not go back to the wages and conditions of before the war." If the latter is their attitude we may not have as much to fear from European competition after the war as now seems likely.

After War Effects on Metals.

But the question that is undoubtedly uppermost in your minds is what will be the effect on metals after the war? If they will decline what is a fair supposition of how great will be that decline? To this I have to ask the question, what will be the prices of the various metals when peace negotiations begin which will absolutely result in end of the war? This no one can answer and, therefore, it can be seen, how at the present time, it is difficult to predict with any exactness. Is there to start in shortly a movement to discount the end of the war, which at present does not exist, by allowing stocks to run down and result in an empty future order book? Will this be so overdone that when peace comes it will be proved that after-war effects have been so overdiscounted that instead of a further decline with peace there follows an improvement for the reason stated? If normal prices are to rule in metals after the war, what are normal prices? How much above normal prices are we to-day? Here we have to turn to past performances, in other words, to statistics. I do not intend to bother you with figures. My organization is responsible for a compilation of, I think, about all the important statistics appertaining to iron, steel and metals, known to many of you as METAL STATISTICS, and there will never be a time when it will be more important to refresh our memory of production, consumption, prices, etc., that have ruled in the past, as in the period into which we are entering. The fact that the average price of the past 30 years up to the beginning of this year was

14.06c. for Copper
5.36c. for Spelter.
27.63c. for Tin.
4.25c. for Lead,

has very little bearing on the nominal value of these metals on account of the change in the relation of output to consumption in what we might call present times. But I do think that a comparison of the average prices of the two years before the war is of the greatest value. This comparison shows the following:

	1912-1913.	To-day.	% inc.
Tin	42.37½	41.00	*10
Copper (Elec.)..	16.00	27.75	80
Lead (St. L.)..	4.32	6.87½	59
Spelter (St. L.)	6.27	9.50	52
Antimony	7.53	13.00	73
Aluminum	23.00	65.00	181

*Decrease.

Unless before peace a radical adjustment takes place there must be some serious declines at that time in every metal except tin. It might be interesting to examine each metal separately.

Tin.

This metal is a peace metal and consequently has suffered in consumption in Europe and in price the world over. There has been an increase in deliveries to our consumers of nearly 20% in the current year as compared with the year prior to the war. A part of this has been caused by the fears of

interruption in obtaining supplies from abroad, which has led our consumers to adopt the policy of carrying large stocks, safety stocks, but the greater part of the increase has been by reason of increased consumption, the result of prosperous trade conditions in this country and especially in the tin plate trade through increased demand for our canned meats and other commodities. Consumers are not likely to take any chances while the war lasts and will continue to carry good stocks. The sensational advances in prices at times, caused by threatened ocean transportation by reason of submarines, and English Government regulations are not forgotten, but these advances were quickly lost when the fears were found unwarranted. The actual consumption with continued prosperity promises to remain large, in fact to increase. No stocks of manufactured goods have accumulated. The price of tin plates for the next six months has just been announced at 60% above that of a year ago and there is a rush to place season contracts and best authorities in the trade estimate the output of tin plates for 1917 will be quite an amount in excess of this year. The statistical position of tin is a strong one. Production is not increasing, and it is the common opinion that higher prices than those now ruling will rule over the next six months. When the war ends there will be a recovery in European consumption and the replenishing of stocks which are down to nothing in the continental countries, but against this there will be a disappearance of the fears in America about getting supplies, and the safety stocks which our consumers have been carrying will no longer be held, and if there were no other factors to be considered one might counterbalance the other. But tin has for years been the speculative counter of the London metal market, and by reason of British Government regulations, speculation has been non-existent during the war. In other metals it has been not only forbidden but absolutely made impossible by the British Government. With peace, speculation will revive in tin abroad. A London correspondent a few weeks ago wrote me: "Of course, we are unable, by Government orders, to trade in tin except on consumer's requirements, but I lick my chops at the thought of the revival of my business when peace comes.' The opinion is universal abroad that peace will increase the consumption of tin and make for great speculation and higher prices in the metal, and probably this will be found to be true. A contingency that is forgotten and which may advance prices is that an export duty may be levied on tin by England to help the additional revenue she will need to pay for the war. The wonder is it has not been done before. Supposing an export duty of 5c., 10c., or 20c. was placed by England on the metal, we would have to pay it. Nickel and tin are the only metals we seem unable to find among our mineral resources. There is no substitute for tin. Unlike other metals, the price has virtually no effect on consumption. If tin was at 15c. we would perhaps put more on our tin plates and make better solder and babbit metal, but of this I am not sure. If it was $1 per pound we would still have to use it for nearly every use to which it is put. Tin is one of the weakest points in America's economic self-sufficiency as a nation, and it has been truly said that the control of this metal is England's strongest economic weapon in case of disagreement with America. The effect of being cut off from tin would create sanitary troubles that would be terrible. I give it as my opinion that tin at present prices is on a safe basis and that after peace much higher prices are to be expected. It is well to remember that tin is the only metal selling to-day at less than the average price of two years before the war for as previously noted the price of tin is 10% lower while the price of other metals are 52% to 181% higher.

Copper.

There are those who predict that the peace demand for copper will offset the falling off in war demands—that Austria, Germany and some of the adjoining neutral countries will be completely bare of the metal and that there will be a rush to get supplies, and that it will apply not only to the raw material, but to the manufactured commodities many of which have been melted for war material and all of which have gone the length of the war without replenishment. There is some truth in this, and already large purchases are reported to have been made for German account to be delivered when the war ends. But against this must be placed the fact that when that time comes several of the countries will be on the verge of bankruptcy, and all of them staggering under an enormous indebtedness both private and governmental, which will require the practice of the strictest economy. It is inconceivable to imagine that Europeans would set in to replace their copper supplies at prices which are more than double normal and triple the cost of production. Even at a normal price copper is not a cheap metal, and for many purposes has a more economical substitute, and the thought that the Germans will immediately replace the copper roofs and gutters and cooking utensils and the hundred and one other articles that were thrown into the melting pot to furnish war munitions, is to my way of thinking ridiculous. Cheaper materials will be used not by choice but for economy. Then again Germany's large purchases for the years before the war were partly in preparation for the war, and will not be repeated, and partly to supply German's foreign trade which she has completely lost and may not readily regain. Another point to remember is that copper is a metal that is not destroyed in the using, and while this enormous consumption has been going on for war purposes, the copper so used has not all been lost, in fact a very large portion of the used shells and cartridges are being systematically collected, and the metal will be put to another use. The idea of these being saved and collected has been ridiculed by a prominent copper authority, but it is nevertheless a fact, and the style of trench warfare that has been conducted has made this possible. Men and guns have accupied the same positions for months at a time and it has not been a matter of exploring "no man's land" for an occasional cartridge shell, as my critic has suggested, but simply a case of recovering the piles of exploded shells and cartridges that accumulated in every trench and gun station. It may seem a small matter in the detail but we have little appreciation of what it amounts to in the whole. Shut off from the rest of the world and with a home production of less than one-tenth of the copper that the Allies have been receiving from us, Germany has undoubtedly recovered every pound that was recoverable.

At the end of the war there will be an immense stock of this scrap in Europe, and more than that the Allies will have on hand, and under contract, enormous supplies of copper both in a raw and semi-finished condition, because there will be no diminution in the Allied purchases or no decrease in their reserve stocks until peace is actually established, and I venture the opinion the supply then will be greater than it is to-day or at any other time in the past.

The increase in the production of refined copper was slower to come about than in any of the other metals, and while it to-day shows a gain of only about 25% over 1913 we will by next year have increased it another 25% and in a few months will have the facility of turning out more than 200,000,000 pounds of copper a month, or 2,400,000,000 pounds a year. Before the war our home consumption in only one year exceeded 800,000,000 pounds and with the loss in the war order business in this country, we would indeed have to enjoy extraordinarily prosperous conditions to use 1,000,000,000 pounds a year. The nominal exports before the war were less than 750,000,000 pounds yearly, so even if our foreign trade came back to us on the former basis, we would face an immense oversupply, or rather an immense over-supply of productive capacity. A point to be remembered is that this increase in production was accomplished without any pronounced increase in costs, and the costs of the principal producers to-day range from 7c. to 10c. with the general average slightly below 10c. You can see how much room there is for a decline before production costs are reached, or before the price reaches the level that producers were wont to consider a fair level for copper, viz., 15c. I do not expect to see the decline for months to come neither does the British Government, or they would not have contracted for 450,000,000 pounds for 1917 deliveries at 26c. But we cannot avoid a readjustment of prices later on, and with the first real indications that the war is coming to an end we will experience a contraction in the demand which will bring on an unsettled market until the industry is established in accordance with the altered conditions. As the production and sale of copper is controlled by comparatively few interests the market is not so quickly sensitive to trade developments, and it would be in line with past performances if the readjustment of the price of this metal is done more slowly and conservatively than in the case of other metals.

Spelter.

One of the greatest changes that has taken place in the metal industry by reason of the war has been in spelter. Before the war Europe produced more than double the quantity of spelter that was produced in this country, the figures for 1913 being 742,854 tons in Europe as against 346,676 tons in the United States, and three-quarters of the European production came from Germany and Belgium, the greater part of which was derived from the refining of Australian concentrates. Germany has collared these Australian concentrates by long time contracts, and through their syndicates they absolutely controlled the output and also the price of the metal in Europe. The exports of spelter from our country had never amounted to more than a few thousand tons a year, in fact during the five years preceding the war our total imports exceeded by a few hundred tons our total exports, and therefore we had virtually no say in the world's market for spelter which was completely under German control. When the war broke out England found herself in a helpless condition for although possessing these Australian concentrates she had smelting facilities for less than one-third of her ordinary consumption, to say nothing of the amounts required by France, Russia and Italy. Our country was immediately called upon to supply the Allies with their spelter requirements, and this huge demand not only for the raw material, but also for brass and brass products, and the excessively high prices which were paid, caused a phenomenal increase in the production here. The total number of American

retorts at the end of this year will be in the neighborhood of 220,000 as against 120,000 at the end of 1914, representing a theoretical increase in the output of 350,000 tons a year. Some authorities place it higher than that, and it has been stated by the U. S. Geological Survey that we will end this year with facilities to produce 900,000 tons of spelter a year, including the output of electrolytic zinc. This is two and one-half to three times the amount of our domestic consumption before the war. It is impossible to believe that we will produce at this rate any time during this year or next, but taking the present output of about 650,000 tons a year, and estimating the ordinary domestic consumption, outside of war supplies, at 350,000 tons it can be seen to what extent the industry is dependent on the war demand. Among this increase in production is the zinc smelting plant erected by the U. S. Steel Corporation, the largest individual consumer of spelter in the country, which removes this company from its dependence on the outside market for its supplies, and furthermore one or two other consuming interests are following their example on a smaller scale.

There is no need to discuss the price fluctuations which have taken place during the last two years, except to say that the advance in the first year of the war from 4¾c. to 26½c. represented the extent of the insufficiency of supplies which has since been corrected, for to-day's price of 9½c. does not mean so much a scarcity of metal, but rather the increased cost of production, which figures, on account of high labor and other reasons, ore, etc., about 8c. at the present time.

We face a most serious situation in the American spelter industry with the ending of the war, for while Germany will not resume the position she held before, as the Australian concentrators will never be allowed to go to her again, still an agreement has been entered into between the Governments of Great Britain and Australia by which the former agrees to take 45,000 tons of spelter and 100,000 tons of concentrates annually during the war and for ten years thereafter, and has put aside $2,500,000 towards erection of works, and it is only a question of time when provision will be made for the entire Australian production. Peace will not instantly deprive us of our export trade in spelter, but it will cause a serious falling off, and more important still will cause a heavy shrinkage in the demand from the brass trade in this country through the stoppage of war orders. A complete revision of the industry will take place when that comes, and there will have to be a reduction in operations in every direction, and smelters will be closed down that perhaps will never run again. As many smelting plants have paid for themselves several times over through the extraordinary profits of the last two years, this will not prove such a great hardship, but the real trouble will come through the readjustment of the work to the altered conditions. Costs will have to be reduced, both smelting and mining costs, which will be to some extent automatic through the lesser demand for labor and the lesser demand for ore, and the price of metal will decline as the costs decline, until we will probably reach a point that represents the extreme limit of the best equipped and most economical plants in the country. What that will be I do not dare to prophecy, but you can cut the present price in half and yet be only a little under what was considered a fair price for spelter several years ago.

Lead.

During the first year of the war, lead averaged only 1c. higher than the low price prevailing at the start, and as the market showed an inability to absorb more metal than was available, the production was increased less than 2% over what it was in 1914. This year, however, it has been an entirely different story, and with the average price 50% over normal, and to-day double what it was in October, 1914, there has been a steady increase in operations in order to take care of the larger consumption, both ordinary and for account of war material, and furthermore to supply the export demand in Europe and the Far East. Lead has not been affected so sensationally as copper and spelter and some of the other metals, but as the war demand is the basis for present prosperity just so will there have to be the same sort of a readjustment when the war ceases. There is little likelihood of any atempt to maintain the price of lead at a high level when it is shown that the demand is falling short of the supplies, and we have had illustrations of this both this year and last year when the price declined in one case from 7c. to 6c. and in the other from 7c. to 4½c. The fact that there is a protective tariff on lead of 25% ad valorem does not alter the case first, because it would not be good policy to forego our export trade which was commenced several months before the war started, and averages in the neighborhood of 75,000 to 100,000 tons a year, and secondly, because the lead market here is no longer controlled by one interest, but is established by the competition between half a dozen important producers. The laws of supply and demand control the price of lead in this country to a greater extent than ever before, and the discontinuance of the European Syndicate, which was under German domination, means that the same conditions will prevail in Europe. There is no possibility of the world's market being apportioned and divided along the lines of the old syndicate, and while the tariff will prevent our market from being made a dumping ground for foreign lead, it is not to be supposed that our prices will always be as high as the tariff permits. There again the question of our export trade comes in, for to continue our export business our market will have to stand on an even footing with other producing countries. Preferential tariffs on the part of England and the British Colonies may place us at a disadvantage with Australia, and we may get back to the point where we are only able to export lead produced in Mexico and smelted here in bond, but whatever it is, we can rest assured prices will be readjusted to meet the conditions which present themselves. Having had a smaller and more orderly advance than the other metals under discussion, it stands to reason that the reaction will also be more moderate and conservative. Lead can be produced and sold at a small profit for 4c. and the question whether it falls below that level when the war ends, will depend very largely on whether the prosperous conditions in this country are continued.

Antimony.

Antimony being a comparatively unimportant metal, in the sense that it is used in such small doses for all peaceful purposes, requires no detailed discussion. It is used for war munitions, particularly shrapnel, that has brought it into the limelight during the past two years, and the inability of the world to increase the output at the same rate as the impressed demand was the cause of the unexampled rise in prices. With the opening of the war an embargo was placed on antimony by England and we have had to depend on China and Japan for our supplies. In the early part of this year antimony was selling at 800% higher than when the war started, but it has since declined to 13c. as against an average price of about 7½c. for the half a dozen years before ending 1913. The production of antimony in the Far East has been more than doubled, and as there will be a large excess of supplies after the war, the price will inevitably decline to a level of around 5c. a pound.

Aluminum.

Aluminum in recent years has taken greater strides forward than any other metal, in fact we are only just beginning to realize its possibilities of developments, and the regret is that the production is not more generally distributed instead of being centered in a few hands. Anything that would tend to increase the competition and thereby cheapen the cost would be welcomed by the trade, but the abandonment of an important prospective independent operation in this country does not give much promise of this. Before the war the market here was influenced by the European market, and notwithstanding a duty of 2c. per pound considerable quantities were imported. Latterly, however, the movement has been reversed, and we have been supplying aluminum to the Allies at record prices, recent sales having been made as high as 66c. as against an average of 18½c. in the year 1914. That peace will cause a return to former prices is the most natural conclusion, because of the loss of the war demand and because the increased output will probably only be saleable at a price reasonable enough to encourage the use for those purposes for which a substitute can be used and is used when prices are high.

I am afraid I have exceeded my time, but just one word more. It is often said the world is in the melting pot now while the war is being waged. My idea is the world in social economic and business relations will be in the melting pot when peace comes, and the product that will be produced, in social, economic, trade developments will be wonderful and inspiring. I am enough of an optimist to believe that out of this great disaster there will come in Europe a new world of ideals and conduct. The awful suffering and bloodshed will not be in vain. The cancer of slavery had to be cut out in our Civil War with all the suffering it entailed, so likewise the cancer of militarism in Europe. The war has not only made Europe find their souls and develop the spiritual part of their nature, but there has been a tremendous quickening of intellect and ability and efficiency, and in that is the promise of her recovery. Let us see to it that we in America who have been wallowing in prosperity in the face of this awful suffering have not lost thereby those sterling virtues that come from adversity; that prosperity and ease has not atrophied our abilities and efficiency and enterprise. Great opportunities are before us, but they won't be thrown in our laps. We must go after them, seize and make them our own. In the race we start with tremendous advantages. Let it never be said that in the new world of endeavor now opening before us we were weighed in the balance and found wanting. And one last word, realizing all that Europe's suffering has brought to us in wealth let us determine to consecrate a part of it in "pouring oil and wine into the wounds and binding up the broken hearts," so that instead of feelings of resentment at our prosperity in face of their loss, our fellow world citizens may in the years to come thank God that one country at least was saved to lead in the work of restoration and equipped with the means to do so.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

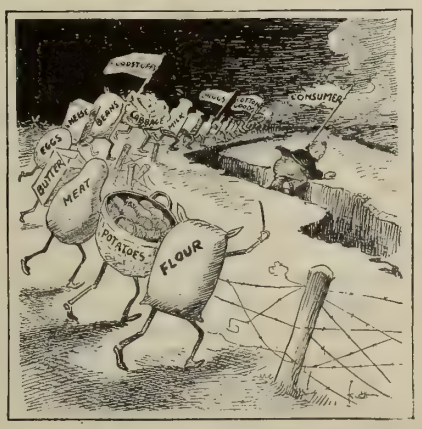
THE AEROPLANE flights of hardware prices continue with remarkable regularity—and the end is not yet in sight. This week advances have taken place on wire nails, fence staples, wire bale ties, O & A. wire, smooth steel wire, stove pipe wire, cut hay baling wire, wire rope clips, leather tap soles, top lifts, steel squares, ship augers, knife handle wrenches, brass butts, wall board, building paper, washing machines, cotton twines, sisal twine and lath yarn, padlocks, corn brooms, linseed oil. Present indications are that prices will go much higher. The demand for steel is as insistent as ever and inquiries are heard for huge quantities to be delivered in 1917. There is a scarcity of many hardware lines. Manufacturers are handicapped to a considerable extent by the labor situation. The railways are unable to handle freight promptly and there are serious congestions at some points. Business continues good despite the high prices prevailing. Collections generally are good. Merchants are buying for Christmas. There is a serious shortage of many lines of cutlery. Quotations on many lines of iron and steel goods are merely nominal.

MONTREAL MARKETS

MONTREAL, Oct. 26.—Not a symptom of easier tendencies as regards prices of hardware and metal products can be detected in any line. Business is reported tremendously good, especially in the country, but prices are beginning to look positively alarming. And the cry is still higher and higher. Iron and steel look distinctly stronger this week than ever before. Level-headed men in the business expect further big increases in many lines of iron and steel products. Probably pipe will show increased prices before spring, and perhaps much sooner. Other metals are correspondingly firm, and articles made from them show upward shadings in price. Wire is higher-priced this week, and wire nails are up, as predicted last week, with firmness in prospect. There is a distinct scarcity amounting to almost an absolute lack of Canada plates on the market, and charcoal tin and terne plates are scarce to the point of being all but undiscoverable. Only smallest possible stocks of these can be found.

Iron and Steel To Go Higher Yet

IRON AND STEEL.—With the announcement expected almost hourly that the Allies have closed an order with American producers for at least 600,000 tons of iron and steel in the form of munitions of war and materials for making munitions of war, the iron and steel market is firm to the strongest degree. That prices for all goods made of iron and steel will go higher still is almost a foregone conclusion now. Iron and steel mills in America have warned the manufacturers of hardware goods that they will not consider orders after January 1st, 1917, on present basis, and have been urging the trade to get in all orders as quickly as possible to secure any prospect at all of deliveries. There is bound to be a very marked shortage of iron and steel for domestic trade if the demands of the Allies for the metal are to be met, and met they will be. Altogether an anxious outlook for all interested in iron and steel products.



The Great Advance.
—Knott, in the Dallas News.

Reeled Machinery Steel Up

In line with the increasing firmness of the steel market, reeled machinery steel this week in Montreal shows increased price from $4.75 to $5.50 per 100 lbs.; only a beginning some authorities think, for the signs are ominous that steel is to cost more and more.

Spring Steel Also Up

Spring steel, formerly $4.50 per 100 lbs., is now quoted at $5.50, a dollar increase. Norway iron, formerly $7.50 per 100 lbs., is at $8 now, and firm.

Canada Plates Increase

Ordinary Canada plates are up 50c this week for 52 sheets, and are quoted at $5. All-bright are quoted at $6.75, instead of $6.30, for 52 sheets. These lines are particularly scarce.

Many Lines of Wire Up In Price

WIRE.—Several lines of wire are increased in price this week, some considerably. Stove pipe wire is up 5 per cent. No. 18 now costs $5.75, and No. 19 costs $6.25. Hay wire is also up. No. 13 is quoted at $4.15 to $4.20; No. 14 at $4.20 to $4.25; and No. 15 at $4.30 to $4.35. Cut hay wire prices are now as follows:—No. 9, $4.25; No. 10, $4.30; No. 11, $4.40; No. 12, $4.50; No. 13, $4.50; No. 13½, $4.60; No. 14, $4.75; and No. 15, $5, all plus 7½. Iron and steel wire is now $4.40 per 100 lbs. base. Copper wire, all lines, are now net list. Stove pipe wire is up 5 per cent. A line which has lain undisturbed during price changes for a long time is tinned picture wire. This line at last sees a 50 per cent. increase in price come to stay.

Wire Netting Warning

The trade is being warned to expect "a stiff increase in price in poultry wire netting, and wire screen cloth."

Nails Scarce and Wire Staples Go Up

NAILS.—A great scarcity of nails is becoming apparent. Simplex roofing nails are being sought for far and wide with small success. American roofing nails also are hard to find. All wire nails are up 15c per 100 lbs. on base,

and the price now is $4 base. The advance on wire nails has been predicted by HARDWARE AND METAL several times during the past few weeks. Cut nails are now $3.70 base.

Fence Staples Up.

Fence staples are increased in price this week. Bright are now $4.20 per 100 lbs., and galvanized $5.05 per 100 lbs.

Wire Rope Clips Up

Cincinnati wire rope clips are increased in price this week as follows:—¼-inch, 57c; 5-16-inch, 60c; ⅜-inch, 75c; ½-inch, $1.15; ⅝-inch, $1.65; ¾-inch, $2.40; ⅞-inch, $3, and 1-inch, $3.50.

Bale Ties Are Up

Bale ties show the firming tendency in increased prices this week:—No. 12 is $4.70; No. 13, $4.80; No. 13½, $4.85; No. 14, $4.95; No. 15, $5.20; and No. 16, $5.40.

Shelf Goods Show Further Increases

SHELF GOODS.—Tap soles and heels show a 10 per cent. advance over the old list, according to a new list just issued. These lines have increased in sympathy with the market for leather, which is very firm owing to Allied operations. Knife handle wrenches are quoted 20 per cent. off new list. Stillson's are 62½ now, and parts at 60 per cent. Ford's make ship augers are now 30 per cent. (formerly 40 per cent.). All lines of steel squares are up 10 per cent.

Hay Rakes Going Up

Hay rakes for next season are being quoted at prices 15c to 20c per dozen ahead of former prices. Globe files are now 65 per cent. off (formerly 65 and 10). Disston's files are 57½ per cent. off, instead of the former 60 per cent.

Brass Butts 50 Per Cent. Up

Brass butts, formerly quoted at 15 per cent., are now plus 33 1-3, a 50 per cent. increase.

Copper in Very Firm Market

COPPER.—Copper is in very strong market again this week, with prices increased since last week by half a cent a pound. The demand for this metal continues, and is increasing. Further munition orders will send values up again. This week's hardware lists show copper wire increased in price. All lines are now priced net list, no discount.

Lead and Tin Both Very Firm

LEAD, ZINC, TIN.—Both lead and tin are in exceedingly strong market at present. Lead is quoted at $9.75 to $10. Tin at $47.50 to $48. Zinc is firm at the levels quoted last week from 25c to 25½c. Both tinsmiths' and wiping solder are firmer, but prices quoted last week hold, viz., 30c for tinsmiths' and 28c for wiping solder. Antimony is firm at 16c.

Washing Machines 50 Per Cent. Off

As indicated in HARDWARE AND METAL last week, the new list on all lines of washing machines is subject to 50 per cent. off. Washing machines, due to scarcity of labor, and of some lines of materials also, are scarcer this year.

Wallboard and Paper Up

Increased prices are predicted in the trade for roofing papers. Spruce sheathing is now $6.25, instead of the former $5, and Hawkesbury sheeting is now $5.25 per 100 lbs.

Twines Go Higher

Cotton fishing twine is up a cent a pound. No. 6 is now 42½c; No. 9 is 37c; No. 12 is 36c; Nos. 15-36 are 35½c; Nos. 42-100 are quoted at 35c. Cotton wrapping twine, 3-ply, is now 35c per lb., and 4-ply, 38c.

TORONTO MARKETS

TORONTO, Oct. 20.—Business in all hardware lines has continued good during the week, with a continuation of advances in many lines. Last week six representatives of the wholesale hardware houses attended the Convention of the National Wholesale Hardware Association of the United States, at Atlantic City. "It was the consensus of opinion of those who attended that convention from Canada, after meeting and talking with wholesale hardware dealers and manufacturers in the United States, that present high prices will be maintained, with possible further advances between now and the first part of 1917," said the representative of one large Toronto concern to HARDWARE AND METAL. "There will still continue to be a serious shortage of goods as well."

WIRE NAILS UP 15c

Following the advance of 10c in the United States, wire nails have advanced 15c per 100 lbs., and are now quoted as shown below. This advance has been predicted by HARDWARE AND METAL on several occasions during the past few weeks. The new quotations follow:

F.o.b. London, Toronto, Hamilton and Milton ..... $3.95 base.

(Freight equalized on above points).

F.o.b. Montreal, Gananoque, Collingwood, and Owen Sound.... ... . $4.00 base.

(Freight equalized on above points).

F.o.b. Port Arthur, Fort William and Sault Ste Marie $4.00 base

Windsor and Walkerville, f.o.b. factory points, carload freight allowed .... $4.02½ base.

Other changes on staples, wire, etc., are given in regular reports.

Wire Nails Follow Cut Nails Upward

NAILS.—As stated in HARDWARE AND METAL for several weeks past that nails were due for an increase in price, wire nails during the past week advanced in price 15c per keg base. The new price is now $3.95. Last week cut nails advanced 30c per keg. The base price of cut nails is now $3.70 per 100 lbs. The advance in wire nails is in accordance with the firming in price of all wire products, and follows a 10c advance in the States. Wire has advanced in sympathy with other steel products, and there is little prospect of an easier tone in the market for some time to come.

Sisal Twine and Lath Yarn Advance

TWINE.—An advance of ½c per pound on sisal twine and lath yarn went into effect on Tuesday of this week. This makes the price 16c per pound in each instance. The advance has been due to the uncertainty of getting the fibre from the Province of Yucatan, in Mexico. The course of sisal twine during the present year has been steadily upward. On Jan. 24 it was quoted at 12½c, and on the 27th of the same month it was increased to 13c. On May 1 the price was advanced to 13½c, and on July 3 it went up another cent to 14½c, where it remained about three weeks, and was then quoted at 15½c. The latter figure has been the prevailing price until the rise in price this week. The market is now holding firm, with further advances not improbable. Sisal cord has been taking the place of jute wrapping twine by reason of its comparative cheapness. A sisal cord in the 550-yard length that sells for 18½c per pound is 2c per pound cheaper than the same yardage jute cord that sells for 20½c per pound. Another feature of the cordage market is the cancellation of prices on African hemp rope. This class of hemp is now going largely into the manufacture of hemp

twine used for tying express parcels. An embargo placed on the raw material some time ago greatly limits the available supply of the raw material.

All Wire Products Have Advanced 15c

WIRE.—Following an advance in the United States, wire products have led the way to still higher prices. Base sizes in wire are now quoted 15c above recent quotations, and are now selling at $4.40 per 100 pounds. Sharing in this advance in wire products is that of stovepipe wire, which in the No. 18 size is now quoted at $5.75, an advance of 45c. On the No. 19 the new price is $6.25, an advance of 50c over the former price.

Fence staples, hooks and O. and A. wire, bale ties have all advanced 15c per 100 lbs., and the new prices are shown in the current quotations.

Barb wire is now quoted locally at $4.20 per 100 pounds, and No. 9 galvanized wire at $3.85.

Cotton Twine Goes Still Higher in Price

TWINE.—Under the influence of the advancing market in the raw cotton there was an advance in cotton twine of 2½c on three-ply and 1c on four-ply. This makes the high quotations for cotton twine 38½c per pound for 3-ply and 41c for 4-ply. During the week the highest point in cotton since the American Civil War was reached when the May option sold for 20.04c. Spot cotton and options as far ahead as May are all well above the 19c level. Cotton is keeping time and advancing equally with flour and sugar and other commodities of a like nature.

Fence Staples Go Up 15c Per Keg

FENCE STAPLES.—In sympathy with the advance in wire products fence staples have also shared in the upward movement during the week, the selling price now being 15c in advance of last week's quotations. On bright staples the new quotation is $4.20 in 100-lb. kegs and the usual differential of 25c additional when put up in 25-lb. boxes. For galvanized fence staples the new quotation is $5.05 in 100-lb. kegs and 25c additional per 100 pounds when put up in 25-lb. boxes.

Padlocks Again Record an Advance

PADLOCKS.—Another advance has been recorded on all makes of American padlocks which amounts to 10 per cent. This advance is stated to be necessitated by the advancing costs of raw material and labour. The advance is in line with that of other lines of American shelf hardware that recently took effect.

Trimmers Also Go Up

An advance of 10 per cent. on all lines of Wiss trimmers was put into effect during the week. The line is quite an extensive one and the change in price affects all the various sizes.

Cutlery Expected to Be Higher by Spring

CUTLERY.—Cutlery lines are weekly sharing in the advances with other hardware lines. Much of the cutlery coming into Canada now is from the United States, although some of the Canadian importers of British goods are getting a few shipments they are much delayed. One dealer in cutlery stated it as his opinion that it would not be possible to buy any cutlery within six months for less than a 25 per cent. advance over the price of to-day. The advancing cost of steel that enters into the manufacture of these articles is not considered the biggest item. The problem of labor is the serious one that manufacturers have to surmount. It is not only becoming higher in price but is becoming scarcer with the good industrial conditions and the drain for men for war purposes.

Brooms Advance From 25c to 50c Per Dozen

BROOMS.—An advance on all lines of brooms recorded by one manufacturer provides for an advance on all lines of brooms from 25c to 50c per dozen. The cheapest broom on the list is now $4.15 per dozen for the standard 3-string make. Bamboo handled carpet brooms in the cheapest grade are now selling at $5.25 per dozen. The cheapest grade of the ordinary 4-string carpet broom is now $5.50 per dozen, whereas in the parlor carpet 4-string broom the lowest price quoted is $6 per dozen. For an average good broom with 4-strings the lowest grade is selling at $6.60. And so the prices run. For brooms with a corresponding larger number of strings the increase is proportionately greater. As stated in HARDWARE AND METAL last week the firmness in the broom market is due to the shortage of broom corn in the United States. Rather it is due to the fact that the usual stocks carried over from year to year were depleted this year and the trade has had to depend on the present year's growth of corn to meet the needs. Broom corn is now selling in the United States at $175 to $200 per ton. In ordinary years the cost is from $60 to $125 per ton. Laid down in Canada at Toronto the cost on $200 broom corn is in the neighborhood of $240 per ton.

New Lists Are Out on Washing Machines

WASHING MACHINES.—Manufacturers during the past week issued their new price lists on washing machines. As intimated for some weeks past in these columns the new prices provide for an increase price quite generally. The new discount provides for 50 per cent. off list on all lines. The lists will be found in the current quotations. The new prices are about 10 per cent. higher than those previously in effect.

Leather Tap Soles Go Up 10 Per Cent.

LEATHER SOLES.—In keeping with the recent advance in leather of from 8 to 10 per cent. the price of leather tap soles has been advanced during the week 10 per cent. Top lifts have also shared the same advance. Leather belting, however, as yet has not changed from the discounts for extra and standard as shown in the current quotations. Lace leather has not as yet been changed although the price in all leather goods is very firm.

Demand For Steel Insistent as Ever

The belief that there will be no improvement in the steel situation for at least eighteen months, if not longer, seems to be generally accepted. The mills are in a sold-up condition, and the demand shows no indication of falling off. The steel required for muitions alone will aggregate an enormous tonnage, while the amount of steel used for other purposes will be even greater. The revival in shipbuilding caused by the serious shortage of tonnage has already been partly responsible for what is practically a famine in steel plates, while steel rails are badly wanted, but cannot be obtained in sufficient quantities to satisfy the demand. With such conditions prevailing, prices will continue to advance, and the mills get further behind on deliveries.

New Iron and Steel Prices Not Yet Issued

IRON AND STEEL.—Manufactures of iron and steel have not yet issued price lists following their recent cancellation last week of all existing lists. Iron and steel dealers are looking for a substantial increase in the price of the various iron and steel products. It is expected the advance will be somewhere in the neighborhood of 15 cents. At one time in the upward careening of the iron and steel market this past summer it looked to some well-informed dealers that the top of the market had been reached. But instead of a decline an advance was registered at that time. Now the upward curve of the pendulum seems about to swing still higher.

Further indication of continued

Kyanize VARNISH



Feature this Cut-out in your window and tie up your store with our national advertising.

Every Kyanize Agent is invited to send for a new "Smiling Painter" cutout.

To make things easy there's a convenient coupon attached—for you to use.

As the centerpiece for an early Kyanize Window Display—or as a permanent individual store display—this newest Sales Help is bound to prove a trade-winner.

Even in this greatly reduced two-color reproduction you get an idea of what the life-size, handsomely lithographed original must be.

Just study that Painter's friendly smile. It's a standing invitation to "come-on-in-and-buy." It's irresistible. Put it to work for you. Use the convenient coupon below to send for your *"Smiling Painter"* cut-out—To-day.

This Smiling Painter Cutout FREE to Kyanize KY-AN-IZE Agents

The Kyanize Line is a Profit Mine

If you who read this Announcement are not a Kyanize Agent, we suggest you write us—provided there's no Kyanize Agent in your locality.

A Kyanize Exclusive Agency is a valuable business franchise—and growing more so every year.

With only one Agent to a territory—protected by our exclusive guarantee plan and backed by a nationally-advertised quality line—you become formidably entrenched against competition.

All the sales are yours. And we never stop trying to make these sales bigger and bigger for you.

The "Smiling Painter" cut-out offered above to Kyanize Agents is only a sample of what we do to make our Exclusive Agents the big varnish and paint men in their respective towns.

If you would like to share the big business that Kyanize Agents everywhere are enjoying, we suggest you write at once for a copy of the 1916-17 "Dealer's Mint of Selling Hints" and full particulars about the Kyanize Exclusive Agency Plan.

(Coupon requesting new "Smiling Painter" cut out)

Date .....

Boston Varnish Co.,
Everett Station, Boston, U.S.A.

Gentlemen,—Will you kindly send me one of your handsome new "Smiling Painter" cutouts (free to Kyanize Agents) with the understanding that I agree to display it prominently in my window for at least 10 days.

Name of Firm .....

Per .....

Street Address .....

City ..... State .....

Boston Varnish Company

Fine Varnishes and Enamel

Everett Station, Boston, U.S.A.

CANADIAN DISTRIBUTORS:

The J. H. Ashdown Hardware Co., Limited
Calgary, Winnipeg, Saskatoon

Sturgeons Limited
91 Church St., Toronto

The E. Cavanaugh Co., Limited
935-945 Notre Dame St. West, Montreal

If interested, tear out this page and keep with letters to be answered.

Kyanize VARNISH

Here's Another Kyanize KY-AN-IZE Business Getter

What! another? You said it, Mr. Man. But your surprise is pardonable.

Even the Boston Varnish Company can't live on its reputation.

When an outfit earns a name for being the "livest" in the industry it's got to live up to it.

That's what we're doing. This time, as you see, it's a wonderful new window trim—in colors.



Free to Kyanize KY-AN-IZE Agents

Note the bold swash of color in the wake of the big paint brush. Imagine the hundreds of pairs of eyes it will turn to your window. No doubt about it—it's got the attractiveness and punch that turn looks into sales.

It's the sort of a sales help every live Kyanize Dealer is looking for. Yours will be sent on request. Use the convenient coupon herewith.

TO LIVE VARNISH AND ENAMEL DEALERS EVERYWHERE: If there is no Kyanize Agent in your locality we invite you to write for a copy of the new, big "Dealers' Mint of Selling Hints" and full particulars about the Kyanize Exclusive Agency Plan.

Boston Varnish Company

Fine Varnishes and Enamel

Everett Station, Boston, Mass., U.S.A.

CANADIAN DISTRIBUTORS:

The J. H. Ashdown Hardware Co., Limited
Calgary, Winnipeg, Saskatoon

Sturgeons Limited
91 Church St., Toronto

The E. Cavanaugh Co., Limited
935-945 Notre Dame St. West, Montreal

this coupon is for your convenience

(Coupon request for new window trim)

Boston Varnish Company,
Everett Station, Boston, U.S.A.

Gentlemen: I sell the Kyanize line and want you to send me at once the new window trim. I will use it for at least ten days.

Dealer .....

Street .....

Town ..... State .....

If interested, tear out this page and keep with letters to be answered.

strength in the steel situation in the U.S. is shown in the fact that agents of the Allied Governments are sounding the American market for steel to be delivered during the third quarter and second half of 1917. No definite tonnage has been named, but it will no doubt be as heavy as their requirements during the first half of next year. A few months ago 500,000 of bars, billets and forgings were purchased for delivery up to July, 1917. A feature of the market has been a tremendous demand for rails. It is said that the entire capacity of the rail mills has been sold through all of 1917. Prices on all steel products are very firm.

Pig Iron Up $1 Ton

A further advance of $1 per ton has been made on domestic pig iron, due, it is stated, to the increase in cost of iron ore and coke. Considerable strength, however, has recently developed in the market as a result of a better demand and improvement in the situation generally. The pig iron market in the U.S. is very active and prices very firm, with an upward tendency.

Ingot Metals Are More Active

Scrap Metals High

The situation in the market for scrap metals is improving, and prices are generally firm. There is a shortage of old rails and heavy melting steel, with the result that prices have advanced in both cases. Machine composition and composition turnings are higher, having advanced 1c per lb. Steel turnings are coming in freely, but the demand is not very heavy. The scarcity of copper for 1916 delivery has been a boon to scrap dealers, who are getting unusually high prices for old copper. Prices are shown in current quotations.

The demand for ingot metals has been more pronounced during the past week. There is a firm undertone to the market. The consumption of most metals, particularly copper, continues heavy, which is tending to keep prices up, notwithstanding the large increase in production.

Copper in Better Demand

After a short period of quietness, there has been a revival of the demand for copper and the market is strong. Owing to the possibility of higher prices for copper, consumers are coming into the market, and are covering for their requirements over the second quarter of 1917. Local quotations are nominal and unchanged at 30-31c per lb.

Tin Firm But Quiet

The market is firm but quiet and unchanged. A little more interest is being taken in tin, but business is still very quiet. Local quotations firm at 47c per pound.

Better Demand for Spelter

There is a better demand for spelter, including a number of inquiries from galvanizing interests. The market is firmer, but unchanged. Spelter is firm at 12c per pound.

Lead Still At High Level

The leading interest is still quoting 7c New York, while independents are pretty close to that figure. The market is dull but firm, and business is quiet, consumers being well covered for the time being. Reports from New York state that Canadian consumers have purchased about 2,500 tons of lead in the past week for prompt and November delivery at a base price of 6.85c to 6.90c New York. Local quotation 9¼c per pound.

Antimony Unchanged.

Canadian consumers have recently purchased considerable quantities of antimony in New York, which has strengthened the market there. Local quotations, however, are unchanged, at 18c per pound.

Aluminum Unchanged

Demand is less active, but the market holds steady, and prices are unchanged at 68c per lb.

Builders Hardware Quiet.

There is an unusually heavy demand for the rougher classes of builders' hardware such as are used by farmers for building and repair work. Such lines as barn door hangers and track, S and S hinges, latches, strap and tee hinges, etc., are in heavy demand. There is considerable building activity in country districts, but very little in the larger towns and cities. There is therefore a heavy demand for cheaper grades of builders' hardware, and a light demand for the high priced goods used on large city buildings.

LONDON MARKETS

LONDON, Ont., Oct. 26.—The advance in wire nails and wire products which has been predicted many times by HARDWARE AND METAL during the past two months has materialized and an advance of 15c per 100 lbs. has gone into effect. There have been many important price changes during the week. The new prices on washing machines are about 10 per cent. higher than previous quotations. Business locally continues good. Seasonable lines are moving well. Merchants are buying freely for Christmas trade and an effort will be made to get the Christmas business this year started earlier than usual. There is a scarcity of many hardware lines and deliveries are very slow. Manufacturers are handicapped by the labor shortage and the railways are congested with freight.

Advance of 15c on Nails and Wire

NAILS, WIRE, ETC.—With an advance of 15c per keg, wire nails are now quoted at $3.95 base. This advance will not come as a surprise to those who have been following the market reports closely for the past two months, as an advance has been freely predicted. The advance here follows an advance of 10c in the United States. There is a very good demand locally for nails. Cut nails remain firm at last weeks advanced price of $3.70 base.

Fence Staples Up 15c.

Fence staples are up 15c per keg and the new prices are as follows:—bright, kegs, $4.20 per 100 lbs.; bright 25 lb. boxes, $4.45 per 100 lbs.; Galvanized, kegs, $5.05 per 100 lbs.; 25 lb. boxes, $5.30 per 100 lbs.

Fence hooks galvanized in kegs are now quoted at $5.05 per 100 lbs. and $5.30 in. 25 lb. boxes.

O and A Wire Up 15c

Oiled and annealed wire has advanced 15c per 100 lbs. and the new price is $4.40 base. Net prices on popular sizes are per 100 lbs:—No. 10, $4.56; No. 11, $4.62; No. 12, $4.70; hay baling, No. 14, $4.80.

Stove Pipe Wire Up.

Stove pipe wire has also advanced further and is now quoted: No. 18, $5.75 per 100 lbs.; No. 19, $6.25 per 100 lbs.; small lots 7c lb.

Fence Wire Unchanged

Galvanized fence wire remains unchanged locally and is quoted as follows:—barb, $4.25 per 100 lbs.; No. 9 plain, $3.90 per 100 lbs.; No. 12 plain, $4.05 per 100 lbs.; No. 13 plain, $4.15 per 100 lbs.; No. 9 coil spring, $3.95 per 100 lbs.

Washing Machines Go Up About 10%

New list prices are out on washing machines and are shown in the current market quotations. The new discount is 50 per cent. off list and the advance amounts to about 10 per cent. all round.

Coton Twine Up 2c

Cotton twine has advanced 2c per lb. locally is now quoted, 3-ply, 37c lb.; 4-ply, 40c lb.

House Brooms Up

House brooms have advanced 50c dozen. The cheapest line has advanced $1 dozen and is now quoted at $5 doz. The reasons for the advances in broom prices were given in detail in last week's issue of HARDWARE AND METAL.

Tap Soles Go Up

Leather tap soles and top lifts have advanced about 10 per cent. on all grades during the week. All leather goods are very firm.

Linseed Oil Up Another 7 Cents

Linseed oil has advanced 7c per gallon and quotations now generally quoted are as follows:—

	Raw	Boiled
1 to 2 barrels	$1.12	$1.15
3 to 5 barrels	1.11	1.14
6 to 9 barrels	1.10	1.13

Turpentine Is Firm

Turpentine is firm locally following continued firmness in the primary markets. There is a fair demand at the following prices, single barrel lots 72c per Imp. gal.; 2 to 4 barrel lots, 71c per Imp. gal.; 5 gal. lots 79c per Imp. gal.

Glass Is Firm

Sheet glass is firm and is in good demand. Single diamond is quoted at 20 per cent. off; double diamond at 20 per cent. off; cut lights at 50-5 per cent. off.

Putty In Fair Demand

Putty is in fair demand and is firm and unchanged. Quotations are as follows:—Standard 100 lb. drums, $3.00; 25 lb. drum, $3.10 per 100 lbs.; Pure, 100 lb. drums, $3.70 per 100 lbs.; 25 lbs., $3.80 per 100 lbs.

White Lead Still Firm

White lead in oil remains firm at the present high level. Pure lead in oil is quoted in ton lots at $13.95 per 100 lbs. and $14.25 in less than tons.

Spring Booking Order

Retailers are booking freely for spring delivery and appear to be of the opinion that high prices will continue for another year at least if not longer. The following prices are now being quoted on spring goods:—Poultry netting 1 in. and 2 in. mesh, 30-10 per cent.; screen cloth (painted) 100 ft. rolls, $2.35 per 100 ft.; 50ft. rolls, $2.40 per 100 sq. ft. Spades and shovels, 1sts, 45 per cent.; 2nds, 40 per cent.; 4ths, 20-7½ per cent. Harvest tools, 40 per cent. Spring hinges No. 20, $11 gross. Cheap grained screen doors $11.35 dozen.

Stove Pipes and Elbows Moving

Stove pipes and elbows are moving freely. Light pattern elbows are quoted, 6 in., $1.33 doz.; 7 in., $1.50 doz.

Stove pipes are quoted per 100 lengths as follows:—

Common, 3 in., $8.72; 4 in., $10.19; 5 in., $10.19; 6 in., $10.19; 7 in., $11.28; Bright, 3 in,. $10.19; 4 in., $12.37; 5 in., $12.75; 6 in., $12.75; 7 in., $13.46.

Stove boards, wood lined are quoted at 50-10 per cent.; paper lined at 60 per cent.

Common wood side ash sifters are quoted at $1.75 doz. Weather-strip is moving well at the following prices:—wood and felt, 75 per cent. off; Frost King, $4.40 doz.

WINNIPEG MARKETS

WINNIPEG, Oct. 26.—"October flax 22¼c higher for the week." The foregoing announcement in the local papers of last Saturday will explain in some measure the exceptional advances which have been recorded in the price of linseed oil during the past few days. Two advances for the week have been given out—one of seven cents and the latest one, three cents—ten cents advance per gallon in one week. The unsettled state of the grain markets, due to damaging reports of crops and poor weather conditions for threshing, make it appear likely further advances may be expected before long. The increased price of linseed oil is almost sure to have a further effect on mixed paints, but undoubtedly manufacturers will hold off another week or two to see what turn the market takes. To-day's prices on linseed oil follow:—Raw, $1.21 per gal.; boiled, $1.24 per gal.—in barrel lots.

It is undoubtedly true that the advance in all grains will have its effect on the cost of various food products also. This is shown in advances made in the price of flour of 40c per barrel during the past few days—two 20c increases. The reason given is the unusually high figures now being paid for wheat.

Many Lines Advanced This Week

That the various lines throughout the hardware business are also being revised is evident in looking over figures submitted each week. The tendency seems ever upward, and embraces practically the entire line as handled by any hardware man. Since the outbreak of war, there have been some lines on which a revision has been evident every month or two, and sometimes oftener. Although some reductions have been made, they have usually followed sharp advances, and been succeeded in turn by further advances. This is evident in following the quotations on wrought iron pipe, galvanized sheets and various wire products.

The new quotations for the week are in practically all cases advances, and cover linseed oil, cotton rope, screen wire cloth, etc. Next to the sharp advance in linseed oil, the new price on screen wire cloth is perhaps most noticeable.

New prices on black screen wire cloth are $2.50 per hundred square feet, an increase of 50c over ruling prices for the season just past.

Cotton Rope Higher

An advance of 2½c per lb. has been made in the price of cotton rope. New quotations are on the following basis:—3-16 in., 35c per lb.; ¼ in. and over, 34c

Sash Cord Higher

Another important item is sash cord, on which new prices issued show the following:—No. 6, 44c lb.; No. 7, 43c lb.; Nos. 8, 9 and 10, 42c lb.

In sympathy with these two major lines the advances recorded in cotton clothes lines and candlewick packing might be expected; 48 ft. cotton clothes lines are now $1.92 per doz., and 60 ft. are $2.40. Candlewick packing now sells at 35c per lb.

Wire and Cut Nails Go Higher

Following the advance reported in Eastern markets in HARDWARE AND METAL last week, cut nails have advanced 20c per keg, making the Winnipeg price $4.40 per keg.

Wire Nails Go Up

Wire nails have advanced 15c per keg, as predicted by HARDWARE AND METAL, and are now quoted at $4 per keg base at Fort William and $4.40 per keg at Winnipeg.

Wire Goes Up

O. and A. wire, fence staples and hooks, and hay baling wire have advanced 15c per 100 lbs.

Mica at High Figure

New prices recently issued on mica bring this line to an exceptionally high figure. The prices shown on the following sizes will illustrate this point:—3 x 4, $11 per lb.; 4 x 4, $12 per lb.; 4 x 6, $13.25 per lb.

Cap and Set Screws Up

Further increased prices have been issued on cap and set screws, churn cork and hay knives, and the changes made are shown in the list below:—Iron cap screws, 40 per cent. discount; iron set screws, 45 per cent. discount; churn cork, 40c set; lightning hay knives, $8.75 doz. Germantown lamp black—¼ lb., 27c lb.: ½ lb., 21½c lb.; 1 lb., 17½c lb. Power churns—No. 1, $7.70 each; No. 2, $8.40 each; No. 3, $9.10 each; No. 4, $11.90 each; No. 5, $14 each.

Rope Remains Unchanged

The demand for all staple lines is very fair, and business continues good. Some sales of rope are being made, and no change in the market has been made. To-day's quotations are as follows:—

	Per lb. base.
Sisal	16½c
British Manila	19c
Pure Manila	24c
African hemp	19c

EVENTS IN THE TRADE

Fire Losses

Lindsay, Ont.—The plant of the Canadian Machine Telephone Co. was destroyed by fire.

London, Ont.—The plant of the W. A. Jenkins Mfg. Co., manufacturers of stock foods, was gutted by fire.

Personal

O. N. Parent, of the Canadian Yale & Towne, Ltd., St. Catharines, Ont., was a business vistor in Toronto during the week.

W. T. Earl, of Oneida Community, Ltd., Oneida, N.Y., and Niagara Falls, Ont., was a visitor in Toronto during the week.

F. W. Blythe, district manager of the Canadian Allis-Chalmers, Lt., at Winnipeg, has been promoted to the head office at Toronto.

J. F. S. Madden, formerly manager of the Canadian General Electric Co. at Winnipeg, has been promoted to the head office at Toronto.

Charles W. Fawcett, president of the Fawcett Foundry Co., Sackville, N.B., and also Mayor of that city, was in Montreal during the past week.

F. M. McCarthy has joined the travelling staff of the Merrick-Anderson Co., Winnipeg, and will represent them out of Saskatoon. J. E. McComb, recently with R. H. Williams, will represent the above house out of Regina.

Lieut. C. A. Page, sales manager for the Canadian Hart Wheels, Ltd., Hamilton, Ont., has received an appointment with the 164th Battalion C.E.F., and expects to go overseas shortly.

Col. Thomas Cantley, president Nova Scotia Steel & Coal Co., New Glasgow, N.S., has been elected a director of the Institute, to fill the vacancy caused by the death of Thomas J. Drummond.

R. F. Randolph, a steel expert, who has been in the employ of the Bethlehem Steel Co. for the past seven years, and was recently appointed general superintendent in charge of the steel plant by the Dominion Steel Corporation, has arrived in Sidney, N.S., and will immediately take up his new duties.

J. A. Cameron, formerly traveler for the Miller-Morse Hardware Co., is now with G. F. Stephens Co., paint manufacturers, Winnipeg, and will cover Southern Manitoba and Southern Saskatchewan. A. D. O'Brien, who formerly covered this territory, is now making his headquarters at Moose Jaw, and will cover the ground formerly in charge of G. H. Mackley, who is now with the McLaughlin Carriage Co., Winnipeg.

Among those who attended the Convention of the National Hardware Association of the United States and the American Hardware Manufacturers' Association at Atlantic City last week were: James Hardy, secretary of the Wholesale Hardware Association of Canada; T. B. Williamson, of H. S. Howland, Sons & Co., Toronto; S. H. Alexander, of Wood, Vallance & Co., Hamilton; J. W. Dowling, of Caverhill, Learmont & Co., Montreal; H. B. Seybold, of Starke, Seybold & Co., Montreal; W. J. Lawson, of Rice, Lewis & Co., Toronto; and Col. J. B. MacLean, publisher of HARDWARE AND METAL. A number of the Canadian manufacturers were also present.

New Firms Incorporated

The Maple Leaf Toy Co., capitalized at $40,000, to manufacture all kinds of toys, novelties, woodenwares, etc., has been incorporated, the head office to be situated at Toronto.

American Linseed Co. has been incorporated at Ottawa with a capital of $40,000 to operate elevators and to manufacture linseed oil, cake and other products at Winnipeg, Man.

Canada Gelatine Co. has been incorporated at Ottawa with a capital of $250,000 to manufacture glues, gelatines of all kinds and chemical fertilizers at Brantford, Ont. Incorporators: Lloyd Harris, of Brantford; George Upton and Jesse Lyman, of Boston, Mass.

The K. & S. Canadian Tires, Ltd., has been incorporated with capital of $250,000, to conduct the business of manufacturers of, dealers in, repairers and warehousing of automobiles, motor cars, motors, cycles, bicycles, and vehicles of all kinds. The head office of the company to be situated in Toronto.

Business Changes

Edmonton, Alberta.—McLean & Co., have sold their hardware store.

Blackie, Alberta.—C. J. Goulter is starting in the hardware business.

Settler, Alta.—Hansen & Nelson have started in the hardware business.

Bow Island, Alberta.—Austin Walsh has started in the hardware business.

Montreal, Que.—Dery & Frere, hardware merchants, dissolved partnership.

Tyvan, Saskatchewan.—Tyvan Hardware Company are commencing business.

Leduc, Alta.—Skinner & Dalgleish, Ltd., have been succeeded by C. W. Gaetz.

Delisle, Sask.:—H. E. Pickett, tinsmith, has been succeeded by H. E. Tufts.

Ribstone, Alta.—R. J. Wilde, dealer in hardware, has been succeeded by A. P. Reef.

Excel, Alberta.—Batton Bailey, hardware dealer, has been succeeded by C. R. Bishop.

Mozart, Sask.—W. C. Barker, hardware merchant, has been succeeded by T. Laxdal.

Engefeld, Sask.—B. M. Wacholtz (estate of) hardware stock, has been sold to Smith Bros.

Leduc, Alberta.—Skinner & Dalgleish, Ltd., harware, etc., have been succeeded by C. W. Gaetz.

Medicine Hat, Alta.—W. R. Finn, grocer, is reported to be adding hardware and harness.

High River, Alberta.—A. W. Kelly, hardware merchant, has been succeeded by M. F. Whimster.

Miami, Manitoba.—W. H. Campbell, hardware dealer, has been succeeded by Campbell & Botting.

Woodstock, N.B.—Clark & Johnston, hardware merchants, dissolved partnership and are closing their business.

Havelock, Ont.—H. F. G. Dreyer, formerly of Blind River, Ont., has taken over the business of Geo. Phillips & Son.

Kingston, Ont.—The McKelvey & Birch business has been separated. Hardware, stoves and tinsmith supplies will be continued by McKelvey & Son, Ltd. The plumbing and steamfitting department will be carried on by McKelvey & Birch, Ltd.

W. H. Stone Co., cor. Atlantic and Main streets, Winnipeg, who have hitherto run only a grocery store, have added several departments, including hardware and crockery. This is a branch of the other store at 622 Main street. The capacity of the store is being doubled.

Travellers Convene

The travellers of D. Ackland & Son, Winnipeg, were at headquarters last week for a two days' convention.

St. John, N.B. News

Private Charles A. Stevens, aged twenty-four, an employee of the Maritime Nail Co., Ltd., St. John, has been reported suffering from shell shock.

Private John S. Hourihan, formerly of St. John, who had been employed with the Ashdown Hardware Company, in Winnipeg, is suffering from a gunshot wound received at the front.

Private Fred Wolfe, aged thirty-three years, a former employee of T. McAvity & Sons, Ltd., St. John, N.B., has been killed in action in France. He is survived by his wife and six children.

Private H. Bonnevie, who before enlisting was employed with the Maritime Nail Works, St. John, N.B., was killed in action on September 26, while bringing in a wounded comrade. He was forty-one years of age and was unmarried.

Although only seventeen years of age, Private James Malcolm, a former emplayee of Emerson & Fisher, wholesale and retail hardware, St. John, has given his life for his country. He was killed in action while fighting with an infantry battalion in France.

Harold A. Allison, of Gandy & Allison, wholesale building hardware, St. John, N.B., was married on October 18. to Miss Thirza Gandy, daughter of Mrs. and the late Barton Gandy, the ceremony being performed in St. Paul's Church, St. John, by Rev. Canon Allan W. Daniel.

In French Hospital

Lieutenant Henry Stockwell Day, formerly a salesman with the N. B. Stark Company, of Montreal, and a son of M. H. Day, manager of the Consumers Cordage Company there, is in No. 8 General Hospital at Rouen, France, suffering from gunshot wounds in the leg and and a fractured femur.

Obituary

Sturgeon Falls, Ont.—The death occurred here suddenly of Geo. Levesque.

Toronto, Ont.—The death occurred here of Samuel May, President Dodge Mfg. Co., manufacturers of pulleys, etc.

Toronto, Ont.—The death, as a result of wounds, is reported of Capt. F. R. Newman, who prior to the beginning of the war was manager of the Toronto branch of the Canadian Fairbanks-Morse Co.

Havelock, Ont.—The death occurred here suddenly of Geo. Phillips, senior partner of Geo. Phillips & Sons. Mr. Phillips had a paralytic stroke about three years ago, and since then had been prevented from attending to business. Mr. Phillips had been in the hardware and tinsmithing business for 35 years, five years at Norwood and thirty years in Havelock. Mr. Phillips was one of the best known and oldest residents of the district.

Industrial Notes

Trenton, Ont.—The Benedict Co., manufacturers of silver-plated ware of Syracuse, N.Y., are fitting up the factory lately occupied by Lloyd & Sons, and will manufacture here for their Canadian trade.

Niagara Falls, Ont.—The Perfection Tire Co. are ready to go ahead with the erection of their factory. Satisfactory arrangements will be made to give the company power concessions promised by the municipality without violating Hydro rates or selling power below the price determined by the Commission.

Lieut.-Col. Strange Honored

As a mark of their appreciation of the great interest that he has always taken in the success of every department of the regiment, Lt.-Col. C. M. Strange, of Lewis Bros., Ltd., of Montreal, officer commanding the 58th Westmount Rifles, was presented with a handsome silver wrist watch by the members of the brass band of the unit.

Gurneys Move to Larger Premises

The Calgary branch of the Gurney Foundry Co., which recently came under the jurisdiction of the Winnipeg office, and is now known as the Gurney Northwest Foundry Co., Ltd., has moved into larger and more suitable premises, and is now located at the corner of 10th avenue and Second street east. This branch which controls the Alberta Territory, is now in charge of A. G. Richards, formerly of the Winnipeg staff.

Rolling Mills Running Again

Vancouver, B.C.—The re-opening of the plant of the Pacific Steel Products, Limited, at Bridgeport, on Lulu Island, near Eburne, has been followed by rapid development. The plant is now running steadily and is turning out about ten tons of iron and steel daily, and within the next sixty days, it is said, the capacity of the plant will have been trebled, and the output increased to at least thirty tons daily. The company is putting in an open hearth furnace for the making of billets from scrap iron. In addition to the rolling mills and furnaces, two large machines for turning out railroad and boat spikes, bolts, nuts, etc., are being installed, a line of manufacture which will be extended to other articles of a similar nature now shipped in from eastern foundries.

Wholesalers Represented at Atlantic City Convention

President J. W. Dowling, of the Canadian Wholesale Hardware Association, just returned from Atlantic City, U.S.A., where he attended the convention of the National Hardware Association of America, and the Hardware Manufacturers' Association, on Oct. 17, 18, and 19, reports that there were over a thousand representatives of the different jobbers and manufacturers present. At the different sessions of the convention, papers were read on the leading topics of most vital interest to the members of the association. These were all listened to and followed with the closest attention, and the results of the convention should be a better, and more general knowledge by all members, of conditions affecting the trade as they exist to-day, and should be a great assistance to their judgment in dealing with the problems necessarily arising from the very involved state of affairs in trade caused by the present war. The representatives of the Canadian Wholesale Hardware Association were cordially received and very heartily welcomed.

WEEKLY PAINT MARKETS

(Continued from page 48.)

higher figure than it is to-day. Pennsylvania crude oil is now quoted at $2.60 per barrel; $2.12 on Cabell; $2.10 on Mercer, Black, Newcastle and Corning; $1.95 on Somerset and 90c on Ragland. In the Eastern United States the refiners have not yet advanced the price of the refined product. Opinion seems to be divided there as to whether or not there will be an advance upward to follow the price of crude.

Demand for White Lead is Not Large

WHITE LEAD.—The demand for white lead in oil has not been heavy during the week. The market is firm at present quotations, due to the strength in the pig lead market. The high price has helped keep down the demand, stated one wholesaler, and this is a factor that militates against further advances, no matter how much they may be warranted. In ton lots white lead in oil is quoted at $13.95 per 100 pounds, and in small lots $14.25 per 100 pounds.

Big Demand for Shellac From Furniture Factories

SHELLAC.—The market in shellac has held steady during the week. There still continues a big demand for this commodity. Furniture factories are using large quantities in the manufacture of their products. All furniture factories have been exceptionally busy this year. Orders in many cases have been held up, due to the heavy sales of furniture. Furniture dealers report a big turnover this year, with inability to get certain lines in sufficient quantities.

WEEKLY PAINT DEPARTMENT

All Signs Point to High Prices

Brush Makers Are Filled Up With Business — Present Indications Point to Good Demand for Glass and a Firm Market—The Lead Situation.

SEVERAL of the reports presented at the 29th annual convention of the National Paint, Oil and Varnish Association, contain items of particular interest to the Canadian hardware and paint trade. Extracts from a complete report, which appeared in the *Paint, Oil and Drug Review*, are appended herewith:—

Report of British Committee.

The Bristles of the Chinese Hog, as before stated, is the dominating feature of Paint Brush Making, and it has in a most remarkable manner held up in its value when one considers the remarkable spectacle of England and America being able to take on the whole crop for the past two years, when formerly its use extended over the whole civilized world.

From the latest census reports obtainable we find that while nothing is available from foreign countries later than 1910, the following condition existed at that time:—

Germany had hogs	22,000,000
France " "	7,200,000
Austria " "	4,700,000
Hungary " "	5,500,000
Total	39,400,000

and from reliable sources comes the reports that these have been eaten, with practically nothing for seed.

It is true that hogs can be quickly grown, yet young pigs produce bristles of no value for brush making, as is shown in the case of the American hog, where they are killed at the age of 6 months. They produce no bristles available for paint brushes.

Your committee has not touched on the subject of bristles grown in Russia or Russian Poland, from where no reliable statistics are obtainable, yet it is one of the largest hog-growing districts in the world, and we are reliably informed that the hog has been simply obliterated in Russian Poland, where it was once in evidence everywhere.

To sum up the situation in few words, the brush makers of to-day are filled to the limit with business. Labor is scarce. Russian bristles 20 per cent. higher, recent advance. French bristles unobtainable. China bristles holding firm and the future is entirely one of speculation. There is undoubtedly a great shortage of hogs in all European countries, and such shortage will some day be made good from the supply of China.

Report on Lead Products.

"It is everywhere recognized that margins on white lead are narrow to all classes of dealers, but when measured by the amount invested and the frequency with which it is turned over, the percentage of profit compares very favorably with goods of a less staple character. Small as the profit is, however, most of it is voluntarily sacrificed by dealers in making a leader of lead as a means of selling other materials. In other lines of trade in which there are staple articles similarly handled, efforts have been made to increase the dealer's profit and to secure uniform prices, but in no case have they been entirely successful. Their failure has been largely due to the fact that it has been found impossible to secure complete co-operation among manufacturers, or between them and the distributors. It must be borne in mind that any plan for price control adopted by a manufacturer must be operative in every state in which his goods are sold, and that where it applies to a staple commodity of which he has no monopoly he is powerless to enforce his price except through agreements with all competing manufacturers, as well as agreements between the dealers themselves, and between them and the manufacturers, to maintain uniform prices, both at first hands and on the resales. It would hardly be possible to secure comprehensive agreements of this character, but if it were, they would undoubtedly be declared in violation of existing laws.

"It is perfectly obvious that unless re-sale prices can be controlled in some manner, no plan for increasing the profits of distributors can succeed, but it does not appear to your committee that there is any method by which the manufacturer alone can exercise efficient control over re-sale prices on merchandise which is dealt in primarily under its generic name, and where the proprietary name is mainly the subject of more or less restricted local preferences.

"When the regulation of prices on certain commodities has been made a 'local issue,' it has been handled more successfully. Where dealers are united locally, and are really agreed upon such a policy, it has been found entirely practicable for them to maintain fairly uniform prices, and terms, on all leading lines of goods, and in such an effort they should meet no competition from the manufacturer.

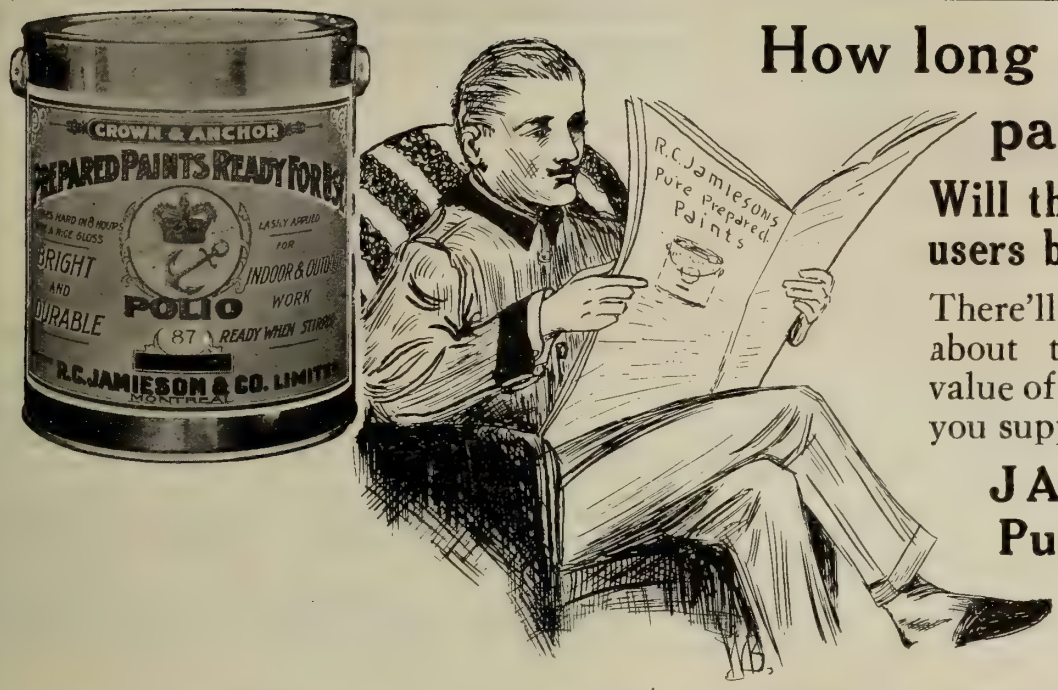
The pig lead markets of the world have been unusually affected during the past year, and we have seen a very wide range in price fluctuations.

"The highest tonnage of pig lead for the United States was produced in 1915, when, according to the U. S. Geological Survey, approximately 540,000 tons were produced from domestic ore, and 40,000 tons from foreign ore and base bullion, or a total of 580,000 tons. The production for 1916 has undoubtedly increased, owing to high prices, not only of lead, but on account of the advance in the price of silver. Under such conditions low grade silver lead properties can be worked at a profit.

The large production has been taken care of by the demand, and to-day we find a market practically bare of stocks. The foreign demand is largely to account for this situation, although in some lines domestic consumption has called for more than the usual tonnage.

The price of pig lead since last November has ranged from an average of $5.15 for November last to an average of $6.34 for August, 1916. The average prices for the intervening months were as follows:—

	Market price.
December, 1916	$5.34
January, 1916	5.93
February	6.25
March	7.45
April	7.70
May	7.50
June	7.03
July	6.52



How long will those paints last?

Will their value bring users back for more?

There'll be no question about the service and value of the line you sell if you supply

JAMIESON'S Pure Prepared Paints

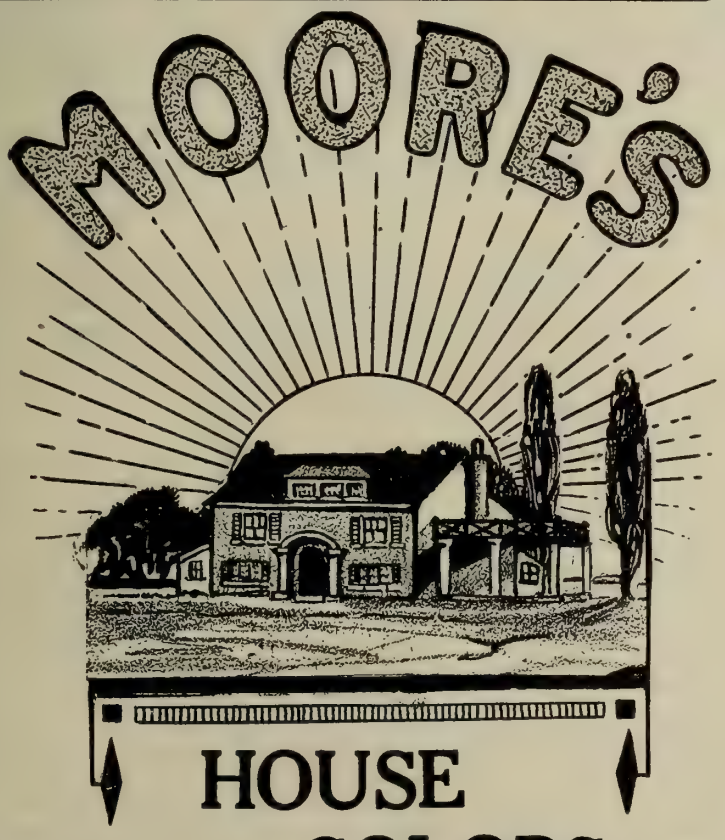
because they are top-notch products in every respect. Every step in the making is guarded by the idea that the surest way of increasing sales is by keeping a high quality and holding down the price.

Write for our proposition.

R. C. Jamieson & Co., Limited, Montreal, Canada

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Owning and Operating P. D. DODS & CO., LIMITED



The selling of Moore's House colors (a pure linseed oil paint) produces big results, both from the standpoint of profit and satisfaction.

Value is the keynote of rapid growth—our sales are increasing by leaps and bounds.

Link up with the Moore quality and value and you'll sow the seed that'll soon develop into a remarkable business.

Write for our Agency proposition.

BENJAMIN MOORE & CO.
Limited
WEST TORONTO, CANADA

If interested, tear out this page and keep with letters to be answered.

"There were certain periods during the early spring when pig lead was almost unobtainable, and the price on fair lots on certain dates was as high as 8 cents per pound. We have passed through certain periods early in the year with violent fluctuations, and the best judges were seriously handicapped in their estimate of the market.

"This situation led to large losses on the part of lead pigment manufacturers who were compelled to deliver on existing low price contracts made in the fall and winter. We had then a repetition of the old commercial argument that finished products never advance in common with raw materials. Lead manufacturers are compelled to carry large stocks, and the turnover from metal to finished product is rarely accomplished under three to four months.

"The market for dry white lead (basic carbonate, and basic sulphate), has been a disappointment to manufacturers in point of tonnage and profit. The volume has been below that of 1915, and this has been caused partly because of bad weather conditions, and the necessary high price for finished products, which has restricted consumption.

"The high price of linseed oil, coupled with the advance in the cost of labor and all other help, strong advances in steel which affect steel packages, higher prices for acid, and all supplies entering into the manufacture of lead products will necessarily widen the margin between the metal and the finished products.

"The demand for red lead, litharge, and orange mineral, has been nearly normal, some industries showing large demands over any previous year.

"A considerable tonnage of export business has been offered during the past year, but manufacturers generally have not obligated themselves to foreign buyers at the expense of domestic trade.

"We look for a rather steady market in pig lead, with an advancing tendency for the balance of the year, and it is to be expected the price of finished products will remain correspondingly firm and steady."

Report on Window Glass.

"The past year has been a notable one for the industry, and from a manufacturing standpoint particularly gratifying for the following reasons:—

"There was more glass made than ever before.

"There was more glass sold.

"Prices advanced and kept advancing.

"Largest export business ever known."

"On September 1, 1915, the stocks in the hands of the manufacturers amounted to 1,300,000 boxes. The stocks in the hands of the manufacturers on September 1 of this year amounted to about 500,000 boxes and they have disposed to you jobbers and others in the United States about 8,600,000 boxes. How much of this remains in your individual stocks can be answered by yourselves.

"The cost of production advanced with the increased demand. Owing to the war, munition, machine and other manufacturing plants offered higher wages than they ever paid before and immediately labor became unrestful and discontented. Some material used in connection with the manufacture of window glass also arose on the wave of higher prices. It was therefore necessary for the manufacturers to get better prices for their product and in consequence they made several advances which aggregated about 30 per cent. above the prices current during the summer of 1915. We understand that the workmen will demand, and probably receive a substantial advance in wages for the coming fire, and which will probably cause a further advancement in selling prices.

"A majority of the factories went out of blast the latter part of May, and since that time a number of others have closed down. The output during the summer was so severely curtailed that it was almost impossible to secure certain qualities and sizes that your trade required. The factories will hardly resume operations until late in October or early November.

"While reports indicate that the jobbers are carrying more glass than they did a year ago, at the same time many stocks are becoming depleted of the more popular sizes and "A" quality. This is evident by the character of the inquiries received by the manufacturers, and these inquiries are more numerous than they were last summer and fall.

"In reviewing the reports of building permits for the past six months we are confronted with a healthy increase throughout the country. This should also guarantee for us an increased business for the balance of the year at least. Our window glass stocks should prove to be a good investment. What little the manufacturers have to offer is at prices decidedly higher than our cost. The volume of business is coming and it will be greater than ever. With a little sagacity in handling your inquiries and orders you can get volume and profit, too. It rests with you entirely whether you pick flowers or thistles.

Plate Glass.

"The demand for plate glass this year is the largest ever experienced in the history of the business, and in consequence we have an advancing market. This is a decided contrast to the conditions existing the previous year. This demand was born with the revival of business. Buildings of all kinds are springing up all over the country, the furniture trade has revived and with it the mirror business came back to life, the manufacture of automobiles has exceeded the fondest hopes of their prophets. These are the three great outlets for plate glass. In addition, the miscellaneous use of plate glass is increasing, such as coverings for desks, tables, dressers and other kinds of furniture.

"The foreign situation has been an important factor in the market. During last year, after the passage of the Underwood Tariff Bill, the importation of plate glass increased so materially as to demoralize the home market. The European war not only stopped this, but in closing down the foreign factories created an opportunity for the American manufacturers to market their glass abroad. Last year they exported approximately five million square feet and these figures will at least be equalled this year. A larger quantity could be exported if they were in a position to supply the demand.

"At the present time all available factories are in operation and production is as near maximum as labor conditions will permit. Like other manufacturing lines, the industry has been confronted with an increased cost due to the advance in the prices of some material used in the manufacture of plate glass, the higher wages paid to the workmen, and the shortage of labor. The manufacturers have had a boxing charge in effect for the past year and this should be taken into consideration by you in retailing your glass. At the present time the market is firm, and while retail prices have not advanced entirely in keeping with manufacturers' prices, due to the influence of cheap glass in the hands of distributors, yet this is rapidly decreasing, and higher retail prices must follow. Present indications point to a continued good demand and a firm market."

WORLD'S RECORD WHEAT CROP

In view of various claims of world's record wheat crops for large areas, the Crowfoot Farming Company, of Crowfoot, Alberta, submit a sworn statement of their results for the year 1915, which probably surpass all properly authenticated claims from other sources. From 1,356 acres, the Crowfoot Farming Co. received an average yield of 51 bushels, 56 1-3 pounds per acre of number one spring wheat, by actual selling weight—400 acres wheat averaged 59½ bushels per acre. These records were established in the Canadian Pacific Railway Irrigation Block in Southern Alberta.

If You Want the Highest Standard Quality Dry Lead

—the kind that is the best for every purpose for which a dry lead is used —the kind that is absolutely guaranteed for protecting all styles of metal construction that is subject to rust or corrosion,

Make Your Next Order

CARTER'S
Dry Red Lead

We make Orange Lead and Litharge. Special Red Lead and Litharge for Color, Varnish and Rubber making. Oxides for Potters and Storage Battery makers. Our products are wholly Canadian made and equal in quality to the best imported goods.

Send a post card for prices.

The Carter White Lead Co.
of Canada, Limited
91 Delorimier Avenue
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Varnish selling is easy when the buyer sees Berry Brothers' label. It is one of the strongest selling arguments All products sold under it are true to description and can always be depended upon to run uniform.

The long record behind Berry Brothers' varnishes and enamels has earned and won the confidence of all buyers.

By pushing Berry Brothers' line you can build up a bigger varnish business.

LUXEBERRY WHITE ENAMEL—whitest white stays white. Makes a permanent snow-white finish in either dull or gloss effects.

LIQUID GRANITE—floor varnish. Makes a smooth, satiny finish. Lasting, waterproof, marproof, also adapted for bathrooms, window sills and casings, and all interior work where great durability is desired.

LUXEBERRY WOOD FINISH—for general interior work. Develops and preserves the grain of all woods, and makes a handsome and lasting finish. Rubs perfectly.

LUXEBERRY SPAR—for exterior work. Especially adapted for durability under extreme exposure—front doors, store fronts, marine work, etc. Makes a handsome finish and will not turn white under the severest conditions of wear.

We make a specially adapted varnish or enamel for every known use.

Write for price list and interesting dealers' proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858
WALKERVILLE, ONT.

(406)

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WEEKLY PAINT MARKETS

MONTREAL

Linseed Oil Goes Much Firmer Yet

LINSEED OIL.—With flax-seed at $2.50 per bushel, and going firmer still the market for linseed oil is very much firmer this week. Last week's figures are far behind. Flax seed is higher than it has been for years. Indeed men of long experience in the trade can not recall such conditions as are prevailing. Argentine reports continue to be thoroughly disappointing. They have had no rain there yet. North Western crops are also contributing to the firmness of the market, for snow coming earlier than usual hindered threshing, and stormy weather is still being reported. Crushers consider the outlook all towards greater firmness. Linseed oil is being quoted at $1.10 ex-car spot market for carload lots to the trade, and quotations by wholesalers to retail are much firmer, as follows:—

Linseed oil ..	Raw....	Boiled
1 to 4 bbls...	$1.10-$1.13	$1.12½-$1.16
5 to 9 bls....	$1.10-$1.11	$1.12½-$1.14

The firms quoting the lower prices, it will be noted, make no reduction for larger lots, the feeling of the market being rather to discourage large orders in linseed oil from the retail. One firm frankly admitted that they desired to keep every drop of linseed oil they had for their own use in view of market conditions. Another firm expressed considerable hopes of a reduction in prices, and declared that purchasing of linseed on their behalf was being done only on the smallest possible scale. Crushers reported a good demand, especially export demand for oil-cake, and suggested that this demand and the good prices ($44. to $45.) being paid for oilcake, helped to keep the price of linseed oil down to the levels maintaining. In the hardware trade orders were issued that no sales of linseed oil were to be made without consultation first as regards price changes, for prices in linseed oil were a matter of hours, and always on the firm trend.

Turpentine Quiet But Firm Market

TURPENTINE.—Reports from primary markets point to firmness as regards turpentine, but prices locally show no change from last week's average run of quotations. In one barrel lots turpentine is obtainable at from 67 to 70 cents per gallon. In two to four barrel lots it can be had from 66 to 69 cents, and in five to ten barrel orders from 65 to 68 cents. There were opinions on the market inclining towards the idea of higher priced turpentine before long.

White Lead in Oil is Steady

WHITE LEAD IN OIL.—Decided firmness in the market for lead, and unprecedented strength in the market for the oil make white lead in oil interesting in an especial degree at present, but so far the market in Montreal remains undisturbed. Prices are as quoted last week, namely $13.80 for ton lots, and $14.10 for orders of less than a ton.

Mixed Paints May Go Higher Still

MIXED PAINTS. — Quietness with yet a distinctly gathering demand for mixed paints for spring characterize the condition of things in the mixed paint business at present. All large manufacturers report a good deal of business coming along, and many firms are inclined to look forward to a good Spring trade with more paint in use than in previous years, certainly recent years. As regards mixed paints the difficulties of production are not lessened appreciably. Labor is not plentiful. Materials are costly and often scanty also. Lead is in firming market, and linseed oil is at fantastic values. While there is no increase being made in mixed paint prices for present, manufacturers are watching the markets keenly, and if linseed oil and other ingredients of paint go much higher there may be an actual increase in the prices of mixed paints within a short time. Certainly there will not be reduction in prices for many a long month.

TORONTO

Linseed Oil Goes Up 10c Per Gallon

LINSEED OIL.—There has been a general upward tendency on the price of linseed oil during the week; in some cases the advance represents 10c per gallon. The lowest quotation secured for linseed was $1.10, while the highest was $1.15. Flaxseed has advanced considerably during the week in the face of continued reports of damage to the Argentine crop and the covering of the flax crop in the North-West by snow. Flaxseed at the end of the week of October 14 was selling at $2.26¾ per bushel. One week later it was quoted at $2.49, an advance of 22¼c per bushel. During the present week the price is still soaring; on Wednesday the market closed at $2.53½ for October and $2.54 for November delivery. Oil cake is firm in price, and is quoted from $44 to $45 per ton. Quotations are as follows:—

	Raw.	Boiled.
1-3 barrels ..	$1.10-1.15	$1.12½-1.18
3-5 barrels ..	1.09-1.14	1.11½-1.17
6-9 barrels ..	1.08-1.13	1.10½-1.16

Turpentine Higher in Price in Some Quarters

TURPENTINE.—There has been a firming in the price of turpentine on the lowest quotations given last week. The top prices remain unchanged, but the lowest quotation for turpentine is now given at 67c in single barrel lots. This represents an advance of 1½c per gallon over the lowest quotation given last week. In the primary market turpentine has been in a fluctuating condition within narrow limits during the past week. At Savannah on Saturday last it was quoted at 45c per wine gallon. On Monday it held at the same figure, and on Tuesday eased off a ¼c. On Wednesday the market was reported firm, but a ¼c under the previous close at 44½c. Locally the demand has been light. Following is the range of prices:

	Per Imp. gal.
1-barrel lots	67c-72c
2 to 5 barrels	65½c-71c
6 to 9 barrels	64c ..
5-gallon	72c-79c

Gasoline Market Firm: Crude Oil Advances

GASOLINE.—The market in gasoline still holds very firm at 26½c per gallon. The firmness in the market is due to the constantly rising price of crude oil. The new quotations for crude oil bring the prices back to the high levels of last March, when gasoline was selling for a

(Continued on page 43.)

"Wet Paint"

EARLY next spring many signs of this import will appear in your locality. It is a reasonable certainty that the merchant responsible for most of them will be the merchant who handles a stock of paints and varnishes whose quality is undoubtedly superior and whose name is kept constantly before consumers by persistent, powerful advertising campaigns conducted by the manufacturers.

Now—when we are appointing agents in localities where we are not already represented—is the time for you to

Clinch the B-H Paint Agency

for your district and make sure that **your** "wet paint" signs will be in the majority next spring. You can assure the cream of the paint business of your district next Spring by making arrangements **now** for a B-H. agency. Write for full particulars.

Also Ask for Samples of



These Handsome "Pretty Girl" Calendars

Supplied without charge with orders for special assortments of four of our most popular lines. The actual size of the calendars is 10 x 15 inches, lithographed in ten colors from life-size painting, by the artist, R. Ford Harper. Particulars of the calendar offer will be sent with the free sample set.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM

Ingots, 99% pure, lb..... 66
Pattern, lb. 66
Sheets, $1 to $1.25 base.

AMMUNITION

Dominion Metallics—B.B. Caps, 25%; C. B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle smokeless, 7½%; other rim fire, 10%; center fire pistol, add. 35% list; center fire sporting, add. 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add. 35% list; empty shot shells, 5%; blanks, add. 25%; bullets, add. 40%.
Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, 2½% off list; "Regal" Dense Smokeless Powder, 2½% off list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

"Winchester" B.B. Caps, $2.05 M. net; C.B. Caps, $3.90 M. net; 22 short, black and Lesmok, 12½%; 22 short, smokeless, 25%; 22 long black and Lesmok, 12½%; 22 long black and Lesmok, rifle, 22 long, rifle, black, add 2% advance; Other R. F. ball, 2½% advance; R. F. Shot, 12½%; Pistol and Rifle Shot, 32% advance; Military Pistol and Rifle Ball, advance 52½%; Military and Sporting advance 66 2-3%; Primers, $3.35 per M. net; Brass Shot Shells, 15%.

Shot, standard, 100 lbs., Toronto, $14.50; Montreal, $14.25; net extras, as follows, subject to cash discount only; Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.
Dominion Hand Traps, $3.50 each, net f.o.b. Montreal.

ANTIMONY

See weekly report.

AUGERS

Ford's Auger Bits, 30 and 10%.
Irwin's Auger, 40%.
Gilmour's Auger, 60 and 5%.
Gilmour's Special, 70%.
Rockford's Auger, 50 and 10%.
Gilmour's car, 47½%.
Clark's expansive, 40%.

AUGERS, POST

B.T.—8 in. net	3 00
B.T.—10 in. net	3 30
B.T.—12 in. net	3 90

AXES

Forrester, doz.	7 25
Cherokee, doz.	9 00
Hand made, doz.	9 00
Model, doz.	9 25
Black Diamond, doz.	9 50
Samson, single bit, doz.	9 75
Samson, single bit, handled doz.	13 50
Samson, double bit, doz.	13 50
Samson flooring axes, No. 2, doz.	10 75
Single bit, doz.	7 75 10 50
Double bit	11 50 13 00
Hunters' Axes	6 00 6 50
"Boy's" Axes	6 25 7 00

Bench Axes, Samson

No. 2, doz., net	10 10
No. 3, doz., net	10 50
No. 4, doz., net	11 50
No. 5, doz., net	12 90
No. 6, doz., net	13 70

BABBITT

Canada Metal Co., Ltd. — Imperial Genuine Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 11 to 60c lb.

Thomas Robertson & Co., Ltd.,—No. 1, 32c; No. 2, 23c; No. 3, 19c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D," Nos. 1, 2 and 3.

Prices 11c to 60c pound.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA." Faultless "A." Reliance "AA." Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 11c to 60c.

Langwells—Extra, 16c; No. 1, 15c; No. 2, 14c; No. 3, 12½c.

BELTING (Leather.)

Extra, 40%.
Standard, 40 and 10%.
Lace leather, per side, $1.10; cut laces, No. 1, $1.30.

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

BENZINE

	Montreal	Toronto
Single bbls., gal.	0 31½	0 25½
Drums, gal.	0 28½	0 25½

BOLTS AND NUTS

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 35%.
Carriage Bolts ($1), list, 7-16 in., 20%.
Machine Bolts, ⅜ in. dia. and smaller, 35%.
Machine Bolts, 7-16 in. dia. and larger, 25%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 25%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 20%.
Coach and Lag Screws, 45%.
Skein Bolts, 40%.
Square Head Blank Bolts, 40%.
Bolt Ends, 35%.
Plow Bolts, 25%.
Elevator Bolts, 25%.
Fancy Head Bolts, 20%.
Shaft Bolts ($3 list), 25%.
Step Bolts, large head ($3) list, 25%.
Whiffletree Bolts, 25%.
Nuts, square, 1⅜c off list.
Nuts, hexagon, 1⅜c off list.
Stove Rods, per lb., 8c.
Stove Bolts, 60%.
Tire Bolts, 45%.

BORAX

Lump, Crystal Borax, lb.. 0 09½

BRASS

	Per lb.
Springs, sheets, 8 in. wide, up to 20 gauge	0 60
Rods, base ¼ to 1 in. round	0 55
Tubing, seamless base	0 55
Tubing, iron pipe size, 1 in. base	0 50

Copper tubing same as brass.

BARS (Clothes)

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

BOILERS (Range)

30-gal. Standard	8 25—8 75
30-gal. extra heavy	11 50

BOARDS, BAKE

	Per doz.
No. 1—18 in x 24 in.	6 60
No. 2—18 in. x 28 in.	7 20
No. 3—20 in. x 30 in.	7 80

BOARDS (Ironing)

Size 12x60 ins., doz.	7 20
Size 14x60 ins., doz.	8 40
Folding, 14x58 ins., doz.	16 50

BOARDS (Sleeve)

Basswood, stationary, doz.	2 00
Folding, per doz.	3 50

BOARDS STOVE

Wood lined, 50, 10%.
Paper lined, 60%.

BOARDS (Wash)

	Tin Plate Per doz.	Zinc
Pony	$....	$1 75
Crown	....	3 55
Dandy	....	3 75
Improved Globe	2 65	3 85
Standard Globe	2 75	3 95
Neptune	2 75	3 95
Original Globe	3 00	4 25
Newmarket King	....	4 25
Victor (Glass)	....	4 25
Jubilee	....	4 25
Diam'd King (Glass)	....	4 50
Western King (Enamel)	....	4 25
Beaver, brass	....	6 00
Wood, double faced	....	1 25

Subject to small discounts for quantities.

BRUSHES

Weighted, 15 lbs., per doz.. 16 13
Weighted, 20 lbs., per doz.. 18 50
Weighted, 25 lbs., per doz.. 22 32

CANS

Milk factory cans, 15%.
Cream cans, 20%.
Railway cans, 20, 5%.
Hand delivery and creamery cans, 20%.
Cream cans, 35%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%.
Milk can trimmings, plus 10%.
Common, cork-lined, 3%.

CEMENT AND FIREBRICK

Less than carload lots	1 85
Portland, per bbl., carload lots, f.o.b. Toronto	1 50 1 50
White Bros. English	2 00 2 05
"Lafarge" cement, in wood	3 40
Fire brick, Scotch, per 1,000	23 00 28 00
Fire brick, English	17 00 21 00
Fire brick, Mm., low	23 00 25 00
Fire clay, 2½-lb. tins, doz.	1 25

CEMENT (FURNACE)

1¼ lb. tins, per doz.	1 00
6 lb. tins, per doz., lb.	0 05
25 lb. tins, per doz., lb.	0 04

CEMENT, ROOFING

	Per gal.
Roofing cement (in bbls.)	0 29
Cement (in 5 and 10 gals.)	0 23
Cement (in 2 gals.)	0 30
Cement (in 1 gal.)	0 35

CHALK

Carpenters' lead pencils, per gross	2 40	6 75
Crayons, per gross	0 20	0 20
Carpenter, red, gr.	1 25	1 30
Carpenter, blue, gr.	1 25	1 30
Carpenter, white, gr.	1 05	1 10

CHAIN

Quotations nominal.

Proof coil, per 100 lbs., ¼, $9.45; 5-16, $9.10; ⅜, $8.35; 7-16, $7.15; ½, $6.95; 9-16, $6.95; ⅝, $6.80; ¾, $6.70; ⅞, $6.55; 1, $6.40.

Electric Weld Coil Chain—BB 3-16 in., $10; ¼ in., $7.25; 5-16 in., $6.75; ⅜ in., $5.75; 7-16 in., $5.25 per 100 lbs.
Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.
Steel Jack, 15% net.
Brass Jack, net.

CHURNS

List No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 35%; f.o.b. Ottawa, Kingston, and Montreal, 32½%.

CHOPPERS, FOOD

Universal No. 0	$12.00 doz.
1	12.80 doz.
2	16.20 doz.
3	23.40 doz.

COPPER

	Montreal	Toronto
Casting ingot, see weekly report		
Bars, ½ to 2 in.	46 50	46 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	45 00	45 00
Copper sheet, tinned, 14x60, 14 oz.	54 00	54 00
Copper sheet, planished, 14x60 base	57 00	57 00
Braziers' in sheets, 6x4 base	46 50	46 50

COPPERINE

No. 2, 25c; No. 1, 30c; finest, 35c; tough, 45c.

CORD (SASH)

No. 6, lb.	0 40	0 40½
No. 7, lb.	0 39	0 39½
Nos. 8, 9, 10, 12	0 38½	0 39

COAL TAR

Crude coal tar, per bbl. $4 50
Refined coal tar, per bbl. 5 50

CANADA PLATES

	Montreal	Galvanized Apollo	Crown	Gorbals
Ordinary, 52 sheets	5 00			
All bright, 52 sheets	6 75			
18x24x52		6 25	6 25	6 50
60		6 50	6 50	6 75
20x28x47		6 75	6 75	7 00
20x28x94		13 50	13 50	14 00

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 14x20 base	$ 8 00
IX, 14x20 base	9 00
IXX, 14x20 base	10 25
IXXX, 14x20 base	10 25
Raven and Murex Grades—	
IC, 14x20 base	7 00
IX, 14x20 base	8 00
IXX, 14x20 base	9 50
IXXX, 14x20 base	12 00
"Allaway's Best" Standard Quality.	
IC, 14x20 base	8 75
IX, 14x20 base	9 75
IXX, 14x20 base	10 75

CHARCOAL TERNE PLATES

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 210 lbs., $11.50; 216 lbs., $12.

COKES, BRIGHT

Bessemer Steel—	
10x14x20 base	7 50
20x28, double box	15 00

CLOCKS, ALARM

Good Morning, each	0 95
Look Out	1 10
Big Ben, each	2 25
Baby Ben, each	2 25
Sleepmetre, each	1 10

CROWBARS, 5¼c per lb.

DRILLS

Bit Stock Drills, 50%.
Wood Drills, 20%.

A Rock-Bottom Foundation for Better Paint Business

Martin-Senour quality is to your paint business what a rock foundation is to a house. It affords unlimited opportunities for your paint department to increase in value, and shuts out all possibilities of depreciation.



SELL

MARTIN-SENOUR
PAINTS AND VARNISHES

MADE IN CANADA—SOLD ON MERIT

and you'll give satisfaction that will clinch the future orders of the best painters and largest paint users.

You'll increase your sales in all other lines through the prestige you establish and from the greater number of customers who will be attracted to the Martin-Senour exclusive agency store.

It's also a source of great satisfaction for a Dealer-Agent to know that the story of 100% *Pure Quality* and *Service* is not only widely *heralded*, but it is *truthfully* told in such a way and through such numerous mediums as to make it the *easiest* and most *profitable* to sell.

Jot down a line for our proposition.



The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
MONTREAL
WINNIPEG TORONTO HALIFAX

If interested, tear out this page and keep with letters to be answered.

"DOMINION CROWN BEST" — DOUBLE-COATED TISSUE.

I C, 14 x 20 base	7 00	7 00
I X, 14 x 20 base	8 25	8 25
I X X, 14 x 20 base	9 50	9 50

FILES AND RASPS. Per cent.

Great Western, American	65
Kearney & Foot, Arcade	65
J. Barton Smith Eagle	65
Disston Brand	65
McClellan Globe	65
Nicholson	50
Black Diamond	50
Delta Files	65
Globe	65
Vulcan Brand	65

FITTINGS (IRON PIPE)

Montreal discounts: Canadian malleable, 25%; bushings, 60%; flanged unions, 50%; malleable bushings, 55%; nipples, 70%; 4½ in. and larger, 65%; malleable lipped unions, 60%; plugs, 55%.

London discounts: B. & C., 20%; A, net; bushings, 60%; unions, 60%; nipples, 72½%; plugs, 60%; iron stop cocks, 52½%.

FIXTURES, STALL. Doz.

Hollow and pressed steel	0 81
Solid	1 20

Special Stall Fixture, 40%.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick.	1 50
Smaller sizes	2 00
Mounted No. 115, each	3 75
Bi.-Treadle, each	4 25

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 7 75
Russet rope shank, 1¼ in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1¼ in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL)

7-16 in. gross, $15; ½ in., $18; ⅝-in., $21.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	11 00
Masons, 5 lbs. and over, per cwt.	13 00
Napping, up to 2 lbs.	0 13½

HANDLES (WOOD) Net

Axe, No. 3 culls, doz.	1 01
Axe, No. 1 hickory, doz.	2 14
Axe, 2nd growth, doz.	3 00

Extra quality, 40 per cent.

All second growth hickory handles, 40%.

All pick handles (all kinds), 35%.

All other hickory handles, 37%.

All ash and maple axe handles, 40%.

All hickory team neck yokes, oval and round whiffletrees and wagon doubletrees and eveners, 25%.

All oak, ash and rock elm team neckyokes and singletrees, 30%.

All doubletrees and eveners, 25%.

All hickory cant hooks and peevies changed to 25%.

All maple cant hooks and peevies changed to 35%.

Second growth and No. 1 neckyokes, ash and hickory heavy team neck yokes and whiffletrees are struck off the list, and in future all these goods will be known as: White ash and hickory neckyokes and single teams, and will be sold at the present list price of second growth.

Boys' axe handles, 28 in., extra, $2.50; No. 1, $2; No. 2, $1.60; maple, $1.75; ash, $1.90 per dozen.

Prospectors, miners and drift pick handles, 22 in., $3.20; 34 in. and 36 in., $3.40 per dozen.

Manure fork handles, short, $3.60 per dozen.

Hickory pick handles, No. 1, $3, and No. 2, $1.75 per dozen.

Hickory axe handles, No. 3, 30 in. to 36 in., $1.60 per dozen.

All second growth ash hay fork, manure fork, shovel and spade, hoe and rake handles, 30%; extra quality, 40%, and No. 1, 45%.

HANGERS, BARN & PARLOR

Atlas, No. 1	6 40
Atlas, No. 1	7 00
Atlas, No. 2	8 20
Stearns, No. 1	5 80
Stearns, No. 1	8 05
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible, doz.	....
Steel King Hangers, doz. sets	....
Storm King and safety hangers, doz.	....
Steelall	9 00
Storm King rail	4 70
Crown	4 85
Crescent	7 25
Sovereign	6 50
Steel track, 1 x 3-16 in. (100 ft.)	$ 3 25
Steel track, 1¼ in.	6 00

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 40 per cent. off list.

Light.		
3 in., doz. prs.	1 00	1 00
4 in., doz. prs.	1 20	1 10
5 in., doz. prs.	1 40	1 30
6 in., doz. prs.	1 70	1 50
8 in., doz. prs.	2 50	1 80
10 in., doz. prs.	3 50	2 40

Discount 40% off list.

Screw Hook and Strap Hinge—

Under 12 in., per 100 lbs.	6 50
Over 14 in., per 100 lbs.	6 00
Extra hooks for above, ⅝ in., per lb.	7
Extra hooks for above, ¾ in., per lb.	6¾

Spring, per gross—No. 5, $18.60; No. 10, $19.50; No. 20, $11; No. 50, $30; No. 51, $10.20; No. 120, $18.60; No. 2255, $22.20.

HOOKS, CORN.

Cyclone, doz.	2 40
Hoes, corn, doz.	5 40

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	2 40	3 25
No. 3, per doz.	2 50	3 70
No. 4, per doz.	2 60	4 00
No. 5, per doz.	2 80	....
Little Grant	4 40	....

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, $4.40; No. 1 and smaller, $4.65; show pattern, No. 2 and larger, $4.65; No. 1 and smaller, $4.90; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.85; No. 1 and smaller, $5.10; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $6.25; special countersunk steel, all sizes, 0-4, $6.75; toe weight steel shoes, all sizes, No. 1 to 4, $7.25.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.60; No. 2 and larger, $1.50; "Sharp" No. 2 and larger, $1.70; "Sharp" No. 1 and smaller, $1.80. Put up in 25-lb. boxes.

HOSE, LAWN.

Corrugated, ½ in., rt.	0 12
Corrugated, ¾ in., ft.	0 16
Corrugated, 1 in., ft.	0 22

Less 5% for full reels, 500 ft.
Cable, 70%.
Leader, 60, 10%.

HAT AND COAT HOOKS

Coppered wire, 3 in., 75c gross.

IRON AND STEEL

	Montreal	Toronto
Angles, base	3 50	3 75
Common bar, per 100 lbs.	2 90	3 40
Refined iron, per 100 lbs.	3 15	3 40
Horseshoe iron, per 100 lbs.	3 15	3 75
Norway iron	8 00	6 00
Mild steel	3 50	3 40
Band steel	3 50	3 65
Sleigh shoe steel	3 50	3 50
Domestic	3 50	3 50
Reeled machinery steel	5 50	5 50
Tire steel	3 60	3 65
Toe calk steel	4 50	4 25
Mining tool steel, per lb.	0 11½	0 12
Cammell Laird, lb.	....	0 22
Sheet, cast steel, lb.	0 20	0 22
Black Diamond tool steel, per lb.	0 12	0 12
Silver tool steel, lb.	0 17¼	0 22
Spring steel	5 50	5 00

IRON, TINNED.

72x30 up to 24 gauge, case lots	14 25
72x30, 26 gauge, case lots.	14 75

Less than case, 25c per 100 lbs. extra.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	90c-$1.00
Mrs. Potts, No. 50, nickel-plated, per set	$1-$1 10
Mrs. Potts, handles, japanned, per dozen	0 90
Sad irons, common, plain	5 00
Sad irons, common, plated	5 50
Princess Electric, each	2 75
Ideal Electric, each	2 50
Canadian Beauty	2 50
Gasoline Sad Irons, each	3 50
Ideal Gasoline, each	3 15
Dover Electric, net	3 00
No. 70, Dover, per doz.	19 20

LADDERS, ETC.

(Step Ladders)

Shelf-lock	14c ft.
Ontario	17c ft.
Faultless	21c ft.
Mechanic	26c ft.
Hercules	24c ft.
Perfect	22c ft.
Faultless, extra heavy	26c ft.
Hercules, extra heavy	29c ft.
Mechanic, extra heavy	31c ft.
Chair ladders, each	$2 00
B.T. Standard	17c ft.
B.T. Economy	13c ft.
B.T. Iron Bound, 4-9 ft.	25c ft.
B.T. Iron Bound, 10-14 ft.	30c ft.
B.T. Iron Bound, 15-16 ft.	40c ft.
B.T. Iron Bound, 17-20 ft.	50c ft.
Crescent	16c ft.
Household	12c ft.
Standard	19c ft.
Electrician	25c ft.
Heavy duty	45c ft.
Extension	23c ft.
Common and Roped Extension.	
Up to 32 ft.	16c ft.
Up to 36 ft.	18c ft.
40 to 44 ft.	19c ft.
48 to 52 ft.	24c ft.
56 to 60 ft.	29c ft.
Single and Fruit Picking.	
10 ft. to 16 ft.	12c ft.
18 ft. to 22 ft.	13c ft.

LANTERNS Per doz.

Cold Blast, doz.	$ 8 00
Short Globe, doz.	8 00
Jumbo, doz.	9 25
Jap'd Dash, doz.	10 75
Search Dash, doz.	11 25
Searchlight, No. 20, doz.	19 00
All brass	24 25
Little Bobs A.C., doz.	2 00
Copper, well japanned, doz.	12 75

LANTERN GLOBES

Cold blast, short	0 65
Cold blast	0 65
Prism globes	1 20
Cold blast, short ruby	2.50
Cold blast, common ruby	2 50

Less 5c a doz. in 6 doz. lots.

LATHS (METAL) Per sq. yd.

24-gauge, pa'ted metal lath	0 15
24-gauge, pa'ted metal lath	0 15
23-gauge, pa'ted metal lath	0 17
24-gauge, galv. metal lath.	0 21
23-gauge, galv. metal lath	0 23

LEAD Montreal Toronto

Trail, 100 lbs., see weekly report.
Lead Wool, 11c lb.

Sheets, 3 lbs. sq. ft.	12 00	11 75
Sheets, 3½ lbs. sq. ft.	11 75	11 75
Sheets, 4 to 6 lbs. sq. ft.	11 50	11 50

Cut sheets, ¾c per lb. extra.
Cut sheets to size, 1c per lb. extra.

LINES, PLOUGH

Russian hemp, $3.80 doz. pair.
Bleached flax, $5.75 doz. pair.

MACHINES (WASHING)

List prices are withdrawn.

	List Each
Canadian	$ 8 50
Dowswell	8 50
Noiseless	14 50
Hamilton	10 50
Re-Acting	13 00
Snowball	14 00
Momentum	15 50
New Century, style A	16 00
New Century, style B	17 50
New Idea, style B	19 50
Playtime, engine drive	18 00
Ideal Power	26 00
Seafoam, electric	96 00
Seafoam, engine drive	40 00
New Idea, electric	128 00
Sunshine	8 00
Popular, No. 1	9 00
Economic	11 00
Champion	16 00
New Excell-All	17 50
Blue Bell, without stander, complete	16 00
drive	26 00
washer, each	41 50
rack	26 00
I X L	18 00
Gem	17 50
Winner	15 50
Connor Improved	13 00
Jubilee	8 50
Canada First	8 00
B.T. Bonnie, style A	18 50
B.T. Bonnie, style B	$ 8 50
B.T. Ideal	9 00
B.T. Ideal Power	12 50
B.T. Ideal Water Motor	14 00
B.T. Cyclone	24 00
B.T. Cyclone Water Motor	12 50
B.T Vollmar, No. 2	25 50
B.T. Vollmar, No. 3	13 00
Forest City, engine-driven	14 00
Forest City, electric	40 00
	88 00

Discount, 50 per cent. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths', 2½ x 5½ in.	1 65
Carpenters', round hickory	1 95
Lignum Vitae, round, 5 in.	3 65
Caulking, No. 8, oak	17 80

MOPS

Mops, O-Cedar, doz.	$12 60
S. W. Mops, doz.	3 75
Mop Sticks, doz.	1 40
Cast head mops, doz.	1 40
Lemon oil mops	9 00
Crescent, doz.	1 75
Crank wringing, doz.	6 00

Extra Cloths.

Challenge, doz.	2 10
Woven, cloths, doz.	1 75



The S-W Agency is Identified by this Trade Mark.

and it is recognized by paint users the world over as being the identifying mark of the best prepared paint and other finishes that can be produced.

S-W Agents are Profiting

by our International Advertising Campaign to Consumers, because they are the merchants who sell the *most* of the *most satisfactory* paint products.

If you are interested in a **better selling** line of paints and finishes let us tell you about our Exclusive Agency proposition.

Our Distributing Points

from coast to coast enable us to fill your orders quickly and eliminate part of the cost of translation and all the delays of long distance shipments.

SEND US A POSTAL CARD TO-DAY WITH YOUR NAME AND A QUESTION MARK ON IT.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited
PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.

If interested, tear out this page and keep with letters to be answered.

NAILS

Standard steel wire nails, Toronto, $3.95 base; Montreal, $4 base; London, $3.95 base; Collingwood and Owen Sound, $3.95 base.

Cut nails — Montreal, $3.70; Toronto, $3.70; London, $3.70.

Miscellaneous wire nails, 65 p.c. Coopers' nails, 15 p.c.

Pressed spikes, ⅝ diameter, per 100 lbs., $4.10, Montreal base.

Galvanized roofing nails, $10.15.

NAILS (HORSE)

M. R. M. cold forged process

Size	Length	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 35
No. 4,	1¾-inch	4 05
No. 5,	1 15-16	3 50
No. 6,	2½	3 25
No. 7,	2 5-16	3 10
No. 8,	2½	2 90
No. 9,	2 11-16	2 80
No. 10,	2⅞	2 70
No. 11,	3 1-16	2 73

London, Hamilton, Montreal, Toronto.

Less 10 per cent.

NETTING, POULTRY

Discounts given below on 1 in. and 2 in. mesh only. Other prices withdrawn.

Montreal, 30-10%; Toronto and London, 30-10%.

POULTRY FENCING	Per rod
Invincible, 1640	0 68
Invincible, 1848	0 73
Invincible, 2060	0 83

Put up in 10, 20 and 30-rod rolls.

OAKUM	Per 100 lbs.
Best (American)	19 25
U.S. Navy (American)	18 50
New hemp (English)	15 00
U.S. Navy (English)	15 00
Plumbers (spun)	8 00

OIL	Montreal	Toronto
Can. prime white petrol	0 14	0 13½
Royalite	0 14	0 12½
Palacine	0 17½	0 17
Castor Oil, per lb.	0 45	0 25
Black Oil (Summer)	0 14½	0 12½
Black Oil (Winter)	0 12½	0 13½
Cylinder Green	0 35	0 35
Paraffine	0 24	0 22
XXX Machine	0 25½	0 21

OLD MATERIALS

Tea lead, pack, 5½c lb.
Tea lead, chest, 5½c lb.
Lead, heavy, pipe, etc., 6½c.
Brass, heavy, 15½c lb.
Brass, light, 11½c lb.
Zinc, heavy, 7½c lb.
Copper, heavy, 20c lb.
Old cast iron, $14.75 per ton.
Wrought iron, No. 1, $18.75 ton.
Wrought iron, No. 2, $11 ton.
Stove plate, $11 ton.
Mach. compos., No. 1, 15c lb.
Compos. turnings, No. 1, 13c lb.

Rubbers, such as old rubber boots and shoes, according to trim, 7c to 8c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4½c; bicycle tires, 2½c.

PACKING	Per lb.
Fine jute	0 11½
Coarse jute	0 09½
Square braided hemp	0 25
No. 1 Italian	0 30
No. 2 Italian	0 23

PAPER, ETC.

Per 400 ft. roll.

Silk Paper, per roll	0 95
Resin sized Fibre, per roll	0 55
Tarred Fibre, No. 1	0 90
Tarred Fibre, No. 2	0 51
Tarred Fibre, Good Luck Brand	0 71
Dry Fibre, Good Luck Brand	0 59
O.K. Brand corded sheathing	0 95
Sheathing, Shield Brand, dry	0 43
Sheathing, Shield Brand, tarred	0 51
Sheathing (Surprise)	0 43
Dry fibre, No. 1	0 80
Dry fibre, No. 2	0 43
Sulphate, Black Cat, tarred	0 80
Sulphate, Black Cat, dry	0 60

	Per 100 lbs.
Heavy dry straw	2 20
Heavy tarred straw	2 20
Spruce sheathing	6 25
Carpet felt, 16 oz.	4 00
Carpet felt, 20 oz.	3 50
Tarred felt	3 25
Asbestos, Bldg., per 100 lbs.	5 50
Heavy fibre, 32 ft. x 60 ft.	2 00
Oiled waterproof building paper, 600 sq. ft. roll	1 50

ROOFING PAPER

Cyclone, dry	0 68
Cyclone, tarred	0 08
Surprise sheeting	0 43

PAPER, EMERY

Emery paper and emery cloth, 25%; B and A, 25%.

PAPER, SAND

Sandpaper, sheets or rolls, 25%; "Garnet," add 37½%.

PARERS

Gen. Hudson, per doz.	$7 75
Little Star, per doz.	6 50

PICKS (CLAY)	Rock	Clay
5 to 6 lbs., doz.		5 50
6 to 7 lbs., doz.		5 95
7 lbs., doz.		6 75
7 to 8 lbs., doz.		6 25
8 lbs., doz.	7 00	6 50

PINS, COTTER

Cotter pins, 85 and 10% discount.

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	$0 85
5 gross, 4½-in. (loose)	0 90
5 gross, 5-in. (loose)	1 00
4 ross, 4-in. (12 pkgs. of 4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each)	1 00

PIPE, STANDARD WROUGHT

See new price this week in weekly report.

Buttweld.	Per 100 feet Black	Galv.
⅛ in.	$ 3 50	$ 5 00
¼ and ⅜ in.	2 18	5 31
½ in.	4 08	5 65
¾ in.	4 95	7 07
1 in.	7 31	10 46
1¼ in.	9 89	14 15
1½ in.	11 83	16 91
2 in.	15 91	22 76
2½ in.	25 16	35 98
3 in.	32 90	47 05
3½ in.	39 56	56 58
4 in.	46 87	67 04
Lapweld.		
2 in.	17 76	24 24
2½ in.	26 33	36 56
3 in.	34 43	47 81
3½ in.	41 40	57 50
4 in.	49 05	68 13
4½ in.	59 69	82 19
5 in.	69 56	96 94
6 in.	90 24	125 80
7 in.	121 40	165 40
8 in.	127 50	173 80
8 in.	146 90	200 20
9 in.	176 00	239 80
10 in.	163 20	222 40
10 in.	210 10	286 30

Prices Ontario, Quebec and Maritime Provinces.

PIPE (LEAD)

Lead pipe, $13 net.
Lead waste pipe, 14c net.
Traps and bends, 10% off.

PIPE (SOIL)

Medium and extra heavy pipe up to 6-inch, 60 and 5% off.
8-inch, 45% off.

PIPE (CONDUCTOR)	List
2-inch, in 10-ft. lengths	8 00
3-inch, in 10-ft. lengths	9 70
4-inch, in 10-ft. lengths	12 80
5-inch, in 10-ft. lengths	17 50
6-inch, in 10-ft. lengths	21 30

Discount, 45%.

PITCH	
Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

PLASTER	
Paris, per bbl., London	2 25

PLANES

Wood bench, Can., 15%.
Wood, fancy, 15%.
Button's, genuine, 37½ to 40%.

PLATES (BOILER)	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	4 75	4 50
Heads, per 100 lbs.	5 25	4 75
Tank plates, 3-16 in.	5 25	4 75

PLUGS (METAL)	
Painted wall plugs, 1,000	$20 00
Galv. wall plugs, per 1,000	23 00

POLISH

O-Cedar, 4-oz. bottles	$ 2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1 gal. cans	24 00

PUMPS

B.T. Pump, No. 1, net	$ 3 96
B.T. Pump, No. 2, net	4 80
B.T. Pump, No. 3, net	7 20
B.T. Pump, No. 4, net	9 00
B.T. Pump, No. 5, net	9 60
B.T. Pump, No. 6, net	10 80
B.T. Pump, No. 7, net	15 00

RIVETS AND BURRS

Iron rivets, blacked and tinned, 35%.

Iron burrs, 35%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb.

Coppered Rivets, net extras, 3c per lb.

ROOFING	Per roll
2 ply R.R.	1 05
3 ply R.R.	1 30
2 ply R.R., complete in roll	1 55
3 ply R.R., complete in roll	1 70
Samson, 1-ply, roll	1 60
Samson, 2-ply, roll	2 15
Samson, 3-ply, roll	2 65
Comet, 1-ply	1 05
Pluvius, 1-ply	1 30
Pluvius, 2-ply	1 70
Asphalt roofing, 1 ply	1 55
Asphalt roofing, 2 ply	1 95
Asphalt roofing, 3 ply	2 35
Compo Certainteed, 1 ply	1 70
Compo Certainteed, 2 ply	2 20
Compo Certainteed, 3 ply	2 75
Excello, 1 ply	1 60
Excello, 2 ply	2 15
Excello, 3 ply	2 65
Jewel, 1 ply	1 25
Jewel, 2 ply	1 65
Jewel, 3 ply	2 00
Amazon, 1 ply	2 00
Amazon, 2 ply	2 50
Amazon, 3 ply	3 00
Everlastic, 1 ply	1 50
Everlastic, 2 ply	1 75
Everlastic, 3 ply	2 00
Liquid roofing cement, per gal., in barrels	0 22
Roofing caps, per lb.	0 05
Roofing nails, per lb.	0 06¼

Roofing Pitch, 85c per 100 lbs. F.o.b. Toronto, London, Montreal.

ROPE	Lb.
Pure Manila basis	22½
British Manila basis	18
African hemp basis	18
Sisal basis	16
Single lath yarn basis	16
Double lath yarn	16½
Yacht marline	41
White polished halyards	23
Hemp, deep sea line basis	31
Hemp, tarred ratline basis	27
Hemp, tarred bolt rope basis	29
Marline and Houseline	29
Jute rope basis	15-16
Italian rope basis	31

Above quotations are basis prices (¾" and larger), and are subject to usual advances for small sizes.

Sisal Clothes Line.	Per doz.
3 ply, 30 ft.	0 48
3 ply, 40 ft.	0 64
3 ply, 48 ft.	0 76
3 ply, 60 ft.	0 96
3 ply, 72 ft.	1 15
6 ply, 60 ft.	1 44
6 ply, 72 ft.	1 72
6 ply, 100 ft.	2 40

ROPE (Cotton)		
⅛-inch	0 35½	0 39
5-32 inch	0 34½	0 37
3-16 inch	0 32	0 34½
¼-inch and up	0 31	0 33½

ROPE (Cotton Clothes Line)	Per doz.
40 foot	$1 40
48 foot	1 70
50 foot	1 75
60 foot	2 10
72 foot	2 50

SCALES

Imperial Standard	25%
Champion	25%
Steel weigh beams	20%
Gurney Standard	25%
Fairbanks Standard Scales	25%
Crown Even Balance	40%
Richelieu Union Scale	40%
Dominion Plates Scales	40%

Net prices on Champion scales are as follows:

Champion, 4-lb., $4.60, plus 20c for stamping; Champion 10-lb., $6, plus 30c for stamping. Champion 240-lb., $9, plus 50c for stamping. Champion 600-lb., $25, plus $1 for stamping. Champion 1200-lb., $30, plus $1 for stamping. Champion 2000-lb., $39, plus $1 for stamping. Champion 2000-lb. with drop lever, $46, plus $1 for stamping. Household, 10-lb., $4. 10c net extra for stamping; 25-lb., $5.20, 30c net extra for stamping. Discount from list on above 25%.

SCREWS (MACHINE)

Flat head, iron, 27½%; flat and round head, brass, net; Fillister head, iron, 10%; Fillister and oval head, brass, net.

SCREWS

Discounts off Standard List

Wood, F. H., bright	77½
Wood, R. H., bright	72½
Wood, O. H., bright	72½
Wood, F. H., brass	45
Wood, R. H., brass	42½
Wood, O. H., brass	42½
Wood, F. H., bronze	37½
Wood, R. H., bronze	35
Wod, O. H., bronze	35
Square cap	35
Hexagon cap	35

SHEETS (BLACK)	Montreal 100 lbs.	Toronto 100 lbs.
10 gauge	6 00	4 80
12 gauge	6 10	4 90
14 gauge	5 90	4 60
16 gauge	5 95	4 60
18-20 gauge	4 35	3 85
22-24 gauge	4 45	3 95
26 gauge	4 50	4 00
28 gauge	4 60	4 00

Re Gauges of Sheets.

On account of it being practically impossible to secure galvanized sheets from England, owing to the war, American mills have decided that they will no longer roll the English gauges to meet this competition. However, they will continue to roll at 10¾ oz., which will be known as such or a 30 gauge, and will take the place of the former English 28 gauge.

SHEETS, CORRUGATED	Per 100 sq. feet. Galvanized	Painted
28 ga.	$ 5 50	$3 75
26 ga.	6 00	4 25
24 ga.	8 00	5 25
22 ga.	9 00	6 25
20 ga.	11 00	7 25
18 ga.	12 50	9 00

Above prices are subject to 7½ per cent. discount to dealers.

Galvanized B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16-20	7 15	6 65	7 15
22-24	7 25	6 95	7 25
26	7 50	7 10	7 50
28	7 75	7 40	7 75

"Premier" galvanized sheets — 10¾ oz., $6.75; U.S. No. 28, $6.45; U.S. No. 26, $6.15; 22 and 24 gauge, $6; 18 and 20 gauge, $6.10; 16-gauge, $5.70; 14-gauge, $5.55. F.o.b. Hamilton and Toronto.

Colborne Crown—16-20 gauge, $6.65; 22-24 gauge, $6.80; 26 gauge, $6.95; 28 gauge, $7.25.

Apollo Brand.	Montreal	Toronto
14 gauge	5 80	5 30
16 gauge	5 80	5 30
18-20 gauge	5 90	5 65
22-24 gauge	6 00	5 85
26 gauge	6 25	6 00
28 gauge	6 65	6 25
10¾ ozs.	6 95	6 50

Add 25c for less than case lots.

SHOVELS AND SPADES

Shovels, 1st, 45%; 2nd, 40%; 4th, 20 and 7½%.

Socket scoops, 30 and 10%; 4th, 20, 10 and 5%; Rivet scops, 35%.



SANITONE

The Washable Wall Paint

If you would capitalize the high price of wall paper you should recommend "Sanitone" to the painters and decorators in your town as the most convenient and economical material

To Replace Wall Coverings of all kinds

"Sanitone" permits of an almost unlimited range of pleasing tones and color effects. Whether flat or gloss finish is used it may be washed with soap and water. It does not mar easily, but stands up under the most severe treatment. Tell your customers about Sanitone and show them what beautiful effects can be produced for little money.

If you are not a C.P. Agent ask us for complete information and profit by our big 1917 plan.

The Canada Paint Company

Limited

572 William Street, Montreal
112 Sutherland Avenue, Winnipeg

If interested, tear out this page and keep with letters to be answered.

Drain spades, 45%.
Hollow backs and sand, 1st, 45%, and 4th, 20 and 7½%.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SHINGLES Per square
Standard galvanized $5 75
Shipping weight, 90 lbs.
Standard painted 4 15
Shipping weight, 80 lbs.
Discount 7½%.

SOLDER Montreal Toronto
See weekly report.

SOLDERING COPPERS.
Base, per lb., 52 cents.

SOLDER, BAR
Guaranteed 0 28½
Strictly 0 26¾
Commercial 0 24¾

SOLDER, WIPING
Star extra 0 26½
Easy 0 24½
Acme 0 23¾

SPELTER. See weekly report.

SPOUTS
Warner Malleable Winged Shank, per 1,000 .....$18 00

STAPLES Per cwt.
Montreal, Toronto and London
Fence staples, galv., in kegs 5 05
Fence staples, bright, in kegs 4 20
In 25-lb. boxes, 25c extra.
Poultry netting staples, 100 lb. kegs 12 00
Galvanized discount 40 and 5%; bright, deduct $1.10 from galvanized net. Extras, 50 lb. kegs, 30c; 25 lb. kegs, 40c; 10 lb. kegs, 80c.

STUFFERS
Enterprise No. 25, each.... 6 25
No. 35, each.... 8 50

SWEEPERS, CARPET Bissell's
Boudoir 31 00
Champion Nic..... 25 00
Champion Jap..... 23 00
Univ. japd., cyco bearing... 26 00
Univ. N.P., cyco bearing... 29 00
Grand Rapid, japd., ball-bearing 28 00
Grand Rapid, N.P., ball-bearing 31 00
Princess, N.P., ball-bearing. 32 00
Elite, ball-bearing 36 00
Am. Queen, N.P., bal-bear.. 34 00
Parlor Queen 37 00

SWEEPERS (Vacuum)
Grand Rapids Vac, doz.....$77 00
Household Vac, doz..... 63 00
Superba Vac, doz. 92 00

SWINGS
Baby, 2-passenger, each ...$2 75
Ontario, 2-passenger, each... 3 75
Ontario, 4-passenger, each... 4 50
Stratford, 4-passenger, each 6 00
Boyers Gliding Settees with awning, each 13 50
Without awning, each 9 00

TACKS
Strawberry box tacks, bulk; cheese box tacks, blued, bulk; trunk tacks, blank and tinned, bulk; carpet tacks, blued; carpet tacks, tinned; carpet tacks (in kegs); cut tacks, blued, in dozs. only; cut tacks, ¼ cut tacks, blued and tinned, in weights; Swedes; Swedes upholsterers' bulk; Swedes brush, blued and tinned, bulk; Swedes gimp, blued, tinned and japanned; zinc tacks, prices quoted on application; leather carpet tacks; copper tacks. Discount 75%.

NAILS
Copper nails; trunk nails, black; trunk nails, tinned; clout nails, blued; clout nails, tinned; chair nails; cigar box nails; patent brads; fine finishing; picture frame points; lining tacks, solid head (in bulk). Discount 75%.

CAPPED GOODS
Lining tacks, in papers; lining tacks, in bulk; saddle nails, in papers; saddle nails, in bulk; tufting buttons, 22 line, in dozs. only; tin capped trunk nails; zinc glaziers' points, prices quoted on application. Discount 75%.

SHOE FINDERS' LIST
Shoe tacks, in dozens; shoe tacks, 1 lb. packages; Swedes shoe nails; soft steel nails; iron nails; zinc nails, prices quoted on application; hard steel nails; tempered steel shoe nails; channel nails; Hungarian nails; miners' tacks; hob nails; zinc shank nails, prices quoted on application; steel wire shoe rivets; brass wire shoe rivets; clinch point shoe rivets, steel; Swedes shoe; clinch point shoe rivets, brass; steel cobblers' rivets; brass cobblers' rivets. Net list.

TAPES—Lufkins
Ass skin, No. 713, 50 ft., doz. 3 60
Ass skin, No. 714, 66 ft., doz. 4 20
Linen, No. 404, 66 ft., each. 1 50
Metallic, No. 603, 50 ft., ea.. 1 60
Challenge steel, No. 263, 50 ft., each 3 45
Reliable Jr., No. 103, 50 ft. 3 25

THERMOMETERS
Incubator, doz. 5 40
Dairy, dozen .....2 40—4 45

TIES (METAL)
Galv., wall ties, per 1,000..$5 00
Painted wall ties, per 1,000.. 5 00

TIES, COW
Open Ring, Closed Ring, 40 and 5 per cent.
3 Chain and 4 Chain, 40 and 5%.
Stall Fixture Bars, 35%.
Tie Out Chains, 70%.

TIN See weekly report.

TINNERS' TRIMMINGS
Discount, 27½%.
Plain, 66 2-3%.
Re-tinned, 60 and 10%.

TOOLS, HARVEST
Ordinary brands, 40%.
Samson and Sovereign, 30 and 10%.

TROUGH (EAVE)
O. G. Square bead and half round

Size in girth	Per 100 feet
8 in.	$ 6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00

Discount 45 and 2%.

TRACK
B.T. Single Rail .....24c ft
B.T. Double Angle .....22c ft.
B.T. Double Tee .....20c ft.
Discount off above, 40%.

TRAPS (GAME) %
Victor 67½
Jump 60-5
Hawley & Norton 55
Newhouse 35

TRESTLES
6 ft., each $1.50 14 ft., each $4.20
8 ft., each 2.00 16 ft., each 4.80
10 ft., each 2.50 18 ft., each 5.40
12 ft., each 3.60 20 ft., each 6.00

TWINE (Binder) Per lb.
650 ft., per lb. ....
600 ft., per lb. ....
550 ft., per lb. ....
500 ft., per lb. ....
5-ton lots, ½c per lb. allowance.
10-ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

TWINE (COTTON) 5-lb.
Montreal Toronto
4-ply, London, 38c 32-41
3-ply, London, 35c 29-38½

TUBES
Boiler Tubes, Lapwelded.
100 ft., 2 in. 20 50
100 ft., 2½ in. 26 00
100 ft., 3 in. 30 00
100 ft., 3* in. 35 00
100 ft., 4 in. 43 00

TUBS Samson Galvanized
No. 1, doz., net 13 20
No. 2, doz., net 15 60
No. 3, doz., net 17 40
Hercules
No. 4 .... 12 40
No. 5 .... 13 83
No. 6 .... 15 40
Common Galvanized
No. 0, doz. 8 33
No. 1, doz. 11 16
No. 2, doz. 12 15
No. 3, doz. 13 86
Per nest
Nests of 3—0, 1 and 2 .....$2 38
Nests of 3—1, 2 and 3 .. ... 2 05
Nests of 4—0, 1, 2, and 3 .. 2 95

WOOD TUBS
No. 0, per doz. 11 00
No. 1, per doz. 9 50
No. 2, per doz. 8 00
No. 3, per doz. 7 00
Less 15 p.c. Ont., $20.00 lots.

VALVES, ETC.
Ground work, 56 p.c.
Stand, compr. work, 65 p.c.
High grade compr. work, 59 p.c.
Cushion work, 50 p.c.
Fuller work, bibs, 58 p.c.; No. 0 basin cocks, 58 p.c.; and 1 and 2 basin cocks, 53 p.c.; bath bocks, 64 p.c.
Flatway stop and stop and waste cocks, 60 p.c.; roundway, 60 p.c.
J. M. T. Globe, Angle and Check Valves, 35 p.c.; Standard, 45%.
J. M. T. Radiator Valves, 50 p.c. Standard, 57½; patent quick opening valves, 70 p.c.

WARE, COPPER AND NICKEL
Copper boilers, kettles, 10%.
Copper tea and coffee pots, 10%.
Copper boiler and tea kettle pitts, plus 10%.

WARE, JAPANNED
Colored, 22½%; Coal hods, 17½%

WARE, ENAMELED
Scotch grey, 65, 10%.
White ware, 66 2-3%.
White decorated, 12½%.
Colonial, 50, 12½%.
Premier, 40%.
Hollow ware, tinned steel, 30%
Enameled street signs, on application.

WARE, GALVANIZED.
Dufferin pattern pails, list.
Crescent, 65 and 10%.
English pattern, list.
Galvanized washtubs, list.
Galvanized coal hods, plus 10%.
Other lines, list.

WARES, JAPANNED.
Japanned ware, 22½%.
Japanned ware, white, 17½%.
Japanned feed pans, 25, 5%.

WARE, TIN, PIECED
Discount, 10%.
6, 10 and 14-qt. flaring pails, 17½%.
Copper bottom tea kettles and boilers, list.

WARE, STAMPED. Plain 66 2-3%.
Retinned, 60-10%.
Tinners' trimmings, plain, 66 2-3%.
Tinners' trimmings, retinned, 60, 10%.
Tinners' trimmings, general, 27½%.

WASHERS, IRON.
Full box, 25%; smaller lots, 25%, assorted. Price less 50 lbs. add 1c lb.; less 25 lbs., 2c lb.

WEIGHTS, SASH.
Sectional, 1 lb., per 100 lbs.. 2 25
Sectional, ½ lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per cwt. 1 60

WEIGHTS. Horse, 5c lb.

WHEELBARROWS.
Navvy, steel wheel, doz.....31 25
Garden, steel wheel, doz....43 20
Light garden, each 2 50
Heavy garden, L-side, each. 3 75
Heavy farm, solid side, ea.. 3 75

WHIFFLETREES.
No. 70—F.D. & B.D.
Whiffletrees—
28", each $0 70
34", each 0 90
36", each 1 00
No. 73—Doubletrees, 44", ea. 1 25
No. 74—Doubletrees, lumbermen's, 44", each..... 1 30
Neckyokes—34", each 0 81
36", each 1 20
40", each 1 29
44", each 1 35
Plow Sets—No. 79, each..... 2 37
No. 80, each..... 2 45
No. 81, each..... 2 50
No. 82, each..... 3 05
No. 72—Singletrees, 40", ea. 1 14
2-Horse Sets, Nos. 75, 76, 77, set 5 40

WIRE. Copper wire, 10%.
Brass wire, 3 to 24 gauge, add 40%; 25 to 36 gauge, add 25%.

WIRE, CUT HAY BALING.
No. 9, $4.10; No. 10, $4.15; No. 11, $4.25; No. 12 and 13, $4.35; No. 13½, $4.45; No. 14, $4.65; No. 15, $4.85. Plus 7½%.
F.o.b. Toronto, Hamilton and Montreal.

WIRE CLOTH (Galvanized)
4 mesh 7 70
6 mesh 8 15

WIRE, STOVE PIPE.
No. 18, $5.50; No. 19, $5.75.
F.o.b. Toronto, Hamilton, Montreal, and freight equalized.

WIRE CLOTHES LINE.
No. 17, $6; No. 18, $4.55; No. 19, $4 in 1,000 feet coils, including reels. F.o.b. Hamilton, Toronto, London and Montreal.

WIRE, FINE STEEL.
Discounts 15 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $3; Nos. 26-31, $5; Nos. 32-34, $7; Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.
Montreal and Toronto, No. 13, $4.20; No. 14, $4.25; No. 15, $4.35. No. 0-9 gauge, $4.40 base; No.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, $4.25 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE CLOTH.
Black Fly Screen Cloth, $2.35 per 100 sq. ft. in 100-ft. rolls; $2.40 in 50-ft. rolls.

WIRE (FENCE)	Toronto & London	Montreal
Barb	4 25	4 50
No. 9, coil spring.	3 95	4 55
No. 9, plain galv.	3 90	4 50
No. 12, plain galv.	4 05	4 65
No. 13, plain, galv.	4 15	4 75
O. & A., No. 10....	4 56	4 56
O. & A., No. 11....	4 62	4 62
O. & A., No. 12....	4 70	4 70

WIRE BALE TIES.

Single Loop—	Per cwt.
No. 12	$4 70
No. 13	4 80
No. 13½	4 85
No. 14	4 95
No. 15	5 15
No. 16	5 40

WRINGERS.

Royal Can., 11 in., doz. list.	$ 84 80
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite, 511E	105 80
Unexcelled, 1041E	129 40
Easy Work	90 50
Challenge, 2111E	94 30
Gem, 141E	91 80
Sunlight, 111	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 36
Safety	97 50
Rapid	82 80
Universal	63 00
Eureka, 10"	65 00
Eureka, 11"	71 00
Eclipse	97 70

Discount off above list.
Prices—50%
Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES. Regular, 65%.
Trimo, 55% off list; parts, 50 and 5%; Stillson, 57½%; parts, 55%.
Coes, 10%.

WRINGERS—MOP.
White, No. 1, each..... 1 50

ZINC (SHEET) Montreal Toronto
5 cwt. casks 0 25
Part cask 0 25½

Reds

Yellows

MUNRO'S DRY COLORS

Be sure to order them by name.

Blues

Greens

Made only by

The Allan Munro Color Co., Limited, Montreal

The popularity of your store depends mostly on the stock you carry. Talking of Paint, there is no better seller than Ramsay's and every can is a can of satisfaction. Since 1842 Ramsay's Paints and Varnishes have been made right and have proved their ability to **stay right.** Color and quality are fixed. Ramsay's complete line "is" complete, and that's the line of paint for you to carry if you would make yours the most popular store in town.

Ramsay's Paint



A. Ramsay & Son Co.

Established 1842

Toronto MONTREAL Vancouver

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

2½ lb. packages, $6.80 per 100 lbs.; 5 lb. packages, $6.60 per 100 lbs.

BEESWAX

Small quantities, per lb... 0 50
Larger quantities, per lb.. 0 45

BLUE STONE

	Montreal	Toronto
Per lb.	0 14	0 16

London, 20.

BRONZING LIQUID

Bronzing liquid, No. 1 ....$1 20
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz. $16 13
Weighted, 20 lbs., doz. 18 50

COATING

Cement Coating $2 55 2 40

COLORS (DRY) Per lb.

Raw Umber, 100 lb. keg.. 5–12c
Burnt Umber, 100 lbs..... 5–12c
Raw Sienne, 100 lb. kegs.. 5–12c
Burnt Sienna, 100 lb. kegs 5–12c
Imp. green, 100 lb. kegs... 0 22
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs.. 0 12
Indian red, No. 1, 100 lb. k. 0 05
Venetian red, best bright. 0 04
Venetian red, No. 1 ..... 0 02
Drop black, pure dry 0 25
Golden ochre, 100 lb. kegs 0 06
White ochre, 100 lb. kegs. 0 03
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02¾
Spruce ochre, 100 lb. kegs 0 03½
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure 0 13
Indian red 0 18
Chrome yellow, pure 30–35
Golden ochre, pure 0 18
French spruce ochre, pure 0 15
Chrome green, pure 15–22
French permanent green, pure 0 20
Signwriters' black, pure.. 0 24
Marine black, 25-lb. Irons 0 07
Lampblack 0 21

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins ..
Alba-Gloss enamel 4 50
Anchor Floorlustre 2 10
O.P.W. Sunshine White .. 4 10
Old Dutch Enamel 4 00
Jas-per-lac floor enamel .. 1 90
Jas-per-lac art enamel 3 10
Martin's Enamel 4 25
Mooramel 4 35

FILLER Gal.

Luxeberry Enamel $5 00
Screen Enamel, BB. 1 65

FORMALDEHYDE Per bbl.

Demi-johns, 50 lbs. 0 15½
$1.10 for demi-john extra.

GLUE Per lb.

French medal 0 20
English common sheet .. ....
English prima 0 25
White pigsfoot 0 23¾
Perfection amber, ground, No. 1230 ..... 0 20
Cake, bone, 112-lb. bags.. 0 12
Hide, 112 lb. bags 0 35
Gelatine, 112 lb. bags 0 45
Ground glues, 112 lb. bags—
No. 1 ..... 0 20
Extra 0 18
Dreadnought, lb. 0 14½

GLASS

(TORONTO QUOTATIONS)

Size United Inches	Double Star	Diamond
Under 25	$7 80	$11 90
26 to 24	8 15	12 85
25 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 15	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84		22 75
85 to 90		24 35
91 to 94		25 00
95 to 100		29 00
101 to 105		32 00
106 to 110		37 00

Discount single or double dia., 20%; 50 cases and over, open; cut lights, 50-5%.

MONTREAL QUOTATIONS

Country Base Price

United Inches	Star	Double Diamond
Up to 25	$ 7 80	$11 90
6 to 34	8 15	12 85
5 to 40	8 50	13 60
1 to 50	11 75	15 50
1 to 60	12 25	15 85
1 to 70	13 10	16 80
1 to 80	14 75	18 35
81 to 85		22 75
86 to 90		24 35
1 to 95		25 00
96 to 101		29 00
101 to 105		32 00
106 to 110		37 00

Discount, single or double dia., 15-5%.
50 cases and over open.

GLASS PLATE

Montreal:
City, 25 and 5% off list.
Country discount, 20 and 5% off list, delivered.
Toronto city discount, 20 and 5% off.
Country discount, 20 and 5% off list delivered.
F.o.b. warehouse on orders up to $75 gross list value. Orders over $75 delivered free.

GLAZIERS' POINTS

Zinc coated, 18c per lb.
Zinc, pure, prices withdrawn.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor Pure	$13 80	$13 95
Green Seal	13 80	13 95
Tiger Pure	13 80	13 95
Ramsays Pure	13 80	13 95
Moores Pure	13 80	13 95
O.P.W. Decorators Pure	13 80	13 95
Red Seal	13 80	13 95
Decorator's Pure	13 80	13 95
O.P.W. English	14 05	14 20
Elephant Genuine	14 05	14 20

B.B Genuine Lead, less than tons, $15.65 Toronto; $15.50 Montreal. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 500-pound casks, per cwt.	13 50	13 50
Genuine, 100-pound kegs, per cwt.	13 87½	13 87½
Less quantity		0 13

LEAD, ARSENATE OF

Per 100 lbs.	Dry	Paste
1-lb. bottles	$35 00	$21 00
2-lb. bottles	....	18 00
5-lb. bottles	31 00	14 00
10-lb. bottles	29 00	....
25-lb. irons	25 50	13 00
50-lb irons	....	12 50
100-lb. irons	24 00	11 75
200-lb irons	....	11 60
Barrels	....	11 00

F.o.b. Toronto, Montreal and Hamilton.

MURESCO

Tints in 5 lb. packages, per 100 lbs., $6.00.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED.

Price per gallon in quarts.

B.H. English white	$2 85
B.H. English, colors	2 60
Fresco Tone white	2 70
Fresco Tone colors	2 50
Moore's Egypt., all colors	1 90
C.P.C. Pure, white	2 75
C.P.C. Pure, colors	2 35
O.P.W. Can. Brand, white	2 60
O.P.W. Can. Brand, colors	2 40
O.P.W. Can. Brand, floor.	2 00
O.P.W. Flat Wall, white..	2 60
O.P.W. Flat Wall, colors..	2 40
Ramsay's Pure, white....	2 65
Ramsay's Pure, colors	2 40
Martin-Senour 100% Pure, white	2 85
Martin-Senour 100% Pure, colors	2 60
Senour's Floor Paint	2 30
Senour's Porch Paint	2 60
Senour's New-Tone, white	2 60
Senour's Neu-Tone, colors.	2 50
Sherwin-Williams, white..	2 85
Sherwin-Williams, colors..	2 60
Flat Tone, white	2 70
Flat Tone, colors	2 50
Minerva, white	2.65
Minerva, colors	2 45

PARIS GREEN

	Muro's	C.P. Co.	Bergers
600-lb. bbls.	42¾	38¾	39¼
250-lb. kegs	43	39	39¾
100-lb. drums ...	44	40	40¾
50-lb. drums	44	40	40¾
25-lb. drums	44¼	40¼	41
1-lb. 100s, pkgs..	46¼	42¼	43
½-lb. 100s	48¾	44¼	45
1-lb. 100s, tins ..	47¼	43¼	46

Prices f.o.b. Toronto, Hamilton and London.

PARIS, PLASTER

Per bbl. $2.25-2.50

PRIMER

Luxeberry Primer 2 25

PASTE WOOD FILLER

	Pound
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
½ barrels	0 06½
Barrels	0 06

PUTTY

	Standard Montreal	Toronto
Bulk, in casks ...	2 70	2 80
Bulk, 100-lb drums	2 90	3 00
Bulk, 25-lb. drums.	3 00	3 10
Bladders, in bbls..	3 30	3 40

Pure Putty, 70c cwt. advance.

SHELLAC

Gum, 34c lb.; finest orange, 42c lb.; finest white, 46c lb.

TAR (PINE TAR)

Half pint tins, per doz. 0 65
Pint tins, per doz. 1 10
London, pints, 85c doz.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans 2 10
Cumoff 2 10
Dreadnought, gal 2 75
O.P.W. Presto 2 25
Lingerwett 2 65

TURPENTINE

	Montreal	Toronto

See weekly report for prices.

SLATING Gal

Liquid Slating, B.B.....$3 00

STAINS Gal.

Oil and Spirit, Berry Bros.$2 73
Water Stains, Berry Bros.. 1 05
Berrycraft, stain finish 2 80
Creo-lac 0 85
C.P. Oil Stans 1 98
Sun Varnish Stains 2 20

VARNISHES Per gal cans

Brandram-Henderson, Ltd., "Gold Medal" 1 90
Copaline Varnish 2 50
C. P. Co.'s Sun Varnish 2 50
Dependon Light Hard Oil Finish 1 70
Dulgloss 3 00
Elastic Interior 1 40
Elastic Exterior 1 55
Elastic Excello 2 00
Everlastic (Floor) 2 55
Elastilite 2 25
"Flint-Lac" coach 1 30
Flattine Floor Finish 3 00
Gold sized Japan 2 00
House painter's White Jap.. 1 95
Jas-per-ite exterior finishing 2 25
Jas-per-ite pale hard oil ... 1 60
Jas-per-ite floor finish 2 25
Kopi 2 30
Kyanize cabinet rubbing.. 3 50
Kyanize spar 4 75
Kyanize stains 3 50
Liquid granite 2 80
Luxeberry light 2 60
Luxeberry spar 4 10
Luxeberry exterior 4 50
Marble-ite 2 30
Mar-Not 2 70
Martin-Senour finest interior 2 60
Martin-Senour Wood-Var... 2 30
Maritime spar varnish 4 00
No. 1 Furniture Varnish .. 1 25
Pure White Shellac 2 55
Pure Orange Shellac 2 40
Sherwin-Williams "Kopal" Varnish 2 75
Stove-Pipe Varnish, ½ pints, gross 9 00
Sun Waterproof Floor Finish 2 75
Sun-Spar Varnish 4 00

WATER PAINTS

Opalite, 200 lb. bbls. 0 12
Opalite, 100 lb. kegs 0 12½
1 gal. package, per pkg... 0 65
½ gal package, per pkg.. 0 35
Coralite, 5-lb. pkgs 0 04½

WASTE (POLISHING)

Cream 0 17½

WASTE, WHITE WIPING

XXX Extra 0 16
X Grand 0 15
XLCR 0 14
X Empire 0 13
X Press 0 12

WASTE, COLORING WIPING

Fancy 0 11¼
Lion 0 10½
Standard 0 09¼
Popular 0 08¼
Keen 0 7¼

WASTE, WOOL PACKIG

Arrow 20
Axle 16
Anvil 12
Anchor 10

WIPERS, WASHED COTTON

Select White 12
Mixed Colored 9
Dark Colored 8
This line subject to trade discount for quantity.

WAX .. ..Per lb.

C. P. Floor Wax 0 30
Ronuk Floor Wax, lb. 0 38
Berry Bros. 0 37
Anchor 0 33
O.P.W. Lion Brand 0 30
Old English 41–44c
Johnsons 41–44c
Gold Medal 0 30

WHITING

Paris white 1 90
Plain, in bbls. 1 75
Gilders, bolted, in bbls. 1 85
Per 100 lbs.

WOOL ALCOHOL Per gal.

In gallons 1 25
Barrels 0 87
$4 extra for barrels.

UNIVERNISH

FLEXIBLE AS SILK

It is hot-water proof, cold-water proof, salt-water proof, alcohol proof, alkali proof and acid proof.

It may be used anywhere, on everything that requires varnishing.

But it is especially adapted to the miscellaneous varnish demands of the general public and Housepainters.

You can buy it in small or large cans. Ask for our booklet.

UNIVERNISH

MADE ONLY BY

The Dougall Varnish Company, Limited

MONTREAL

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

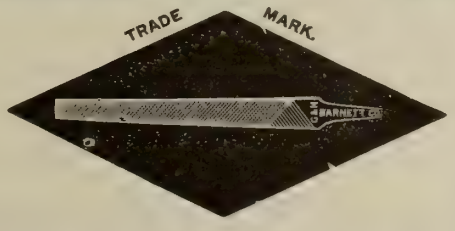
THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION
Powder, per keg, $11.00.
Shot, soft, per cwt., $15.25; chilled, $16.75; buckshot, $16.05; ball, $16.45.

ANVILS
Peter Wright, 80 lbs. and up, 14½c per lb.; clip horn, 15½c.
Norris, 41 to 56 lbs., 15c; 57 to 70 lbs., 13½c; 71 to 83 lbs., 12½c; 84 lbs. and over, 12c.

AXES
H. B., 1 lb., $7 per doz.; 1⅝ lbs., $7.40; 2 lbs., $7.75; 2½ lbs., $8.50; 2¾ lbs., $8.75; 3, 3½ and 4 lbs., $9.50; H. B. Handled Axes, 2 lb., $10; 26 lb., $10.75; 3 lb., 3½ lb. and 4 lb., $11; Black Prince Axes, unhandled, $9.00; Black Prince Axes, handled, $11.50; lb. and 4 lb., $11.75; Black Prince Bench axes, 35 p.c.; broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $20.80.

BARS, CROW. $5.50 per 100 lbs.

BAR IRON
Bar iron, $3.35; Swedish iron, $5; sleigh shoe, steel, $3.50; spring steel, $4; machinery steel, $4.50; tool steel, Black Diamond, 100 lbs., $10.25.

BELTING
Rubber, 6 in. and under, 50 and 10%; over 6 in., 50%.
Agricultural leather belting, 66 2-3 p.c. off list.
Standard, 50 and 5 p.c. off list.
The "double" list is just twice the price of "single."

BELT LACING
In sides, tanned, $1.20 per lb.; cut, $1.35 per lb.; rawhide, sides, $1.15; cut, $1.50.

BOLTS
Carriage, ⅝ and smaller, 30%; 7-16 and larger, 15%; machine, ⅜ and under, 30%; 7-16 and over, 20%; machine set screws, 55%; plough bolts, 20%; nuts, small lots, 1¼c advance over list; case lots, ¼c advance over list; stove bolts, 50%; shaft bolts, 20%; tire bolts, 30%; sleigh shoe bolts to ⅜, 20%; 7-16 and up, 15%.

BORAX. Borax, per lb., 12c.

BUILDING PAPER
Tarred, 85c to $1.45 per roll, cording to quality; plain, 55c to to $1.25.

CHAIN
Coil, 3-16 in., $10.75; ¼, $8; 5-16, $7.10; ⅜, $6.25; 7-16, $6; ½, $5.75; 9-16, $5.75; ⅝, $5.65; ¾, $5.50; Logging, 5-16, 7½c; ⅜, 6½c; tie out, 70%.

CHURNS
Barrel, No. 0, $5.60; No. 1, $5.60; No. 2, $6.25; No. 3, $6.90; No. 4, $8.15 each

CLEVISES, MALL. 8½c per lb.

CLIPPERS
Stewart's 25 p.c. off Canadian list.

COPPER
Sheet and planished copper, 60c per lb. Tinned, 47c; Braziers' soft copper, 10-24 ft., 26c; 27½c.
Soldering irons, 55c base.

DRILLS
Bit stock, 45 p.c.; Blacksmith, ½ in. round shank, 40 p.c.

Eavestrough, 8 in., per 100 ft., $3.70; 10 in., $4.50; 12 in., $5.50.
Conductor pipe, 2 in., per 100 ft., $4.50; 3 in., $5.25; 4 in., $6.50.

ENAMELWARE
Canada, 33 1-3; Imperial, 50, 2½; Premier, 33 1-3; Colonial, 50, 2½; white, 60, 7½; diamond, 33 1-3; pearl, 50, 2½ per cent.

FIXTURES
Star hollow ware, No. 3, $1.
Galvanized ware, heavy, 25 and 2½ p.c. light, 25 and 12½ p.c.

FORMALDEHYDE
400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE.
10% advance on net list, except heavy tubs and heavy pails, which are net list.

GLASS, WINDOW

	Single	Double
Up to 25 in.	6 75	10 25
26 to 40	7 50	11 75
41 to 50	10 00	13 25
51 to 60	10 50	14 00
61 to 70	11 25	14 75

GLASS (Plate)
30 p.c. off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HINGES
Light T and strap, 30 p.c.
Corrugated Strap Hinges — 4, $1.05; 5, $1.45; 6, $2; 8, $3.20; 10, $4.75; 12, $7.20.
Corrugated Tee Hinges — 4, $1.25; 5, $1.90; 6, $2.35; 8, $4.15; 10, $5.90; 12, $8.35.

HORSESHOES
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS
55 per cent. off list.

KNOBS. Door, 307, $1.45.

IRON BAND.
1½ in., $3.80; 1¼, $3.80; 1 in., $3.90.

IRON GALVANIZED

	Apollo and "Fleur de Lis"	Premier
10¾ oz. or 28 Eng.	7 00	7 00
28 Am. or 26 Eng.	6 75	6 75
26 Am. or 26 spec.	6 45	6 45
24	6 05	6 05
22	5 95	5 95
18 and 20	5 75	5 75
16 Am.	5 60	5 60
14 Am.	5 60	5 60

IRONS, SAD
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set 0 95
Mrs. Potts No. 50 set 1 00
Mrs. Pott's common sad iron handles, 85c dozen. Mrs. Pott's improved, $1.10. a dozen.

LAMP CHIMNEYS
A, per case 8 doz., $4.80; per doz., 65c; B, per case 6 doz., $4.50; per doz., 85c.

LANTERNS
No. 2, plain 8 25
No. 20, X-ray 12 00
No. 22, Dash-board 10 75
Trulite, short globe, doz... 8 25

LEAD PIPE, $13.40.

LEAD WASTE, $14.40.

LINSEED OIL
Raw, per gal., $1.21; boiled, per gal., $1.24.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

MATTOCKS
Pick, $6.75; cutter, $6.75.

NAILS
Wire, f.o.b. Fort William, $4 base; Winnipeg, $4.40 base. Cut, f.o.b. Winnipeg, $4.40.

NAILS, HORSE
Capewell, 10 per cent off list.

NETTING. Poultry, 40 per cent.
Banner Netting, 24 in., $3.50; 36 in., $4.50; 48 in., $5.25; 60 in., $6.25; 72 in., $7.

NUTS
Square, small lots, 1¼c advance over list; case lots, ¼c advance over list; Hexagon, small lots, 1¼c advance over list; case lots, ¼c advance over list.

OIL CANS

	Tin	Galvanized
½ gal., dome top	$2 73	$....
1 gal., dome top	3 35	4 25
2 gal., dome top	5 17	6 75
5 gal., dome top	8 24	14 85

OILS
"Buffolite," 20c; Ideal Thresher, 35c; "B" Castor machine oil, 30c; Buffalo Engine gasoline, 31c; Buffalo "A" gas engine oil, 45c; Royal gasoline, 32c; Family Safety coal oil, 19½c; "Engoline" engine coal oil, 15*c; Summer Black oil, 19c; Kelso engine oil, 45c; Silver Star oil, 16*c; Royalite oil, 17c; Standard gas engine oil, 42c; Prairie Harvester oil, 40c.

DRY COLORS
Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c; less than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $14; 15 lb. for less.

PICKS, Clay, 6-7, $6.25 per dozen.

IRON PIPE

Per 100 Ft	Black	Galv.
¼ inch	$ 3 87	$ 6 30
⅜ inch	3 96	6 39
½ inch	5 09	6 89
¾ inch	6 21	8 60
1 inch	9 14	12 74
1¼ inch	12 33	17 19
1½ inch	14 76	20 57
2 inch	19 90	27 68
2½ inch	31 42	43 74
3 inch	41 04	57 15
3½ inch	49 41	.....
4 inch	58 50	.....
4½ inch	73 22	.....
5 inch	85 40	.....
6 inch	110 70	.....

GALVANIZED IRON PIPE
¼ in., $6.25; ⅜ in., $6.35; ½ in., $6.70; ¾ in., $8.25; 1 in., $1245; 1¼ in., $16.50; 1½ in., $20; 2 in., $27.20; 2½ in., $43.05; 3 in., $56.20.

PLASTER, Paris, per bbl., $3.75.

PARIS GREEN
In 1-lb. pkgs., full cases, 44c lb.; less, 44c lb. In ½-lb. pkgs., full cases, 46c lb; less, 46½c lb.

PLATES, CANADA
18 x 21 per box, half polish, $5.25, full polished $6.25; 18 x 24, half polished $5.25, full polished $6.25; 20 x 28, half polished $5.50, full polished $6.50.

PLOW SHARES.....10c per lb.

POINTS
Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY
100-lb. irons 3 25
25-lb. irons, per cwt. 3 50
1½-lb. tins 0 07

RIVETS AND BURRS
Iron rivets, 30 per cent; copper, No. 7, 66c lb.; No. 8, 66c; No. 9, 67c; No. 10, 71c; No. 12, 75c.
Five-lb. assorted boxes, No. 8 gauge, 74c lb.; No. 10 gauge, 79c lb.
Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 68c; No. 10, 71c; No. 12, 76c.

ROPE
Sisal, 16½c base; pure Manila, 24c base; British Manila, 19c base; lath yarn, 16½c base; African hemp, 19c base; cotton rope, ¾ and over, 34c.
Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell.) 25 per cent. off.

SAWS, BUCK
Happy Medium and Watch Spring, $5; Lance Tooth or Lightning Blades, $5.25; New Century, $7.25.

SCREWS
Bright iron round head, 62½ p. c.; flat head, 67½ p.c.; round head, brass, 30 p.c.; flat head, brass, 32½ p.c.; coach, 40 p.c.

BLACK STEEL SHEETS
10 gauge 5 00
12 gauge 5 10
14 gauge 5 00
16 gauge 5 10
17-24 gauge 4 50
26 gauge 4 60
28 gauge 4 75

SHOVELS AND SPADES
Shovels—Fox and Otis, D.H., Sqr. Pt., $9.40 per doz.; D.H., Rd. Pt., $9.40; L.H., Sqr. Pt., $9.40; D.H., Rd. Pt., $9.40; Bulldog and Jones, D.H., Rd. Pt., $10.95; D.H., Sqr. Pt., $10.95; L.H., Rd. Pt., $10.95; L.H., Sqr. Pt., $10.95; Black Cat and Crescent Scoops—No 4, $10.15 per dozen; No. 6, $10.80; No. 8, $11.50; No. 10, $12.20. Moose and Jones Scoops—No. 4, $11.20; No. 6, $11.85; No. 8, $12.50; No. 10, $13.05 per dozen.

SOLDER Per pound, 30 to 31c.

SPIKES
Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES
Bright wire, per cwt., $3.90 at Fort William, $4.30 Winnipeg; galvanized staples, $4.70 Fort William; $5.10 Winnipeg.

STEEL
Sleighshoe, $3.50 base per cwt.; plow, common, $5.50; crucible plow, $6.60; angle, $4; harrow, $3.25 base; east, octagon tool steel, 10¼c base; square tool, 11¼c base; spring, $4; machine, $4.50 base; tire, $4.

STEEL BLACK SHEETS
10 gauge, $5; 12 gauge, $5.10; 14 gauge, $5; 16 gauge, $5.10; 17 to 24 gauge, $4.50; 26 gauge, $4.60; 28 gauge, $4.75.

STEEL HOOPS
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES
40 per cent. off list.

TACKS. Carpet, 70-10% off list.

TIES. Cow, 40 per cent.

TIN AND TIN PLATE
Block tin, 58c per lb. Per Box
20 x 28 I.C. $14 50
20 x 28 I.X. 16 00
20 x 33 I.C. 17 00
Fern plates 12 00

TURPENTINE
Per gal., barrel lots, 80c.

VISES
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $7.50 each; over 45 lbs., 18c lb.

WASHERS
Iron, small lots, 25 p.c. + 75c; full boxes, iron, 30 p.c. + 75c.

WHITE LEAD
Decorators' pure, ton lots, $14.55; less than ton lots, $14.85.

WIRE, BARB
Lyman, 4-point, $3.50 f.o.b. Ft. William, $3.75 Winnipeg; Glidden Cattle, 2 pt., $3.35 Ft. William, $3.60 Winnipeg; Baker 2 pt., $3.20 Ft. William, $3.55 Winnipeg; Winnipeg, $2.95; plain twist, cwt., Ft. William, $3.90; Winnipeg, $4.30; plain galvanized, Ft. William, No. 9, $4.10; No. 12, $4.50; No. 13, Winnipeg $4.25, Ft. William $4.75; coil spring, Ft. William, No. 9, $4.05; No. 12, $4; Winnipeg, No. 9, $4.35; No. 12, $4.30.
Patented screen in 100-ft. rolls, $2.50 per hundred sq. ft.; in 50-ft. rolls, $2.60 per 100 sq. ft.

WIRE, PLAIN
Bale ties, 14 gauge, single loop, $5.55 Winnipeg; $5.15 Fort William.
Brass snare wire, per lb., 80c.

WIRE, ANNEALED.
No. 9, $4.45; 10, $4.50; 12, $4.65; 14, $4.80; 15, $4.95; 16, $5.10 per 100 lbs.

WRINGERS
Royal Canadian, $43.40 per doz.; Eze, $46.90 per doz.; Bicycle, $51.65 per doz.; Ajax, $8.75 each.



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It is *sanitary* and *durable.*

Is more economical than distemper colours and can be used where distemper cannot.

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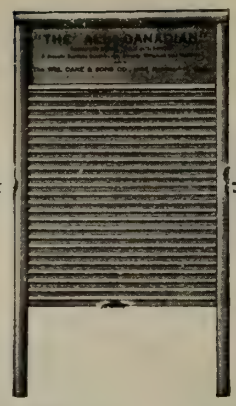
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All-Canadian grown wood, Canadian-made nails, and by Canadian workmen—that's why it's all-Canadian.

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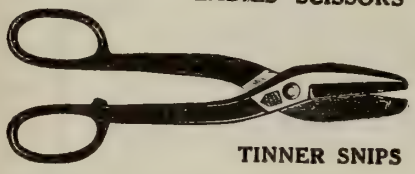
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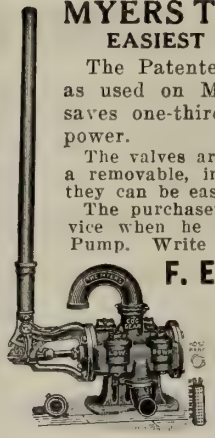
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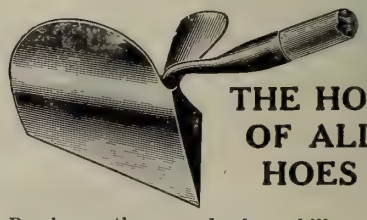
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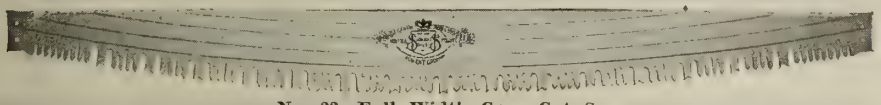
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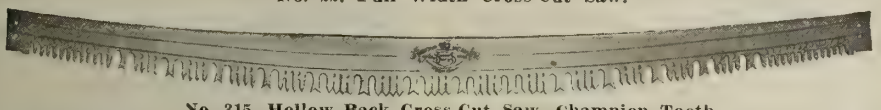
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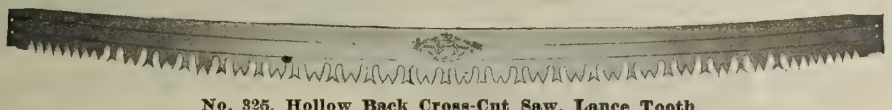
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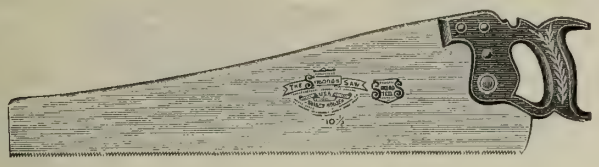


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Can you demonstrate a brush thoroughly and intelligently to a buyer? Can your salesmen? Do you and they know the perfection standards in bristles—their varieties—their adaptability for specific purposes—their shaping and their lengths? What about the binding of the bristles by ferrule or twine, or metal strip What about handles? their shape, weight, length, finish and balance? You will find the perfection of brush making in

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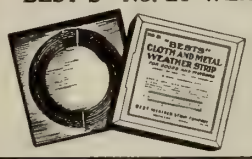
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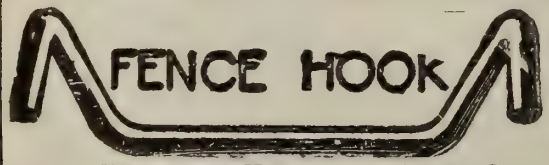
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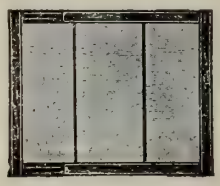
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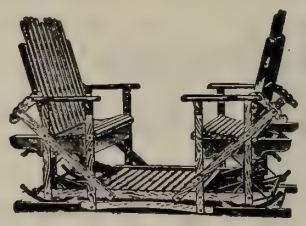
Addition to Electro Assortment

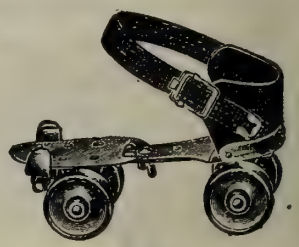
ON this page is shown an addition to Hardware and Metal's electro assortment for retail hardware dealers. With the cuts shown below the assortment now totals 219. These electros are supplied to hardwaremen at the small cost of twenty cents each. Cash with order. Sheets showing the whole assortment will be mailed on request. Since the introduction of this service by Hardware and Metal, orders have been received from all parts of Canada and many of the largest retail concerns in Canada are now using Hardware and Metal electros regularly in their newspaper and circular advertising. Many merchants in the small towns have also taken advantage of this service. Be sure and order by number.


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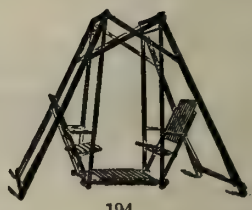

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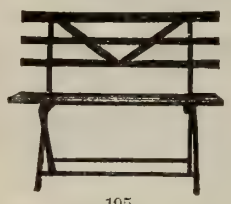

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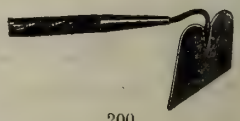

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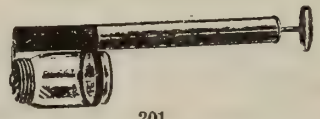

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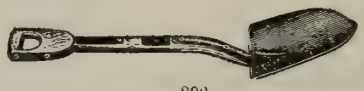

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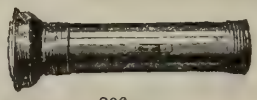

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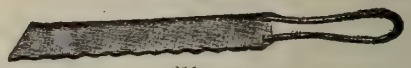

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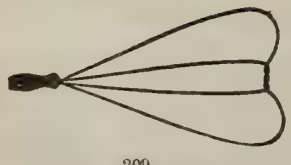

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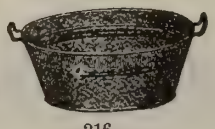

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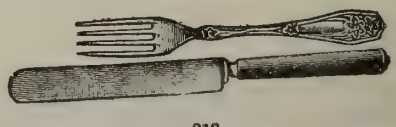

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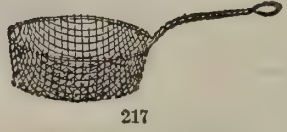

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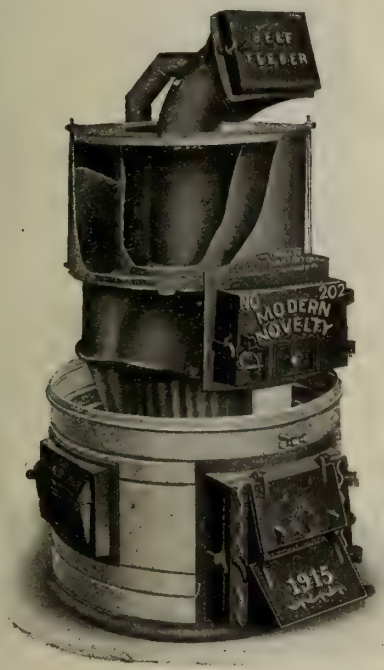
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DEALERS, ATTENTION

NOVELTY SELF-FEEDER *HOT AIR* FURNACES *are the best sellers*

The whole trade wants them because they make sales; because they save—
TIME, LABOR, COAL

Because they heat equally
ALL DAY and ALL NIGHT



The self-feeder principle places "NOVELTY" furnaces, which have been leaders for 30 years, away ahead of all others and—
THEY COST NO MORE

Write now for Catalog and Prices.

Toronto Furnace & Crematory Company, Limited

HEAD OFFICE :
111 King St. East, TORONTO

See our display, Stove Building, at Toronto National Exhibition.

LONDON HIGH GRADE BAR IRON

We have economical and correct methods of production, which means that you get bar iron that is absolutely reliable in toughness, strength and workability at the lowest prices.
The consignments you receive from time to time are the same through and through.
Carry a stock for your customers—a splendid profit awaits you. If you prefer we can ship direct from mill.

London Rolling Mills Co., Limited, London, Canada
Sales Agents:
Manitoba, Bissett & Webb, Limited, Winnipeg; British Columbia, McPherson & Teetzel, Vancouver

I.N.C. NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.
ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

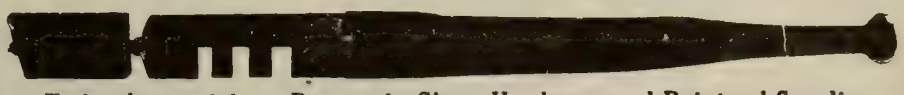
MONEL METAL

We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.
Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.
Send Inquiries Direct to Us.

The International Nickel Company
43 EXCHANGE PLACE, NEW YORK

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies
Agents: A. RAMSAY & SON COMPANY, Montreal.

KINDLY MENTION THIS PAPER WHEN ANSWERING ADVERTISEMENTS

If interested, tear out this page and keep with letters to be answered.

Condensed or "Want" Advertisements

There is always someone, somewhere, who is looking for just such a proposition as you have to offer—and it is more than likely that he is a hardwareman and a subscriber to HARDWARE AND METAL. Let an advertisement on this page bring you together.

RATES (payable in advance): 2 cents per word first insertion, 1c per word subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word.

SITUATIONS WANTED

THE "CHANGING TIME" IS GETTING near. There are many firms who have vacancies on their sales or office staffs to fill during the next few months. If you want to qualify for some of these vacancies, tell your story briefly in a Condensed Advertisement, and try in out in Hardware and Metal. A twenty-five word advertisement may land you a permanent position with splendid prospects.

HARDWAREMAN, 13 YEARS' RETAIL EXperience, desires better position, either retail, wholesale or travelling. Age 29, married, teetotaler. Apply Box 402, Hardware and Metal. (45)

AGENCIES WANTED

MANUFACTURERS AGENT WITH WIDE connection among retail and wholesale hardware trade, desires agency for good lines in Toronto district. Would not object to covering larger territory when necessary. Have own car for local work. George H. Carson, 60 Wilson Ave., Toronto. (45)

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

STORE EQUIPMENT FOR SALE

YOU MUST HAVE A LOT OF OLD FIXtures around the store which are no longer of any value to you, but would prove very useful to someone else in the hardware business. Find a purchaser for this equipment through an advertisement on Hardware and Metal's Condensed Ad. Page.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using, would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

HARDWARE WINDOW DRESSING—THIS is the first book ever written devoted exclusively to Hardware Display. There are 256 pages and over 200 illustrations with full working descriptions. It is the purpose of this book to illustrate and explain how hardware windows may be dressed to the best advantage—how they can be made to sell goods. It is not a theoretical work but a collection of specimens of the best work and ideas of the most expert window dressers in the world. These men have contributed their experience covering the many phases of hardware window display. This volume, therefore, represents the sum total of information on this subject presented as concisely as is consistent with clearness. By following the simple illustrated directions given in "Hardware Window Dressing" any clever clerk can put in good hardware displays at no cost whatever. Size 8 x 11 inches. Price $2.60 postpaid. MacLean Pub. Co., 143 University Ave., Toronto.

SITUATIONS VACANT

WANTED—GOOD HARDWARE MAN WITH at least ten years' experience; permanent position, eastern Ontario; interest in the business open for the right man. State age, experience and salary expected. Box 403, Hardware and Metal. (44)

BUSINESS CHANCES

$15000 — HARDWARE — ONE OF THE best in western Ontario; splendid stand; large town; owner up in years, retiring. John New.

LET JOHN NEW, 154 BAY STREET, TOronto, sell your business. (4)

HARDWARE AND FURNITURE BUSINESS for sale in one of the best towns in western Ontario; reason for selling, outside interests. Apply Box 401, Hardware and Metal. (44)

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited. Room 314, Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

HARDWARE STORE BUSINESS METHODS —The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include: Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business; Changing a Credit into a Cash Business, etc. 220 pages. Price $1.10, postage paid. MacLean Pub. Co., 143 University Ave., Toronto.



There's good Profit in

HEARTH FURNITURE

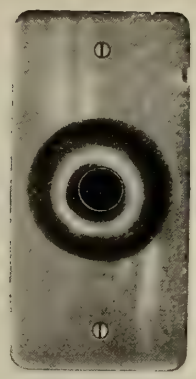
and an extra profit. For in selling hearth furniture — **Fire Irons, Andirons, Portable Baskets, Grate and Spark Guards**— —you are increasing turnover. That is, you are not merely replacing our line with another, but are **Creating Brand New Business.**

The Season for good selling is at hand. Have stock now. Seeing it sells it. Have our catalogue to show customers. Remember, we specialize in hearth furniture. This gives you variety, close prices and immediate service.

Write us to-day.

Winfield Brewster
HESPELER, ONT

ATTRACTIVE PUSH BUTTONS



Cat. No. A529.
Loose Back 2" x 4".
Door Push.

Supplied in Bronze, Polished Brass, Brushed Brass, Antique Copper and Nickel finishes.

We have a large selection of good sellers to choose from.

Write for our Catalogue "A" on Electric Bells and Accessories.

FACTORY PRODUCTS LIMITED TORONTO FPL

Factory Products, Limited
Toronto, Ontario

Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS



GOLD MEDALS. GRAND PRIX.

JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

GEORGE BUTLER & CO., LTD., Sheffield, England
London Showroom, 62, Holborn Viaduct, E.C.
CANADIAN REPRESENTATIVE
G. A. MARSHALL 70 Lombard Street, Toronto

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a Want Ad. in this paper.

ORIGINAL "HENDRYX" NEW STYLE

A WORD FOR QUALITY

THERE IS ONLY ONE

"HENDRYX" Mission Cage



No. 8000

and it is not equalled in finish and detail by any other maker.

The name "HENDRYX" is always stamped on the under side of the base. The two styles illustrated are made only by

THE ANDREW B. HENDRYX COMPANY

NEW HAVEN, CONN.



No. 8020

The Best Washing and Wringing Machine Buy in Canada To-day

New Idea Electric "A"

Both wash and wring at the same time or separately.

Both can be furnished to operate by Electric motor or Gasoline, Steam or Windmill power.



Seafoam "B"



They're chasing labor and worry from thousands of CANADIAN homes.

Every CUMMER-DOWSWELL washer has an oval label, it means a lot, and always means "TOP GRADE."

Made at Hamilton by

Cummer-Dowswell, Limited





High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.





A Good Vise for Household and Amateurs

Dozens of your customers need and want a vise—but perhaps they don't know it! If you bring it to their attention, they'll say "the very thing I have been wanting!" and a sale, with a good profit in it, is made, and the sale of one tool means another very often.



This vise of our making is of high-grade cast iron, screw is made of ½-inch malleable iron. Jaws are ground and 1¼" wide, opening two inches. Supplied in black Japanned finish unless otherwise ordered.

Write for Catalogue. It shows actual photographs of our complete line of machinists' and wood-workers' tools.

NATIONAL MACHINERY & SUPPLY CO., LTD. - HAMILTON, CANADA

If interested, tear out this page and keep with letters to be answered.

Look for the full name

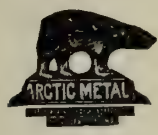
Russell Jennings

stamped on the round of our

Auger Bits

Theoriginal double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
CONN., U.S.A.

Arctic  **Metal**

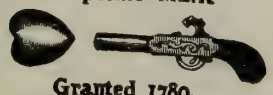
FOR HIGH SPEED — Try It. — FOR HEAVY PRESSURE

Every Pound Guaranteed.

Tallman Brass & Metal Co.
HAMILTON, ONT.

Jonathan Crookes & Son

Corporate Mark

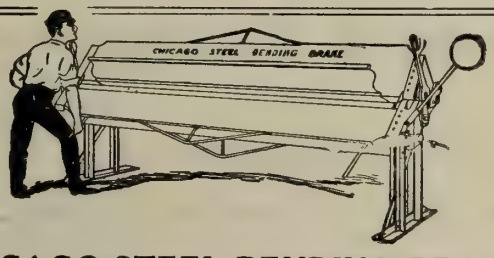
Sheffield  England

Granted 1780.

SUPREME CUTLERY



For Sale by Leading Wholesale Houses



CHICAGO STEEL BENDING BRAKES
MADE-IN-CANADA

Are the most economical, most accurate and have the most simple working arrangements of any brake made.

WRITE FOR CATALOG AND FULL PARTICULARS.

The Steel Bending Brake Works Ltd., Chatham, Ont.

THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.
New York Montreal Philadelphia
London, Eng.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

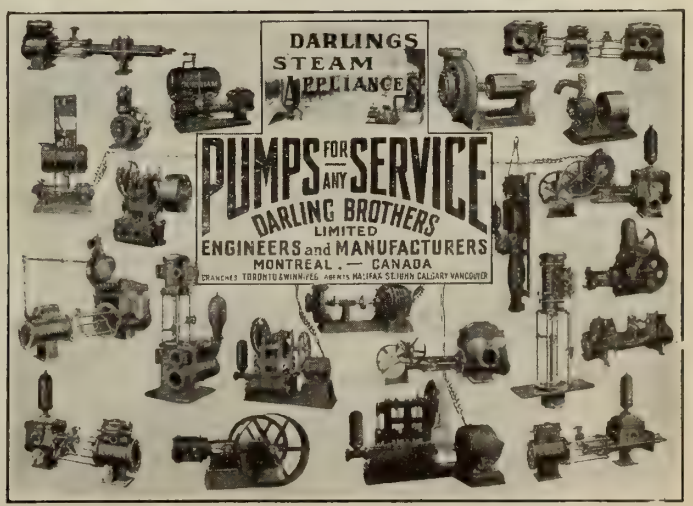
CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK  GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL



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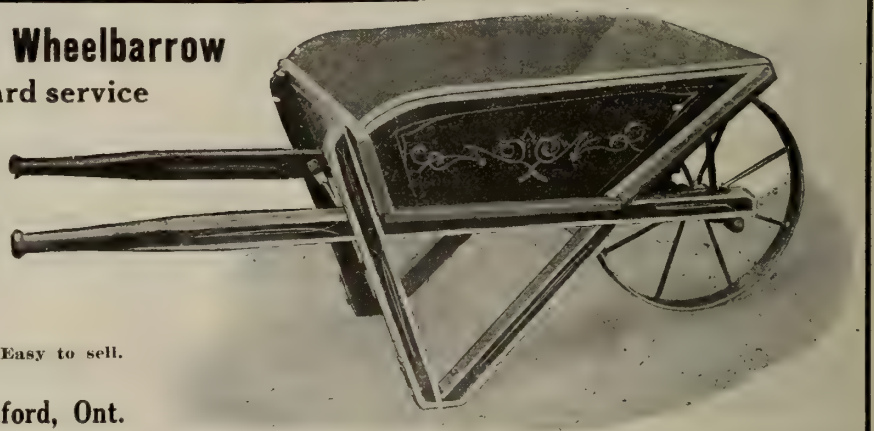
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An extra strong, serviceable Wheelbarrow

for heavy hauling and hard service

Easy Running Light—Durable

When loaded and raised for wheeling the load is well balanced over the wheel and requires little effort in lifting, so that almost the entire exertion is utilized for moving the loaded barrow forward. The legs are framed on the truss principle and are bound by wrought iron shoes, so that nothing can become loosened by hard usage such as slipping over rough surfaces. The box is of good sound stock, the frame is oak, and the shoes and braces are wrought iron. The wheel is of steel.



Principaliy designed for the use of contractors. **Easy to sell.**
A sure satisfaction-giver.

The Schultz Bros. Co., Limited, Brantford, Ont.

Winning the Buyer's Favor

The best possible buyer is not made an actual buyer at a single step.

It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising.

Under ordinary conditions it should not be expected to do more.

To Investors

THOSE WHO, FROM TIME TO TIME, HAVE FUNDS REQUIRING INVESTMENT, MAY PURCHASE AT PAR

DOMINION OF CANADA DEBENTURE STOCK

IN SUMS OF $500 OR ANY MULTIPLE THEREOF.

Principal repayable 1st October, 1919.

Interest payable half-yearly, 1st April and 1st October by cheque (free of exchange at any chartered Bank in Canada) at the rate of five per cent per annum from the date of purchase.

Holders of this stock will have the privilege of surrendering at par and accrued interest, as the equivalent of cash, in payment of any allotment made under any future war loan issue in Canada other than an issue of Treasury Bills or other like short date security.

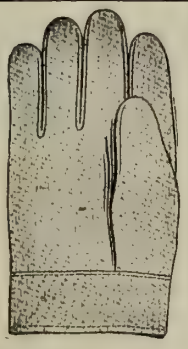
Proceeds of this stock are for war purposes only.

A commission of one-quarter of one per cent will be allowed to recognized bond and stock brokers on allotments made in respect of applications for this stock which bear their stamp.

For application forms apply to the Deputy Minister of Finance, Ottawa.

DEPARTMENT OF FINANCE, OTTAWA,
OCTOBER 7th, 1916.

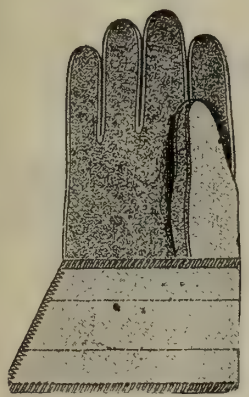
Cotton Gloves for furnace work



Right now our Cotton Gloves are in great demand. You can sell two or three pairs at a time to each customer, so low-priced and desirable are they; every pair sold makes a friend for all the

TAPATCO
REGISTERED BRAND TRADE MARK

Line of Cotton Gloves



These come in many styles—Gauntlet, knit wrist or band top; in heavy, medium or light weights; also leather tip, and leather face; and jersey gloves and mitts, in tan, slate, or oxford. The Tapatco Line has no real rival. These gloves meet a common need at a price everybody likes.

Order from your jobber.

THE AMERICAN PAD & TEXTILE CO.
CHATHAM, ONT.

Who is Your Customer?

THE finding, holding and multiplying of customers is your great business—probably your great problem. There's no royal road—no priceless route—to them. The plain way to find, interest and persuade them is the well-traveled way, the way of Public Advertising.

But the ideal medium—what is it?

If you are seeking a single medium of potency, of prestige, of sufficient circulation, you will find it in

MACLEAN'S MAGAZINE

You know of this magazine, but do you know it through use?

It can't do everything, but it can do much. It can make your product, commodity or service known nationally—and this at small cost per annum.

N.B.—Objectionable advertising not accepted. Both editorial and advertising columns are closely censored to keep them clean and decent.

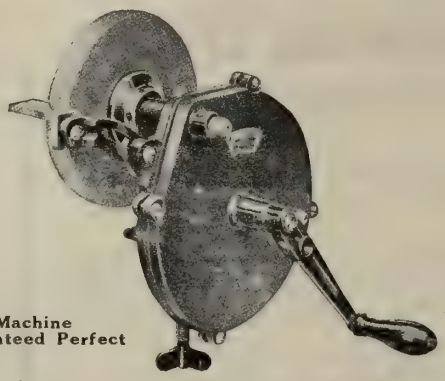
Published by
The MacLean Publishing Co., Limited
143-153 University Avenue, Toronto, Ontario

If interested, tear out this page and keep with letters to be answered.



American Self-Oiling Grinders

COST NO MORE THAN ORDINARY GRINDERS



Every Machine Guaranteed Perfect

Tool Grinders Sickle Grinders Power Grinders

Excellence in workmanship, material and finish. Order from your jobber. Insist on American Self-Oiling Grinders with Malleable Clamps. They sell best and give full measure of satisfaction. If he does not handle, write direct to factory or

American Grinder Mfg. Co., Milwaukee, Wis.

WESTERN AGENTS: Merchants Hardware Specialties, Calgary, Alta. EASTERN CANADA AGENTS: John H. Graham & Co., 113 Chambers Street, New York City.

JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office



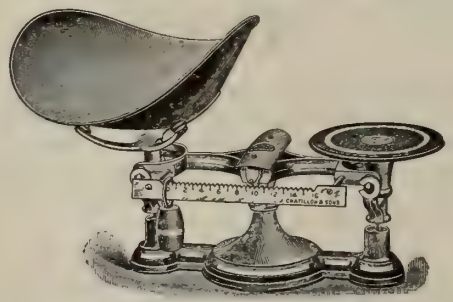
Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Our new Catalogue fully illustrated, mailed free on Application to wholesale Hardware Merchants.

Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W., Toronto
Western: W. T. McArthur & Co., 1128 Homer St., Vancouver, B.C.

CHATILLON SCALES



are second to none. They are made in every style and capacity for every purpose—strong, durable and accurate.

They will bear the most critical Government inspection.

We also make a great variety of scales to order, for special purposes and in various capacities.

Scales for testing, counting, estimating, etc.

JOHN CHATILLON & SONS

85 Cliff Street New York City

Scale Makers Since 1835

Pumps that Carry Good-Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.



They are metal — hand-fitted valves — air-tight — strong — lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

WRITE

The R. McDougall Co.,

LIMITED

GALT, CANADA

If interested, tear out this page and keep with letters to be answered.

SHEET COPPER

STOCK OR IMPORT

Reasonable Price *Prompt Service*

The Roofers Supply Co., Limited Toronto, Ont.

Importers, Jobbers and Manufacturers

"Multiped"

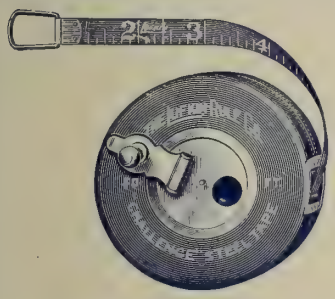
The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

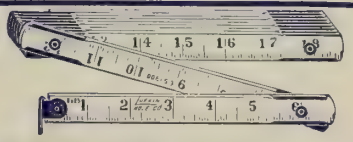
MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver





BOXWOOD RULES



SPRING JOINT WOOD RULES

MEASURING TAPES

On these lines

THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.

can give you the very best of service and satisfaction.

LUFKIN GOODS ARE WIDELY KNOWN AND HAVE THE HIGHEST REPUTATION FOR ACCURACY AND FAULTLESS SERVICE

STOCKED BY JOBBERS. SEND FOR CATALOGUE.

TINKER TOM'S TALKS

Talk Number Seventy-three



Why is one Sheet level while another is wavy and buckled? It's because of not being rolled properly in the Mill. You'll notice all "PREMIER" GALVANIZED SHEETS are the flat, smooth kind. They don't fly up and hit you in the face. Your jobber can fix you right on "PREMIER."

TINKER TOM.

Look for Talk No. 74 next week.

DOMINION SHEET METAL CO., Ltd.

HAMILTON, CANADA

Our Thanks to Hardware Dealers

YOU have proved that a service for your benefit will win your confidence. Many of you at once saw the profit and customer-satisfaction to be gained by a liberal use of our *Warehouse Department.* To you we extend our thanks for making this department a huge success.

To those of you who are not using this *Hardware-dealer-service,* and thereby losing a share of profitable trade, let us explain what it means to you.

Nearly two years ago we placed a big stock of Bars, Sheets, Bolts, etc., at your disposal, so you could have your order shipped within 24 hours of its arrival in our office.

This Stock Consists of:

Bars.
Rounds, Squares and Flats.
Mild Steel.
Reinforcing, Cast Steel.
Machinery Steel.
Sleigh Shoe Steel.

Rivets.
Boiler, Structural and Plate. All sizes.

Sheets.
Blue Annealed.
Black Sheets.
Galvanized.

Angles and Tees.
Black, ¾ in. up.

Bolts, Nuts and Spikes.
Machine, Carriage, Patch and Stay Bolts.
Ship and Shimming Spike.

Tubes.
Lap Welded and Cold Drawn. Seamless.

Plates.
Boiler and Tank.
Chequered.

Rails.
8 to 80 lbs. per yard.
New and relaying.

Turnbuckles.
All sizes with stubs.

We offer you the advantage of securing your material in the exact size required. This saves you paying freight on waste, also time, and labor otherwise required for alterations. We try, whenever possible, to include your order with carload lots, thus giving you advantage of lower freight rates.

Your order is followed through our tracing department, ensuring delivery of goods as quickly as possible.

There is no question as to our offering you equal —or even better—service and price than can be obtained elsewhere.

Write us now for our monthly stock list.

Manitoba Bridge & Iron Works, Limited, Winnipeg

EXPORT SECTION, PAGES 17—58

HARDWARE AND METAL CANADA

Vol. XXVIII
No. 45

November 4
1916

Publication Office :
TORONTO, CANADA

EXPORT Number

PAINTS

VARNISHES

Canada's Most Popular Paint

Easiest and Most Profitable to Sell



STAINS

ENAMELS

CORRESPONDENCE INVITED

Address
Head Office,
MONTREAL, CANADA

THE MacLEAN PUBLISHING COMPANY, LIMITED

Staunton Superior Wall Papers

MADE IN CANADA

WALL PAPERS



WALL PAPERS

A handsome decoration from the current season's offering.

A complete range of all grades of general patterns and specialties with many of which Staunton "Ready-Cut" Borders and Trimmers form a particularly attractive feature.

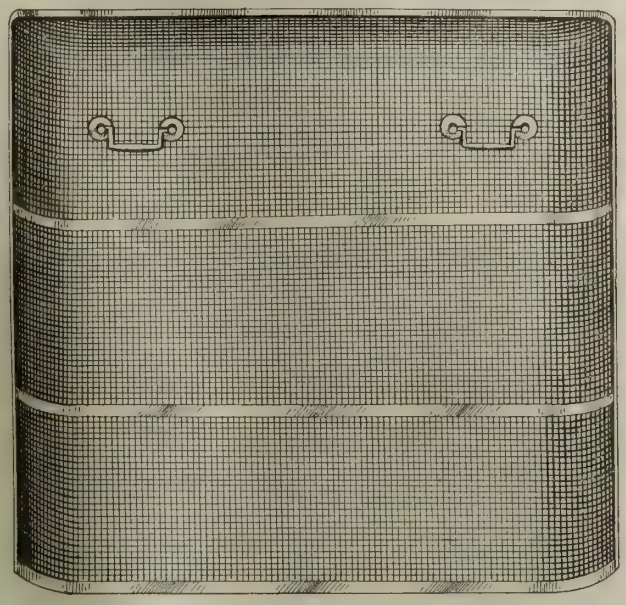
Supplementary to our home market, we are promotiug the extension of our export trade and solicit enquiries from distributors of Wall Papers outside of the Dominion of Canada.

STAUNTONS LIMITED

Wall Paper Manufacturers

TORONTO CANADA

Fire-place Screens



"XL" MISSION

We recommend this as being the most handsome screen on the market.

Our line is complete and of the highest quality.

Canada Wire & Iron Goods Co., Hamilton

We manufacture all grades of Wire Cloth and General Wire Work. We solicit your enquiries.

"P. & W. Co."

SMALL TOOLS

made by good workmen from good material are essentially accurate and serviceable.

You and your customer are protected by our guarantee.

If your dealer can't supply you "P. & W." tools, we will be pleased to.

Pratt & Whitney Company of Canada
LIMITED

Dundas, Ont. - - Canada

Montreal, 723 Drummond Bldg.
Vancouver, 609 Bank of Ottawa Bldg.
Winnipeg, 1205 McArthur Bldg.

To Investors

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For application forms apply to the Deputy Minister of Finance, Ottawa.

DEPARTMENT OF FINANCE, OTTAWA,
OCTOBER 7th, 1916.

A Ready Reference Table

For your convenience we have compiled at the right a list by means of which it is possible to tell at a glance just what your electrical requirements are, what they should cost, and what we are prepared to furnish.

The value to you of being able to purchase all of your appliances of one well-known and generally recognized brand is of course considerable.

It is, however, of still more and lasting value to you and to your customer to know that greater heat from less current and longer wearing qualities result from every article stamped with the Universal trade-mark.

LANDERS, FRARY & CLARK

New Britain, Conn.

A. Macfarlane & Co., Montreal



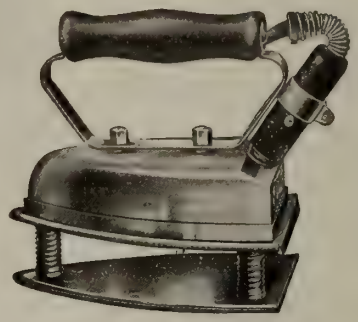
No. E916 - - - $4.50.



No. E921 - - - $12.00.



No. E9166044 - - - - - - $38.50.



No. E905 - - - $4.50



No. E9044 - - $10.75.



No. E9635 - - $9.25.

UNIVERSAL ELECTRIC HOME NEEDS

constitute the most complete line of electric appliances now in the market. Among the great range of patterns and finishes at all prices some numbers can easily be found to suit particular conditions.

A glance at the following index will show the chief divisions under which they fall with both extremes in prices shown.

COFFEE PERCOLATORS
$8.75 to $18.26.
COFFEE URNS
$12.00 to $27.50.
COFFEE URN SETS
$24.75 to $52.25.
TEA BALL TEA POTS
$10.75 to $16.00.
TEA BALL SAMOVARS
$11.50 to $18.25.
HOT WATER KETTLES
$10.00 to $16.50.
CHAFING DISHES
$12.00 to $22.50.
VEGETABLE DISHES
$13.25 to $18.25.
ENTREE DISHES
$13.25 to $16.50.
SINGLE RANGE
$13.75.
DOUBLE RANGE
$22.00 and $23.50.
DISC STOVES
$7.25 to
EGG BOILERS
$8.25 and $10.00.
TOASTERS
$4.50 to $7.00.
RADIATORS
$7.25.
MILK WARMER
$8.25 and $10.00.
HEATING PAD
$8.25.
SHAVING MUG
$5.50 and $6.50.
CURLING IRON
$5.00.
IMMERSION HEATER
$4.50 and $5.00.
IRONS
.50 to $6.50.

If you have not our latest catalogue, tear out this page for a condensed and handy reference.

When further information is desired, write for catalogue No.

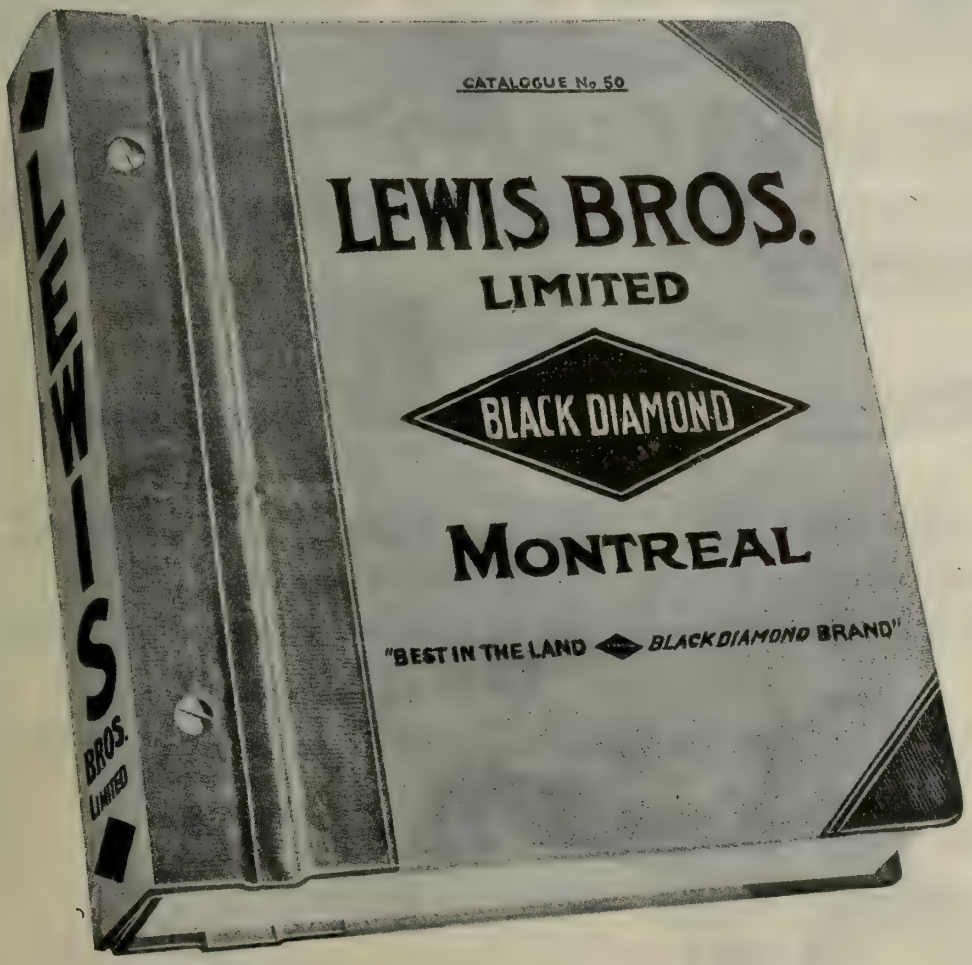
UNIVERSAL

If interested, tear out this page and keep with letters to be answered.

Just for a Starter—

Send in Your

MAIL ORDERS



We are quick Shippers

We have the goods and we give the service

Your time is worth money

You can save it

If you buy hardware you will find in this book we have illustrated every article, and every illustration is exactly true to the goods it represents. Our general catalogue was built with the intention of making it of the greatest assistance possible to hardware dealers in making up their "Mail Orders."

A copy of this book should be in the hands of every live dealer.

MAIL ORDERS when sent to us WILL MAKE YOU MONEY

Give Your Customers Real Service

LEWIS BROS., LIMITED, MONTREAL

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

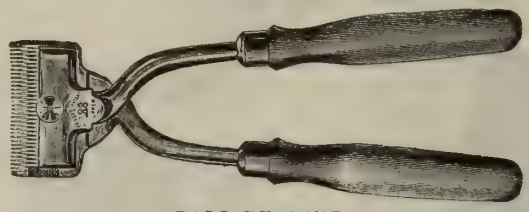
If interested, tear out this page and keep with letters to be answered.

PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

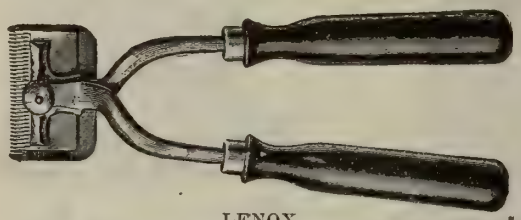
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about $2.50.

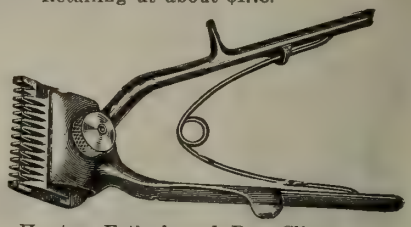


NEW MARKET PATTERN
Retailing at about $1.75.



LENOX
Retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.

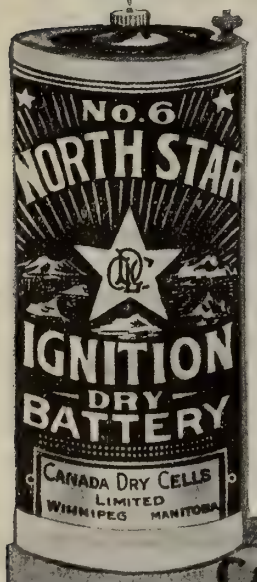


Hunter, Fetlock and Dog Clipper
Retailing at about $1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL

Canadian Agents for Wiebusch & Hilger, Ltd., New York City





THE RESPONSE IS QUICK AND STRONG

Surprising the life and power packed in a NORTH STAR NO. 6 cell. It's easily explained. Everything in it from the carbon to the can is the best that money can buy. THE NORTH STAR contains all that experience, careful workmanship and the best machinery can produce. Any failure to put the best into North Star is a boost for friend competitor.

You can see, Mr. Hardwareman, we dare not take chances with anything but the best. Nor do we ask you to do so. NORTH STAR Batteries will return a profit to you, give service and satisfaction to your customers, and reflect credit on its manufacturers.

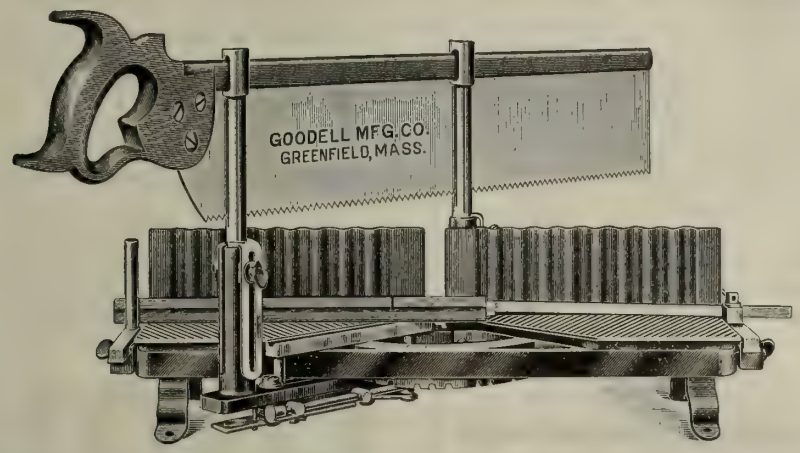
THE WESTERN BATTERY FOR THE WESTERN NEED

NORTH STAR cells are handled by your jobber.

CANADA DRY CELLS, LIMITED, WINNIPEG, CANADA

GOODELL-PRATT

1500 GOOD TOOLS



GOODELL ALL-STEEL MITRE BOXES

AND GREENFIELD DRILL CHUCKS

For ten years the Goodell ALL-STEEL Mitre Box has been gaining favor with mechanics because it is non-breakable.

The total amount spent for replacements and repairs of Goodell Mitre Boxes has amounted to less than fifteen dollars in ten years.

Durability is but one of the Goodell features. An automatic lock to hold the saw elevated. A stop regulates the depth of cut. Saw lever locks automatically at all regular angles. Instantly locked at other angles by pulling a small knob.

Extra angle attachment enables operator to cut angles more acute than 45 degrees. This attachment can also be used as a molding holder. Length gauge adjustable up to 20 inches.

These ALL-STEEL Mitre Boxes are made in 3 different sizes and furnished with 5 different sizes of Saws.

The Goodell line also includes an iron Mitre Box and the remarkable Greenfield Drill Chucks.

SPECIAL CATALOG ON REQUEST.

Makers of Mr. Punch

GOODELL-PRATT COMPANY

Greenfield, *Toolsmiths* Mass., U.S.A.

Makers of Mr. Punch

If interested, tear out this page and keep with letters to be answered.



Our Rotary Screw Fan Ventilators Will Cure Your Ventilation Troubles

EAVETROUGHS, CONDUCTOR PIPES, ELBOWS, SKYLIGHTS, ETC., AND CORRUGATED IRON.

BIG STOCK OF GALVANIZED SHEETS, TIN PLATES, ETC.

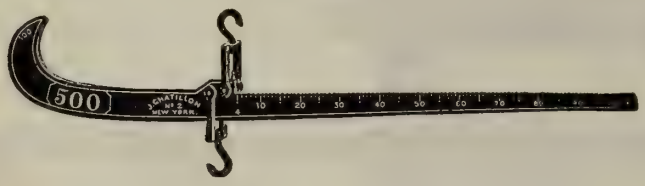
We ship while others are thinking about it.

WHEELER & BAIN 179 KING STREET EAST 108 GEORGE STREET **TORONTO**

CHATILLON SCALES

have a number of imitators but no superiors. All our scales are warranted to be accurate and perfect in workmanship.

Only the best materials for their particular purposes are used throughout. The complete line of scales we manufacture gives universal satisfaction to the user and allows a liberal margin of profit to the dealer.



This line should be in your stock—it will add to your reputation to carry Chatillon Products. It's profitable.

Write for prices, discounts and illustrated catalogue.

JOHN CHATILLON & SONS

85 Cliff Street New York City

Scale Makers Since 1835

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

REGISTERED TRADE MARK

GRANTED 1682.

By seeing that this exact mark is on each blade.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

BOLTS

We have a large stock of high grade Carriage and Machine Bolts and Coach Screws and Rivets, Nuts and Washers. All orders filled and shipped promptly

London Bolt & Hinge Works

London Canada



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."



WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

"It Pays To Advertise"

Thus ends a Plymouth dealer's letter in which he states, "We have the sample hanging close to our coils of rope and have no trouble in getting from 1 to 2 cents a lb. more for the rope than we could before."

The hank of Manila fiber referred to and shown here is one feature of the effective advertising service we furnish free to Plymouth dealers. If you sell Plymouth Rope, this advertising will help you to sell more.



PLYMOUTH CORDAGE COMPANY
NORTH PLYMOUTH, MASS. WELLAND, CANADA

INDEPENDENT CORDAGE CO., LIMITED
TORONTO, CANADA CANADIAN SALES AGENTS

If interested, tear out this page and keep with letters to be answered.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO



IDEAL IDEAL



For You--The Dealer

"IDEAL" FENCE is sold to the farmer through the dealer only. Every rod sold contains a profit for some dealer.

FOR YOUR CUSTOMER

The farmer gets full value for every dollar invested. **"IDEAL"** is made as represented. **EVERY PURCHASER IS A SATISFIED CUSTOMER.**

The "IDEAL" SPECIAL SALES PLAN

allows you to compete with "Mail-order-houses." No investment—no handling—no collections. You make a profit on every sale. You retain and strengthen your connection with the farmer.

Full particulars sent on request.

The McGREGOR-BANWELL FENCE CO., Ltd.
WALKERVILLE, ONT.

Extra Dollars Count

When trade is backward, advertised specialties help to keep the balance on the right side. All your best customers will use ***Sani-Flush;*** it saves disagreeable work and maintains a sanitary condition in the home.

Cash in on the *advertising* for **Sani-Flush**

The unique toilet bowl cleaner



A display in your store will encourage the purchase of this preparation. Each trial will make a constant user. ***Sani-Flush*** supplants nothing, but affords you a new profit.

HAROLD F. RITCHIE & CO., Limited
10-12-14 McCaul St.
TORONTO



THE WHITE MOP WRINGERS

Excel

because they wring dry, easily, quickly, neatly and perfectly.

Hundreds of thousands of them already in use, and our customers tell us they are better than advertised.

Trade-marked and Guaranteed.

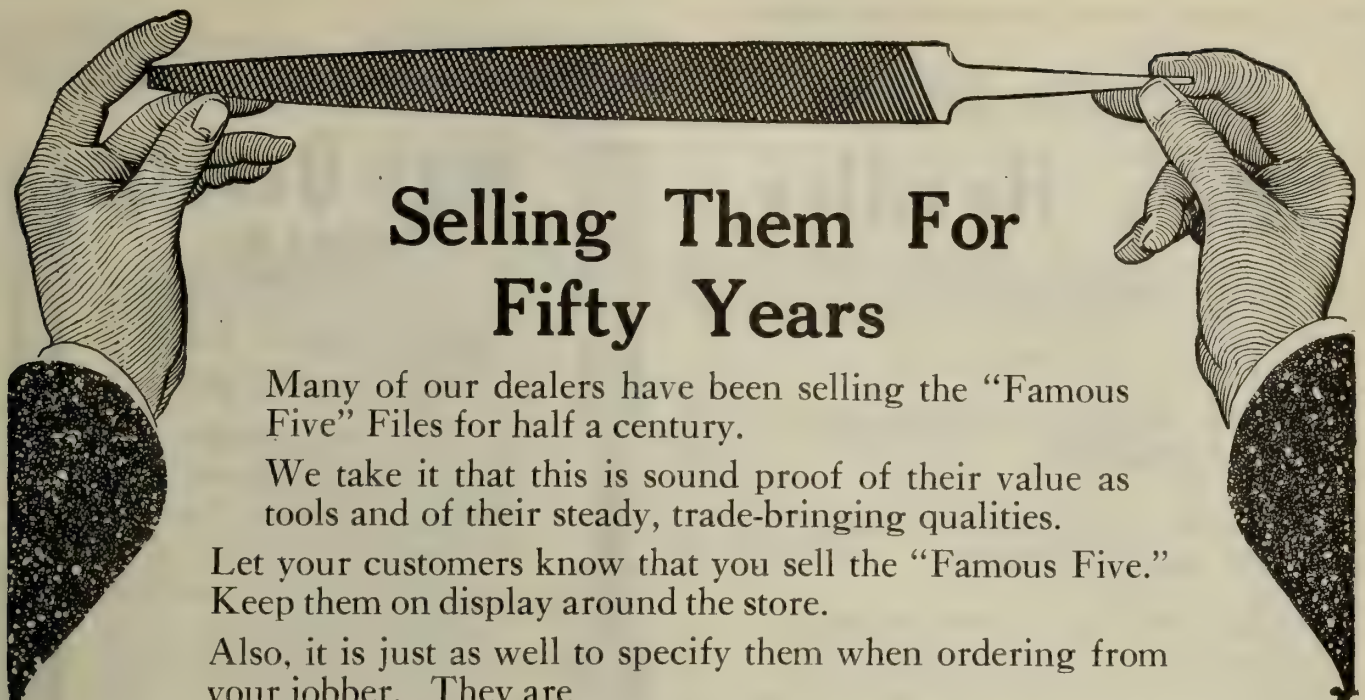
Sold by leading jobbers everywhere.

Apply to them or to us.

WHITE MOP WRINGER CO.
FULTONVILLE, N. Y.



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Selling Them For Fifty Years

Many of our dealers have been selling the "Famous Five" Files for half a century.

We take it that this is sound proof of their value as tools and of their steady, trade-bringing qualities.

Let your customers know that you sell the "Famous Five." Keep them on display around the store.

Also, it is just as well to specify them when ordering from your jobber. They are

KEARNEY & FOOT GREAT WESTERN
AMERICAN ARCADE GLOBE

(Made in Canada)

THE NICHOLSON FILE COMPANY, Port Hope, Ontario

(Jobbers Everywhere)

FREEDOM FROM VALVE TROUBLES



Fig. 403



Fig. 401



Fig. 404

is insured if you use

Jenkins Bros., Type "K," Iron Body Gate Valves

They will give you maximum protection against expensive delays, repairs and accidents at a minimum maintenance cost. Years of experience in valve construction have enabled us to reduce valve troubles to a minimum.

It will pay you to investigate JENKINS BROS.' VALVES. Write for Catalogue 8.

103 St. Remi St. JENKINS BROS., Limited MONTREAL

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Big Profits Selling
Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless and Champion.

Made of the best of Hickory, nicely finished.

All leading Jobbers stock them.

Write for prices.

J. H. Still Mfg. Co.
ST. THOMAS, ONT.





High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.
Write for catalog and full particulars.

Buck Brothers
Milbury, Mass., U.S.A.





AT LAST
WE HAVE THEM

Fibre
Vinegar
Measures

PINT QUART FUNNEL

$2.50 per Set

Used and highly commended by the Grocery Trade in the United States.

WALTER WOODS & CO.
HAMILTON and WINNIPEG

GOOD PUMPS
WITH
GOOD PROFITS

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.



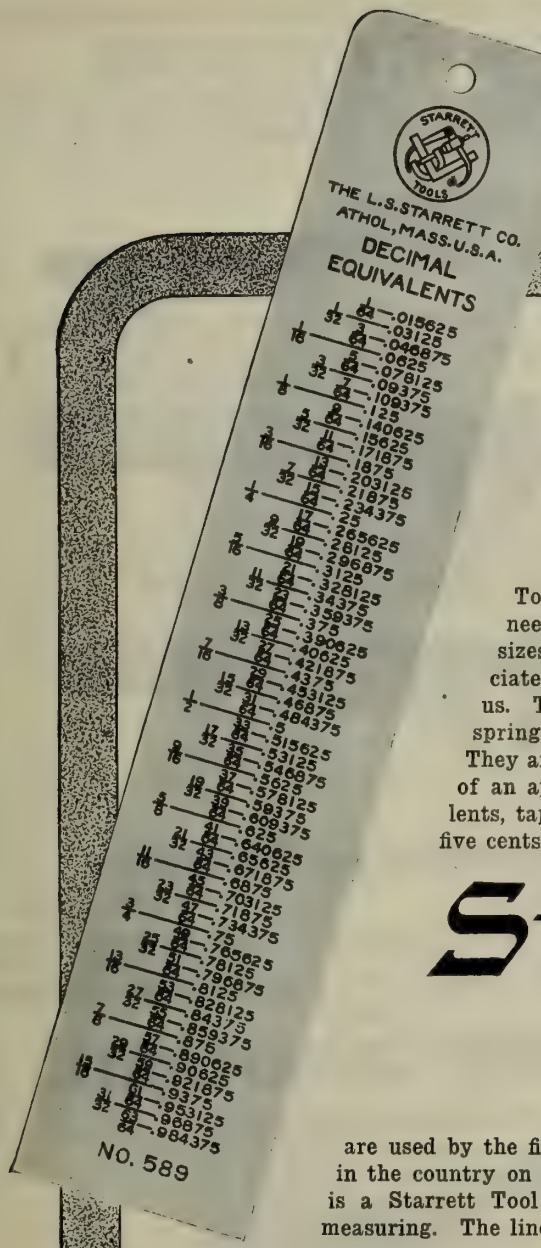
Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps — for Force or Lift use — every size, style, kind, in our big catalogue.

Write

The R. McDougall Company
Limited
GALT, CANADA

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Convenient and Durable Tables

Toolmakers and machinists have such frequent need for tables of decimal equivalents and drill sizes for machine screw taps, that they will appreciate the new convenient steel tables now sold by us. These handy, little tables are etched on thin, spring steel and have clean-cut, distinct figures. They are of convenient size to slip into the pocket of an apron or frock. Tables of decimal equivalents, tap drill sizes and drill sizes tables twenty-five cents each.

TRADE MARK

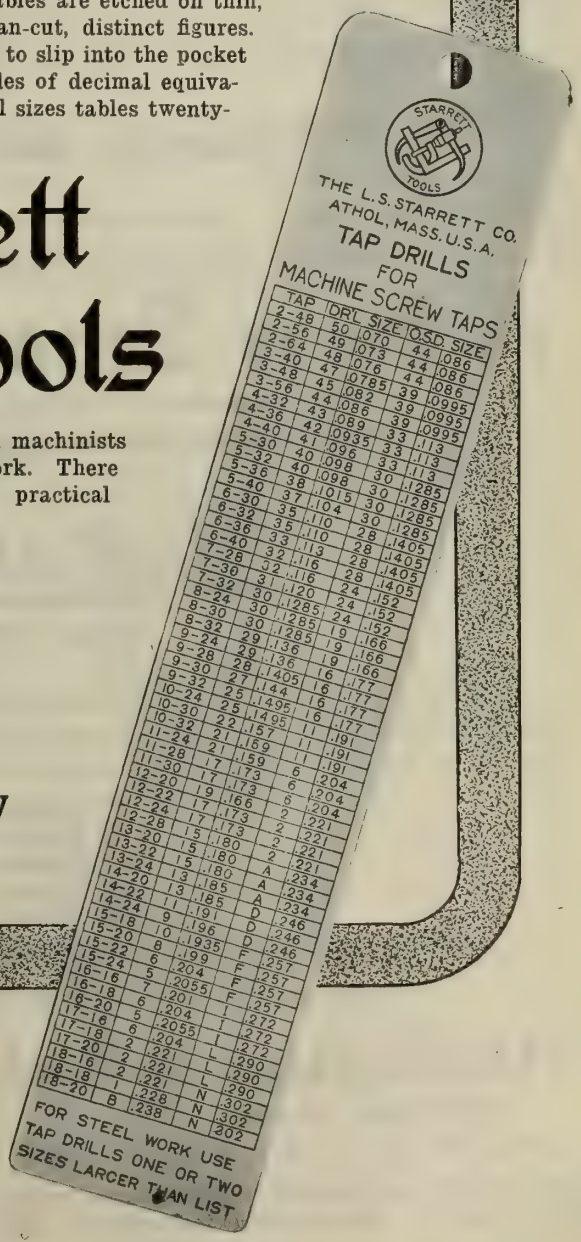
Starrett Tools

REG. U.S. PAT. OFF.

are used by the finest toolmakers and machinists in the country on the most difficult work. There is a Starrett Tool for every kind of practical measuring. The line includes:

Rules, tapes, squares, calipers, dividers, micrometers, vernier calipers, combination sets, bevel protractors, surface gages, etc.

Send for free catalog No. 21 M.A, describing the full line.



The L. S. Starrett Company

The World's Greatest Toolmakers

ATHOL, MASSACHUSETTS

42-516

THE "W & B" LINE OF SCREW WRENCHES

MADE IN CANADA

The only Pipe Wrenches made EXCLUSIVELY IN CANADA



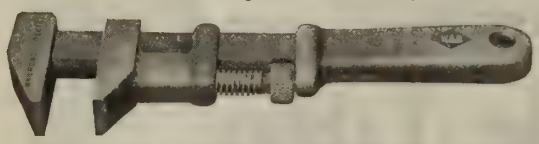
"W & B" Wood Handle Grips, Length open 6 to 14 inches.



"W & B" STEEL Handle Grips, Length open 18 to 48 inches.

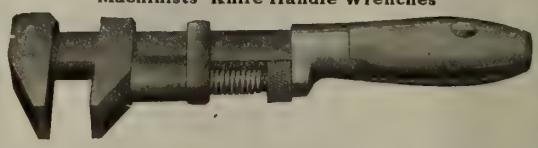
"W & B" SCREW WRENCHES MADE IN CANADA

"Railroad Special" Wrenches



This is the strongest and best HEAVY DUTY Wrench made. Head and Bar Drop Forged in one piece from selected steel. Extra heavy jaws thoroughly case-hardened. Indestructible iron handle. FITTED WITH "W. & B." EASY ACTING SCREW

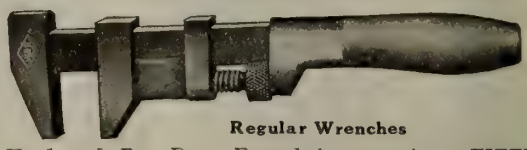
Machinists' Knife Handle Wrenches



This is the best wrench of its type on the market. With the exception of the difference in the handle it is practically the same as the "Railroad Special" Wrench. FITTED WITH "W. & B." EASY ACTING SCREW.

Adopt this established line as your standard CANADIAN MADE WRENCHES.

Complete information and catalog No. 82 on request.



Regular Wrenches

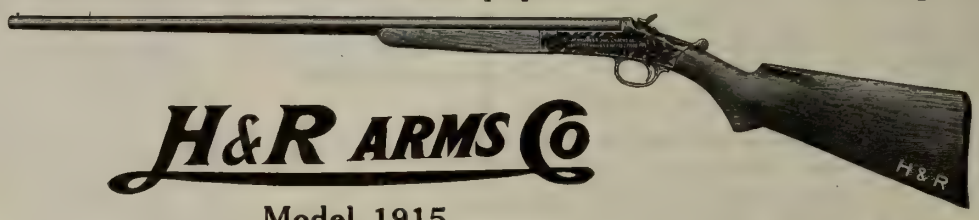
Head and Bar Drop Forged in one piece. FITTED WITH "W. & B." EASY ACTING SCREW and thoroughly seasoned handle.

The Whitman & Barnes Manufacturing Company

ST. CATHARINES, ESTABLISHED 61 YEARS ONTARIO

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



H&R ARMS Co

Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

24 Gauge, 28 or 30 inch Barrel
28 Gauge, 26 or 28 inch Barrel
.45 Caliber, 26 inch Barrel
.44 Caliber, 26 inch Barrel
.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply.

Harrington & Richardson Arms Company

715 Park Avenue, Worcester, Mass., U.S.A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

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"Special Features"

It separates the ashes from the Cinders quickly and efficiently.

It does the work without making any dust.

It is easy to operate. By turning the handle the ashes fall through to receptacle beneath, and cinders are automatically discharged into the coal hod.

It is made of galvanized steel and will not rust, while there is nothing to get out of order.

THE THOS. DAVIDSON MFG. CO., LIMITED

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REVOLVER SALESMEN: Run this cut **with your firm's name** in your local newspaper. It will make your work easier. Order electro D-25; it's free.

PROTECTION



PREPAREDNESS

Sell Colt's and Safeguard your Customers!

COLT'S PATENT FIRE ARMS MFG. CO. Hartford, Conn. or **A. MACFARLANE & COMPANY** Coristine Building, Montreal

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PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

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SECTY OF THE INTERNATIONAL AWARD SYSTEM

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

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TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



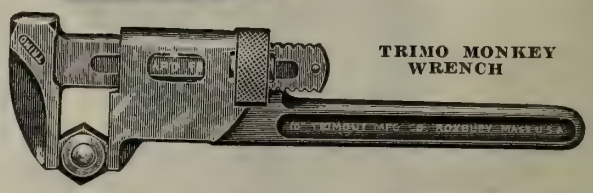
TRIMO PIPE WRENCH WOOD HANDLE



TRIMO PIPE WRENCH STEEL HANDLE



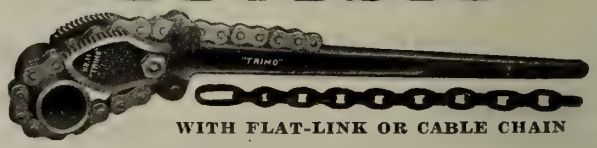
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TRIMO MONKEY WRENCH



TRIMO CHAIN WRENCHES



WITH FLAT-LINK OR CABLE CHAIN

PRESTIGE WINS

Against Price-Cutting

Dealers specializing on the BISSELL line of vacuum sweepers and carpet sweepers never suffer from price competition. The prestige won by over forty years spent in giving American women the most efficient carpet sweeping devices manufacturing progress can produce cannot be affected by price-cutting. The assurance of years of satisfactory service is a greater inducement to buyers than saving a dollar or so on the original cost.

With BISSELL prices standardized and published in every BISSELL advertisement, with these advertisements appearing in practically every publication read by women, every purchaser knows she is getting a square deal.

There is no sales talk necessary, no insistence on quality, no persuasion required. You show your customer the machine she asks for, she buys it. That's how BISSELL'S are sold.

With prices both standard and popular, BISSELL'S equips you to meet all comers in the hand-propelled cleaning device line.

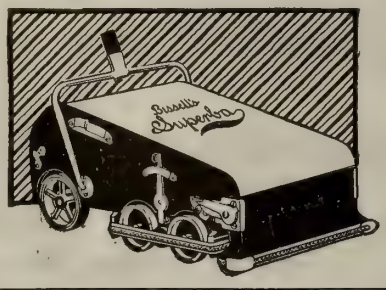
Our annual Christmas offer is now in force. It contains some of the most attractive inducements we have ever presented. Let us mail you a copy of the announce- if you have not already received it.

BISSELL CARPET SWEEPER COMPANY, GRAND RAPIDS, MICH.

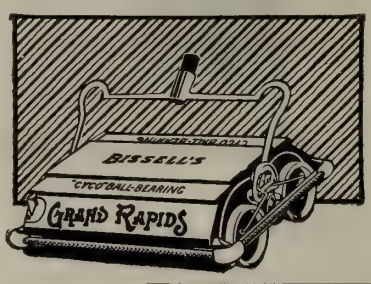
Oldest and Largest Exclusive Manufacturers of Carpet Sweeping Devices in the World

Made in Canada, too **New York (25 Warren St.)** **Paris** **Agencies Everywhere**

Bissell's Vacuum Sweeper



The Triumph of 40 Years of Specialization

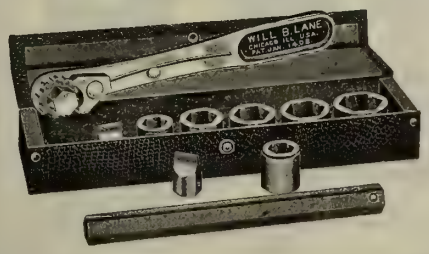


Bissell's Carpet Sweeper

(323)

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LANE'S UNIQUE RATCHET WRENCH



Machine-made throughout. Made of the best material obtainable. The sockets in both the standard and Ford sets are turned from Bessemer steel and case hardened, and are warranted not to break or spread. Has no equal for close work.

THE FORD SET Contains:—1 Handle 7 inches in length, 2 Screw-driver bits, 1 Extension bar 7 inches in length, SIX SOCKETS to fit all nuts and bolt heads on Ford car, including the cylinder head.



STANDARD SET Contains:—1 Handle 7 inches in length, 2 Screw-driver bits, 7 Sockets to fit semi-finished Hex. nuts, as follows: U.S. Standards from ¼ to ½ in.; A. L. A. M. Standards from 5-16 to 11-16 in. Cap screw heads from 5-16 in. to ⅝ in.

WRITE FOR PRICES.

WILL B. LANE

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CHICAGO - - - ILL.

Carried in Stock by:

Aikenhead Hardware, Limited, Toronto, Ont.; J. H. Ashdown Hardware Company, Limited, Winnipeg and Saskatoon; Thomas Birkett & Son Co., Ltd., Ottawa; Caverhill, Learmont & Co., Montreal, Can.; Edwin Chown & Son, Kingston, Ont.; W. B. Dalton & Sons, Ltd., Kingston, Ont.; Hobbs Hardware Co., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Lewis Brothers, Ltd., Montreal; London Engine Supplies Co., London, Ont.; Lyon & Marks, Toronto, Ont.; Marshall-Wells Hardware Co., Ltd., Winnipeg, Man.; Marshall-Wells Alberta Co., Edmonton, Alta.; Merchants Hardware Specialties, Ltd., Calgary, Alta.; Mechanics' Supply Co., Quebec; Merrick-Anderson Co., Ltd., Winnipeg, Man.; Miller-Morse Hardware Co., Ltd., Winnipeg, Man.; Millen & Son, Ltd., Montreal, Can.; Millen & Son, Ltd., Toronto, Ont.; Millen & Son, Ltd., Winnipeg, Man.; Millen & Son, Ltd., Vancouver, B.C.; J. S. Mitchell & Co., Sherbrooke, Que.; Rice Lewis & Son, Ltd., Toronto, Ont.; Wood-Vallance & Co., Hamilton, Ont.; Wood-Vallance & Adams, Ltd., Calgary, Alta.; Wood-Vallance & Leggat, Ltd., Vancouver, B.C.; Wood-Vallance & Co., Ltd., Winnipeg, Man.

ELEY BROTHERS, LTD.

specialize in the manufacture of the following articles at the lowest prices:

SHAVING STICK CASES

OVAL AND ROUND TOPS

for Powder Tins, Cruets, Dredgers, etc.

METAL BOXES

for Dentifrice, Soap Tablets, etc.

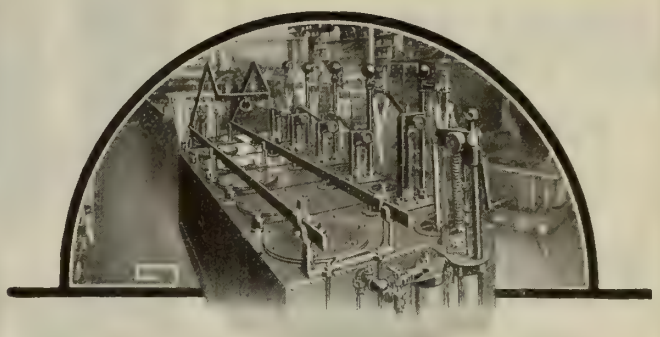
FERRULES

for Walking Sticks, Whips, Bamboo Fittings, etc.

PENCIL FITTINGS

in any of the following metals: Brass, Copper, or White-metal (nickel or silver plated), Aluminium and Jewellers' Metal (Tombac.)

Eley Bros., Ltd. (Dept. 21) **Edmonton, London, N.**



Making Oil Measure Itself

When oil must pay a profit it must be handled right. Too often oil loss is discovered only at inventory time — then too late to do any good.

Oil "loses" itself in many ways. Generous measure, spillage, leakage, evaporation and "oil barrel" waste all eat up good profits. Besides, old-time methods of handling mean oily premises —slip-shod, "guess-work" methods.

All of this is done away with when paint oils are kept in

BOWSER — **Safe Oil Storage Systems**

Air can't play across the oil. Formation of "foots" and "fats" reduced to the absolute minimum. No evaporation, absorption or congelation. No muss or loss in handling. Oil is measured and checked as sold. No "mistakes" — no lost profits.

For thirty years Bowser has been solving oil storage problems. You **need** a Bowser system in your establishment. Ask Bowser to tell you about it and of the concerns that are Bowser-equipped. Costs nothing to find out. Saves money.

Write to-day. A Bowser System compels profit-making efficiency.

S. F. Bowser & Company, Inc.

Engineers, Manufacturers and Original Patentees of Oil Handling Devices.

TORONTO ONTARIO

Sales Offices in all Centres—Representatives Everywhere

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NOVELTY SELF-FEEDER *HOT AIR* FURNACES

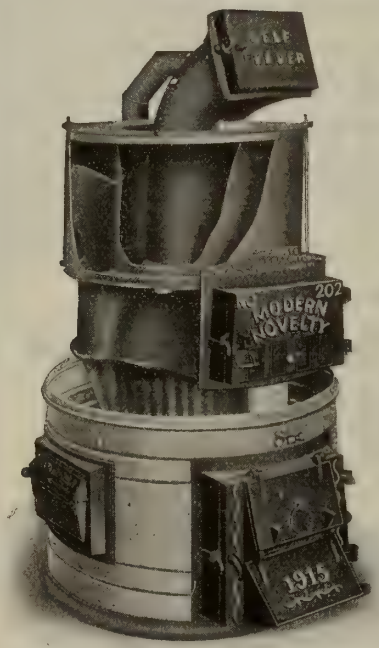
are the best sellers

The whole trade wants them because they make sales; because they save—

TIME, LABOR, COAL

Because they heat equally

ALL DAY and ALL NIGHT



The self-feeder principle places "NOVELTY" furnaces, which have been leaders for 30 years, away ahead of all others and—THEY COST NO MORE

Write now for Catalog and Prices.

Toronto Furnace & Crematory Company, Limited

HEAD OFFICE :
111 King St. East, TORONTO

See our display, Stove Building, at Toronto National Exhibition.

LONDON HIGH GRADE BAR IRON

We have economical and correct methods of production, which means that you get bar iron that is absolutely reliable in toughness, strength and workability at the lowest prices.
The consignments you receive from time to time are the same through and through.
Carry a stock for your customers—a splendid profit awaits you. If you prefer we can ship direct from mill.

London Rolling Mills Co., Limited, London, Canada

Sales Agents:
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I.N.C. NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.
ELECTROLYTIC NICKEL—99.80%.
Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

MONEL METAL

We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.
Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.
Send Inquiries Direct to Us.

The International Nickel Company
43 EXCHANGE PLACE, NEW YORK

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



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Manufacturers of

BOLTS and NUTS

Carriage Bolts,
Coach and
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Tire Bolts,
Machine Bolts,
Sleigh Shoe
Bolts,
Plow Bolts,
Track Bolts,
Square Nuts,
Hexagon Nuts,
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WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also Manufacture

NIPPLES and COUPLINGS

Black and Galvanized, in all sizes.

Works: Lachine Canal, Montreal

Selling Agents for

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Works: Lachine Canal, Montreal

—MANUFACTURERS OF—

Bar Iron and Steel

IN ROUNDS, FLATS AND SQUARES

ALSO

Twisted Steel Bars

FOR

Reinforcing

We Export

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Selling Agents for

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SMOOTH STEEL WIRES

Bright, Annealed, Oiled and Annealed. Coppered and Coppered Spring.

TINNED MATTRESS WIRE
BROOM WIRE FINE WIRES
(Plain and Galvanized)

FENCE STAPLES
WIRE NAILS
WOOD SCREWS

PUMP RODS
(Plain and Galvanized)

Correspondence Invited

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A Remarkable Tire Chain

You will consider it the gem of your auto accessory department.

Bull Dog Anti-Skid Chains

The all solid steel links, the Bull Dog grip makes them durable and efficient beyond comparison.

The cross chain fits snugly to the tire surface from bead to bead of the rim, allowing no sharp edges to cut, wear or tear the rubber or fabric.

This chain is non-reversible, the smooth, flat surface must always go next to the tire.

These chains are built to satisfy bumps of economy in all lines.

1. They are absolutely harmless to the tires.
2. They cannot roll or twist on the tire, thus making them absolutely non-skid.
3. We will guarantee these chains to wear twice as long as any other tire chain on the market.



Made in Canada by

FOX CHAIN COMPANY, LIMITED

Hamilton, Ontario

Distributors: WALKERVILLE HARDWARE COMPANY, WALKERVILLE, ONTARIO

Flashlights

Hand Lanterns, Trouble Lights, Automobile Sockets and Connectors, Miniature Incandescent Lamps of every description, Electric Bicycle and Motorcycle Lanterns, Electric Carriage Lanterns, Radio Batteries and Lamps

FIBRE TUBULAR



6783

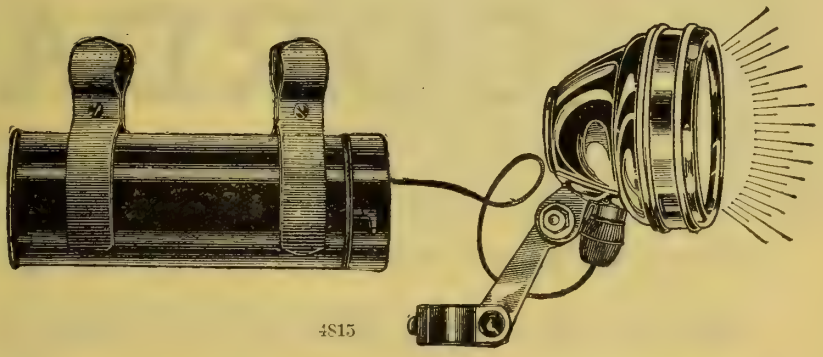


6786



6781

Made in various other sizes and designs.



4815

Winners of the
GOLD MEDAL
at the
Panama-Pacific Exposition



1009



"FRANCO" CHRISTMAS TREE OUTFIT.

Your customers will be interested in gold medal winners — because this award is a sure sign of efficiency and merit.

Franco products are definitely guaranteed to give your customers definite satisfaction. The profits are large and steady — your initial investment is small. We have a special introductory proposition which is bound to interest you.

Send for catalog and full particulars.



4730

Interstate Electric Novelty Co. of Canada, Limited

220 KING STREET WEST, TORONTO, ONTARIO

The Most Progressive Flashlight Manufacturers in the Dominion

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CORDAGE

Made in Canada

We are large manufacturers of all grades of Cordage.

Our goods are well known in many Foreign Countries.

We do a large Export business and make prompt shipment.

Write for Prices.

CONSUMERS CORDAGE CO.

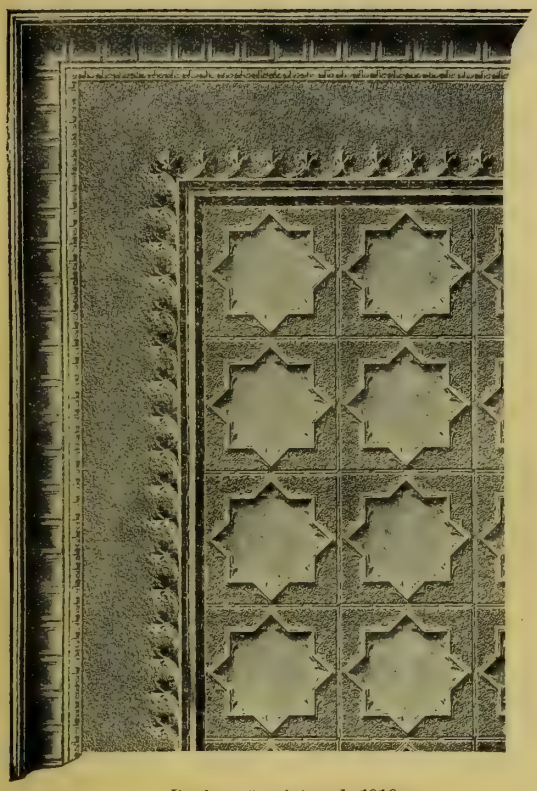
Limited

MILLS AT MONTREAL, QUE., AND DARTMOUTH, N.S.



DARTMOUTH MILLS, OPERATED SINCE 1866

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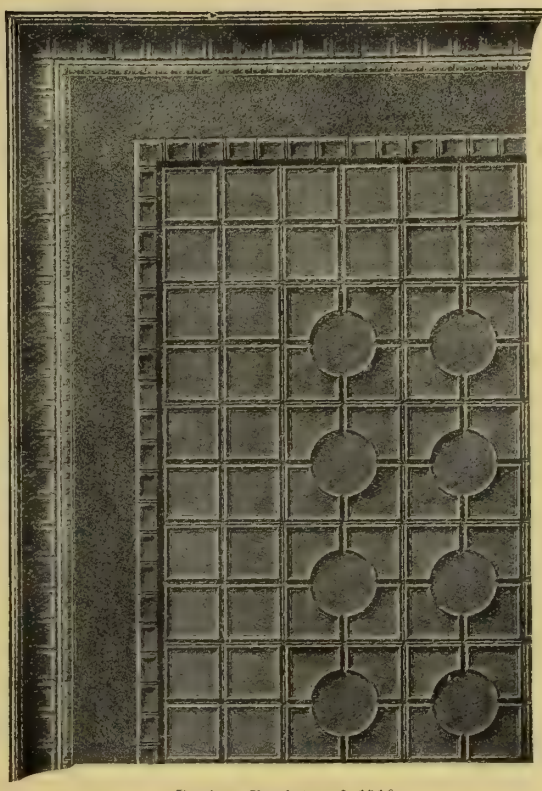


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Metallic Ceiling.

"QUALITY FIRST"

HUNDREDS OF PATTERNS

CATALOGUE ON REQUEST



Design Registered 1916.
Metallic Ceiling

Metallic Roofing Tiles

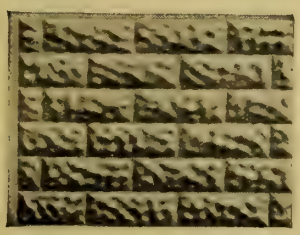
in "Spanish," "Diamond" and "Gothic" patterns

AND ALL OTHER

Sheet Metal Building Materials



"Eastlake."
Metallic Shingles
Patented—April 1885, March 1887, Jan. and July 1894, Oct. 1900.



Rock-Faced Brick.
Metallic Siding.



"Manitoba."
Metallic Siding.

YOUR INQUIRY IS SOLICITED

"MADE IN CANADA"

THE METALLIC ROOFING CO., LIMITED

Manufacturers and Exporters

TORONTO, CANADA

CABLE ADDRESS: "METALLIC" TORONTO

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CANADIAN WM. A. ROGERS LIMITED



Hollowware

AMONG the numbers in our extensive line of Hollowware are many pieces especially adapted to export trade.

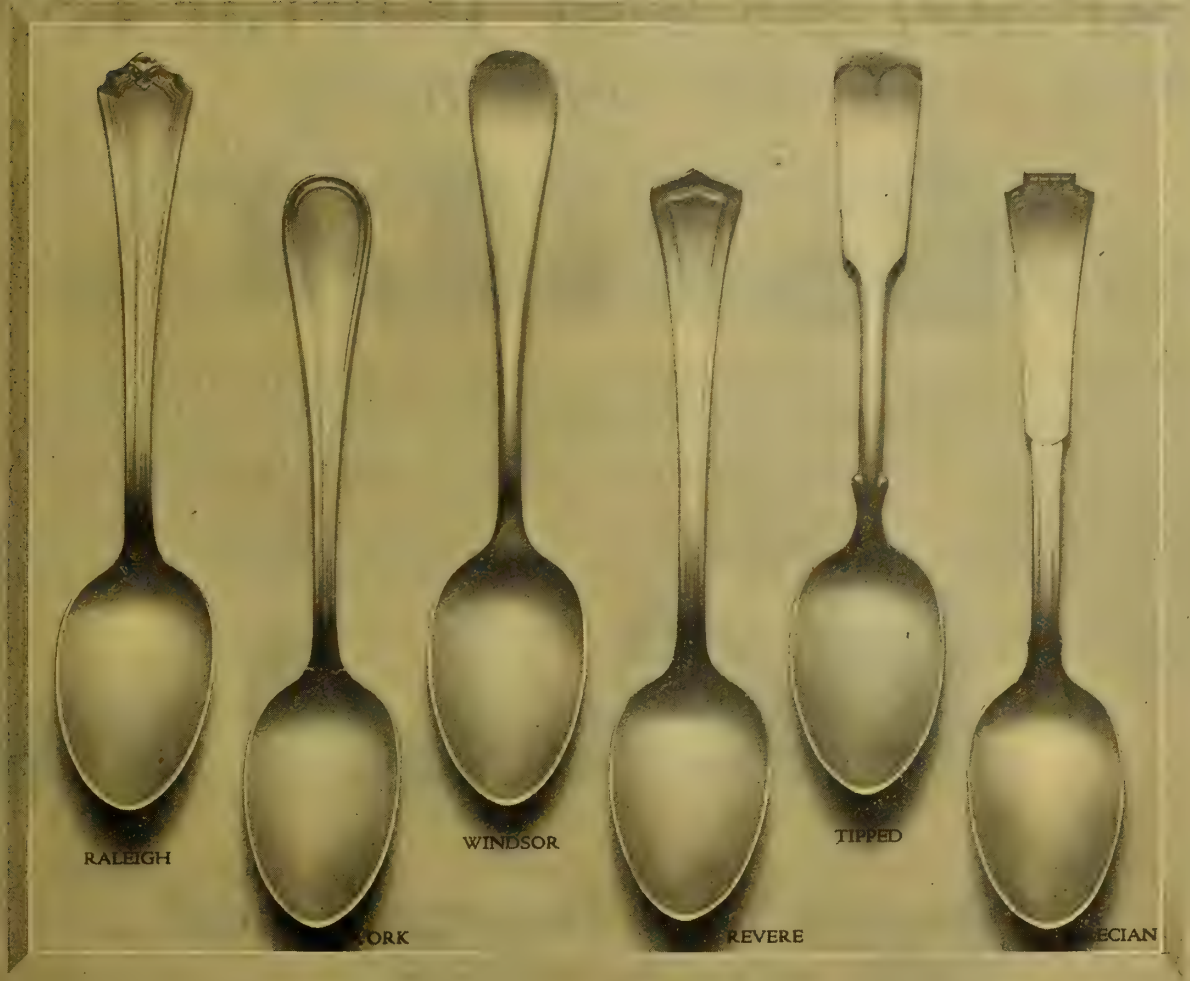
The five pieces illustrated are examples of Hollowware that will ship at the lowest carrying cost, and will find a ready sale wherever silver is used.

A catalogue of our complete line of Hollowware, which is made in modern designs and of the finest quality of material and workmanship, will be sent to interested buyers upon request. Correspondence invited.

TORONTO HEAD OFFICE AND FACTORY CANADA

If interested, tear out this page and keep with letters to be answered.

CANADIAN WM. A. ROGERS LIMITED



Flatware

THE manufacture of Flatware in distinctive designs and in varying grades to meet the demands of all classes of trade, represents a large portion of our business. The patterns illustrated are typical of our line.

Complete catalogue sheets, with list prices and discounts, will be gladly sent upon request.

We give special attention to the requirements of export trade and invite inquiries from all parts of the Empire and from foreign countries.

TORONTO HEAD OFFICE AND FACTORY CANADA

If interested, tear out this page and keep with letters to be answered.

Have You Anticipated Your Requirements in

TAPSOLES and TOPLIFTS?

IF NOT—WHY NOT?



One month ago we advised you to stock up. Since that time prices have advanced 10%. If you did not buy then, had you not better do so before a further advance goes into effect. Unless you act quickly you may even now be too late to get in on to-day's prices.



Make Up Your Order at Once!

The Larger the Quantity of

Maple Leaf Brand Tapsoles and Toplifts

that you are able to secure at to-day's prices the better you will be pleased—*later on.* If you do not act upon this hint now, you will regret it—*later on.*

Anglo-Canadian Leather Company, Limited

ANGLO-CANADIAN LEATHER CO. LTD. MAPLE LEAF BRAND TRADE MARK TORONTO, CAN.

Warehouse and Factory:
663-665 King St. West, TORONTO

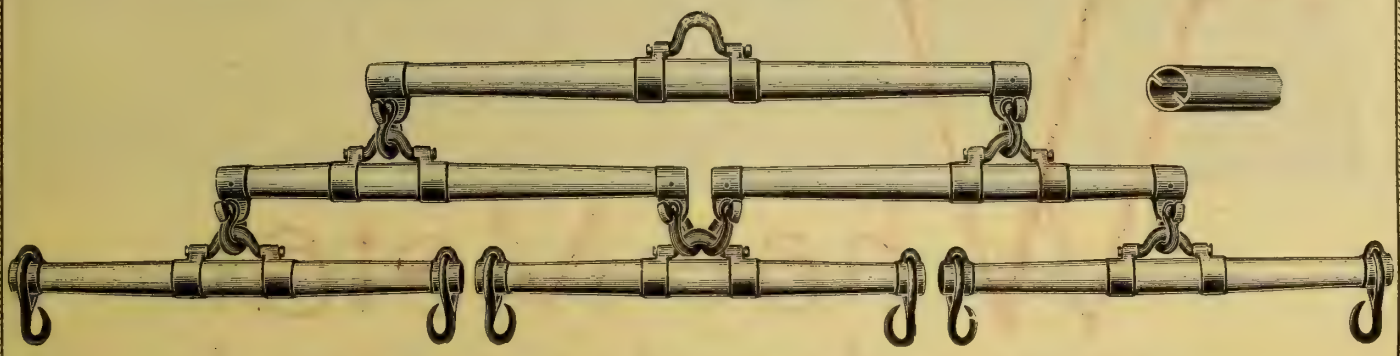
Head Office: Montreal
Branches: Quebec and Boston
Tanneries: Huntsville and Bracebridge

The Largest Sole Leather Tanners in the British Empire.

ANGLO-CANADIAN LEATHER CO. LTD. MAPLE LEAF BRAND TRADE MARK TORONTO, CAN.

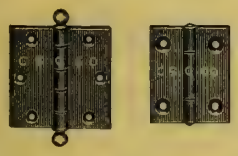
If interested, tear out this page and keep with letters to be answered.

Tubular-Steel Wagon Hardware



Whiffletrees, Doubletrees and Neckyokes—in all standard sizes. Well Painted. Ready for Use.

NOT AN EXPERIMENT—A PROVEN NECESSITY





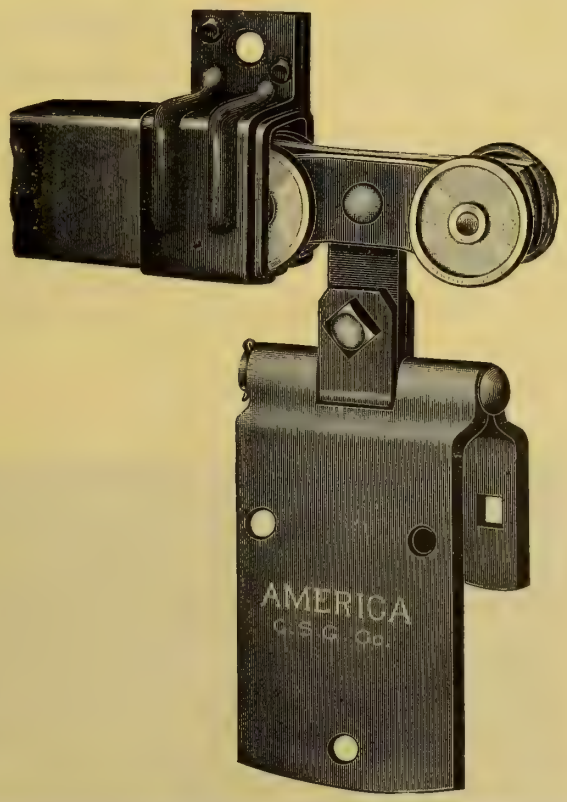


THE MOST POPULAR
THE MOST EFFICIENT
CREATING A "STANDARD"
IMITATED EXTENSIVELY

THE HANGER

that you will eventually stock because your trade is entitled to the best you can get for them.

Prices on application.



Manufactured by

Canada Steel Goods Co.
LIMITED

HAMILTON, CANADA

If interested, tear out this page and keep with letters to be answered.

"QUALITY

What Metal products can I obtain to-day?"

THIS is the big question to-day---for all merchants who sell metal products of any description.

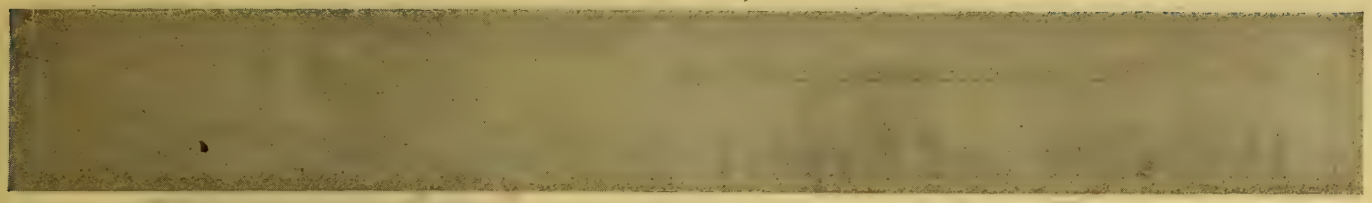
It is the question that underlies 90 out of every hundred letters opened each day in the offices of the various companies producing iron and steel on this North American continent.

The demand is greater than the supply—and our imperative obligations to supply the needs of the Empire are

THE STEEL COMPANY
OF CANADA, LIMITED

SERVICE

If interested, tear out this page and keep with letters to be answered.



such that, on many lines, we have to ask our customers to wait weeks—and even months—for delivery.

But where we see a ray of light as to immediate delivery of certain of our products, we are just as pleased to announce it as our customers can be to hear of it.

So it is with real satisfaction we advise you of the following lines we can ship promptly:

MERCHANT BAR IRON
(ROUNDS, SQUARES AND FLATS)

WROUGHT PIPE

Pressed Spikes	Small Railway Spikes
Small Rivets	Tacks (CUT, CARPET, AND UPHOLSTERERS')
Shoe Rivets	Shoe Nails
Lead Pipe	White Lead
	Putty

Of what we can do for you to-morrow, we can predict nothing. We only know how we are fixed for the immediate present. In other words, take advantage of our ability to ship on these lines—and get your order in to-day.

The Steel Company of Canada Limited

HAMILTON

If interested, tear out this page and keep with letters to be answered.

Domestic and Export Trade

In Canada the "Home Comfort" Steel Range has sold to the extent of 50,000—at the rate of 2,500 a year for the past 20 years. Let this past suffice as evidence of public **favor** and **satisfaction.**

We have had direct contact with the actual buyer and user—the woman in the Home—this because our policy for 15 years was to sell direct to the consumer. Now our policy is to sell through the retail trade. But the point we press home is this.

"HOME COMFORT" Steel Range

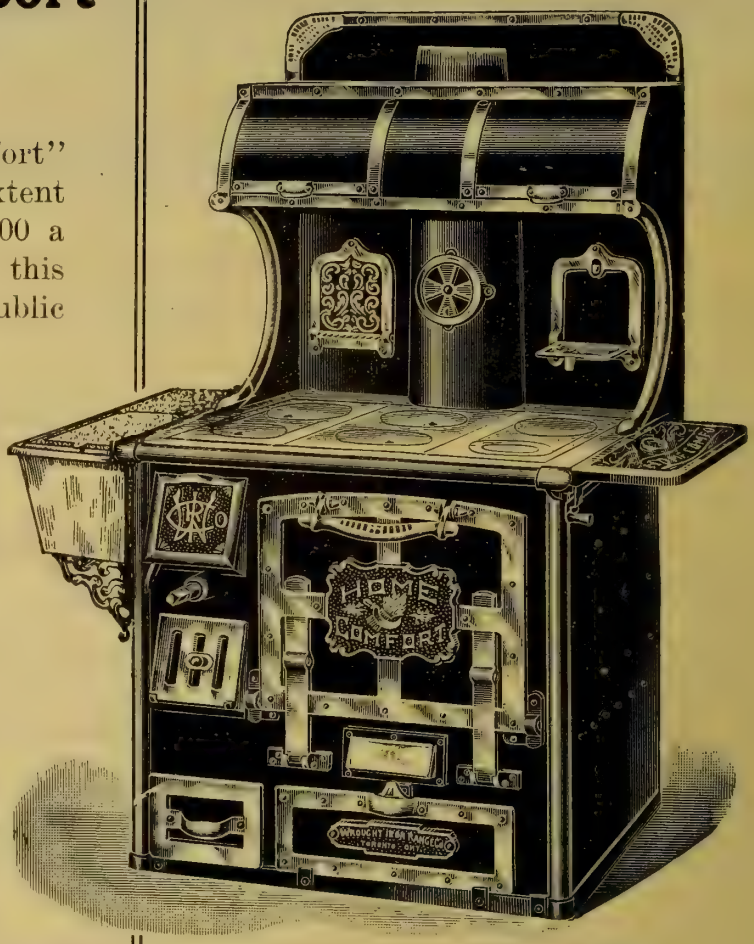
has been made perfect by Women's suggestions and demand.

We have used our scientific and practical knowledge to make this range of our Scientifically and Constructionally right, but we freely admit our indebtedness to the woman-buyer in many details of appeal to her.

So it is with confidence well founded that we solicit correspondence from all dealers in Stoves and Ranges.

Export Business is Solicited.

Our capacity and facilities warrant us in Establishing Connections with Overseas lands; and accordingly we invite correspondence from all firms interested in the purchase and re-sale of a range of altogether Exceptional Record.



Construction:

MATERIAL: Best quality of open hearth, close annealed cold rolled steel, and trimmed with the best quality of soft annealed malleable iron.

BODY: Sixteen gauge in one piece.

OVENS: Fourteen gauge with twelve gauge bottoms heavily braced with malleable iron to make warping impossible.

FIRE-BOX is lined throughout with heavy grey iron castings, having projections that retain the fine ashes and thereby increase the extraordinary enduring qualities of these linings.

GRATES: Heavy duplex pattern. They need only be reversed for burning wood.

WARMING CLOSET: Made of highly polished steel with double rolling doors, which may be left open at any time without inconvenience.

TANK: Sixteen oz. copper contact, heater adjustable on front of range.

NICKEL PLATING: Very best quality obtainable and made plain and easy to keep clean, the whole making a highly ornamental effect.

GUARANTEE: The working qualities of the range are fully guaranteed under reasonable draft.

Wrought Iron Range Co. of Canada, Limited

OFFICE:
151 King Street West

Toronto, Canada

FACTORY:
22 Orillia Street

If interested, tear out this page and keep with letters to be answered.

"WORLD" LOCOMOTIVE FITTINGS

Pop Safety Valves
Muffled or Plain

MUFFLED



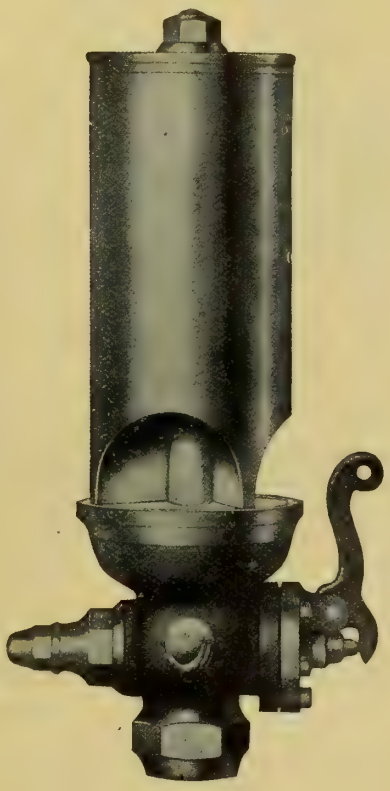
"World" Pop Safety Valves are fitted with our special Adjustment Ring, which enables the valve to be instantly adjusted, and never sticks. These Valves are the standard for locomotives everywhere.

Every Part and Piece Is Interchangeable and all made to gauge.

None genuine without the "WORLD" trade-mark cast on body.

High Pressure Whistles
Chime or Plain

CHIME



"World" Chime Whistles have a rich, full tone of strong carrying power, and are perfectly tuned. With Patent Balanced Valve. Few parts, and nothing to stick or get out of order.

T. McAVITY & SONS, LIMITED

HARDWARE AND METAL MERCHANTS BRASS AND IRON FOUNDERS

ST. JOHN, N.B., CANADA

MONTREAL **Established 1834** **WINNIPEG**

Cable Address, "McAvity, St. John." Codes ABC, 4th and 5th Editions.

If interested, tear out this page and keep with letters to be answered.

Nails and Wire

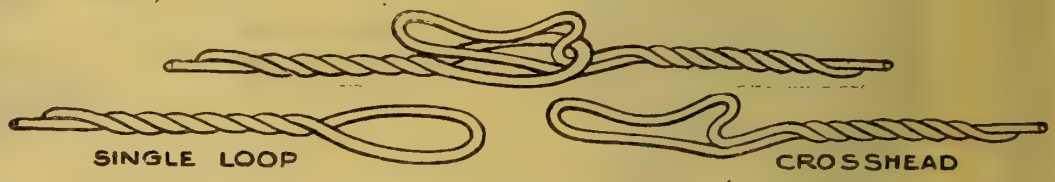
We have actually shipped to all the principal countries in the world. From experience we know how to pack and ship for export, and importers abroad are assured of satisfactory service.

We solicit inquiries from merchants in the British Empire and foreign countries. Quotations are made f.o.b. Atlantic or Pacific Ports, or c.i.f.

We are manufacturers of:

WIRE NAILS—All sizes and patterns, as used in European, Asiatic and Australasian markets. Packed in bags, or in steel-bound, paper-lined kegs.

WIRE—Bright, Annealed, Varnished, Coppered Weaving, Mattress and other fine tinned wires.



Special Hay Baling Wire

WIRE BALE TIES—Made in the usual gauges and cut to any length desired. For baling hay, straw and other compressible materials.

Packed in 56 lb. bundles, oiled with linseed oil. Single loop tie has loop at one end; cross head tie has loop at one end and hook at other, as illustrated above.

FENCE STAPLES—Bright and Galvanized.



The Laidlaw Bale-Tie Co., Limited

HAMILTON, CANADA

A. T. Diggins, Stair Building, TORONTO, ONT.; Harry F. Moulden, WINNIPEG, MAN.; H. E. O. Bull, MONTREAL, QUE.; Geo. W. Laidlaw, VANCOUVER, B.C.

LONDON, ENGLAND: M. BRYAN, 24 ALDGATE

All Atlantic Ports from Baltimore north, are equally convenient to Hamilton.

If interested, tear out this page and keep with letters to be answered.

An Evolution —in Paints

Jamieson's Paints

are acknowledged by those who have used them, to be the most serviceable.

A high grade paint at a moderate cost.

Known throughout Canada as the acme of value.

We invite correspondence from firms overseas interested in Highest Quality Paint.

"Made in Canada."

R. C. Jamieson & Co.
LIMITED
Montreal Vancouver
Owning and Operating
P. D. DODS & CO., LIMITED



TRADE WARE MFG. CO. LTD. OAKVILLE PURE ALUMINIUM WARE MARK

The most satisfactory articles made in

ALUMINUM

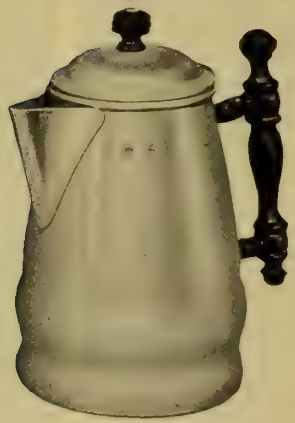
Write for Catalogue.



REGULAR TEA KETTLE
Sizes 10-Pt., 12-Pt., 14-Pt.



STRAIGHT SIDE POT
Sizes 3-Pt. and 4-Pt.



COFFEE POT
Sizes 3-Pt. and 4-Pt.



DAISY TEA KETTLE
Sizes 3-Pt., 6-Pt., 8-Pt.



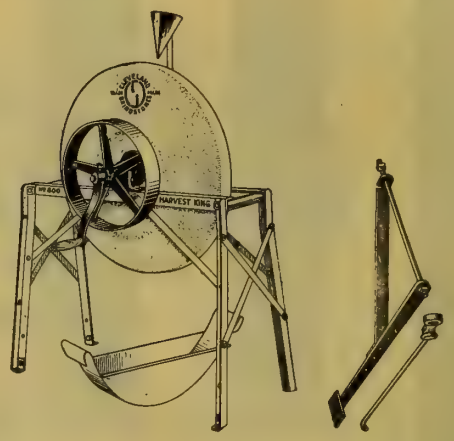
GLOBE TEAPOT. Sizes 3-Pt. and 4-Pt.

We also manufacture Sauce Pans, Preserving Kettles, Double Boilers, Fry Pans, Bread Pans, Drip Pans, Muffin Pans, Pudding Pans, Etc.

Special Discounts for Foreign Buyers.

WARE MANUFACTURING CO. LIMITED

OAKVILLE, CANADA



"HARVEST KING"

Cleveland Grindstone

Genuine Berea Sandstone —quarried Berea, Ohio.

Sold only to Hardware and Implement Dealers.

CATALOG ON COMPLETE LINE

Send for this Catalog. Include name of your jobber, and we will mail copy of our famous book: "How to Keep Mail Orders at Home."

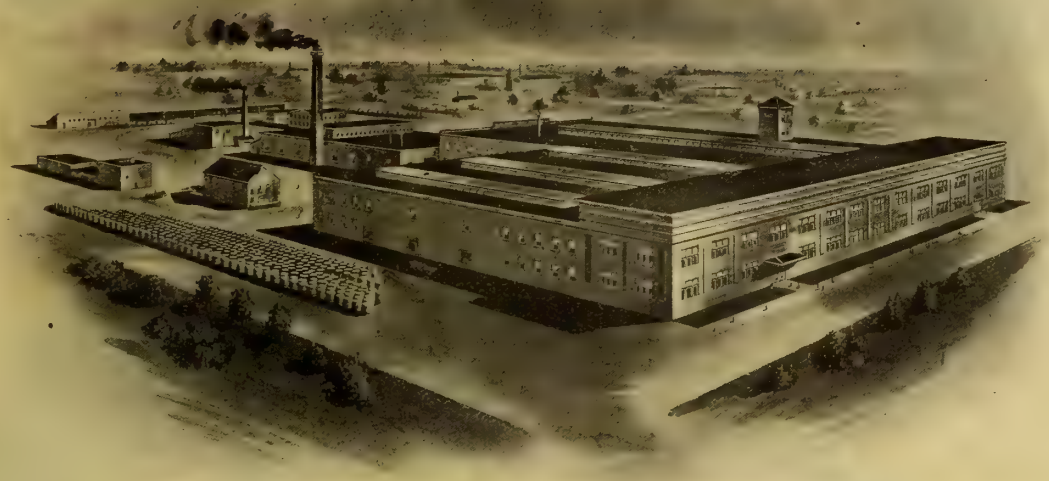
The Cleveland Stone Co.

Leader-News Building - Cleveland, Ohio

CLEVELAND TRADE MARK GRINDSTONES

A Mark that Protects the Dealer and His Customers

If interested, tear out this page and keep with letters to be answered.



"Brantford Roofing"

STANDARD OF QUALITY

Manufacturers and Exporters of



Brantford Asphalt Roofing (in rolls)
Brantford Rubber Roofing "
Brantford Crystal Roofing "
Brantford Asphalt Slates—Red and Green
Asphalt Roof Paint – in Colors
Asphalt Sheathing Paper – Damp Proof



The Roofing comes with nails and cement, ready to lay, in rolls 32 inches wide and 40 feet 6 inches long, each roll will cover one square of 100 feet with a 2½-inch lap.

The slates are in bundles –3 bundles per square—without nails—ordinary inch shingle nails may be obtained at hardware stores, about 3½ pounds per square. Size of slates, 8 inches by 12¾ inches long—to be laid 5 inches to the weather.

Write for Actual Samples

REGISTERED TRADE MARK
BRANTFORD ROOFING CO. LIMITED
BRANTFORD, CANADA

Write for Prices Full Information

BRANTFORD ROOFING CO., Limited, Brantford, Canada

If interested, tear out this page and keep with letters to be answered.



If interested, tear out this page and keep with letters to be answered.

RAMSAY'S PAINT



The Right Paint
To Paint Right

FOR EXPORT

We have wholesale agents in South Africa, New Zealand, British West Indies and Newfoundland, and would be glad to receive correspondence with a view to making further wholesale connections in other parts of the world, either in British Colonies or Foreign Countries.

Established 1842

A. RAMSAY & SON COMPANY

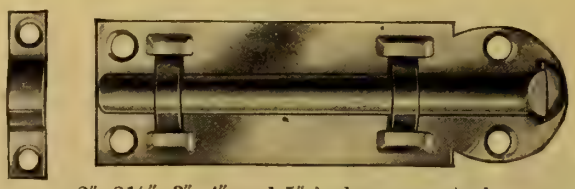
Manufacturers of Paints and Varnishes

TORONTO — Head Office: **MONTREAL** — **WINNIPEG**

If interested, tear out this page and keep with letters to be answered.



No. 100



2", 2½", 3", 4" and 5" in brass or steel



No. 100



We Export to all Parts of the World

Correspondence invited in your own language.

DUNCAN ELECTRICAL COMPANY, LIMITED

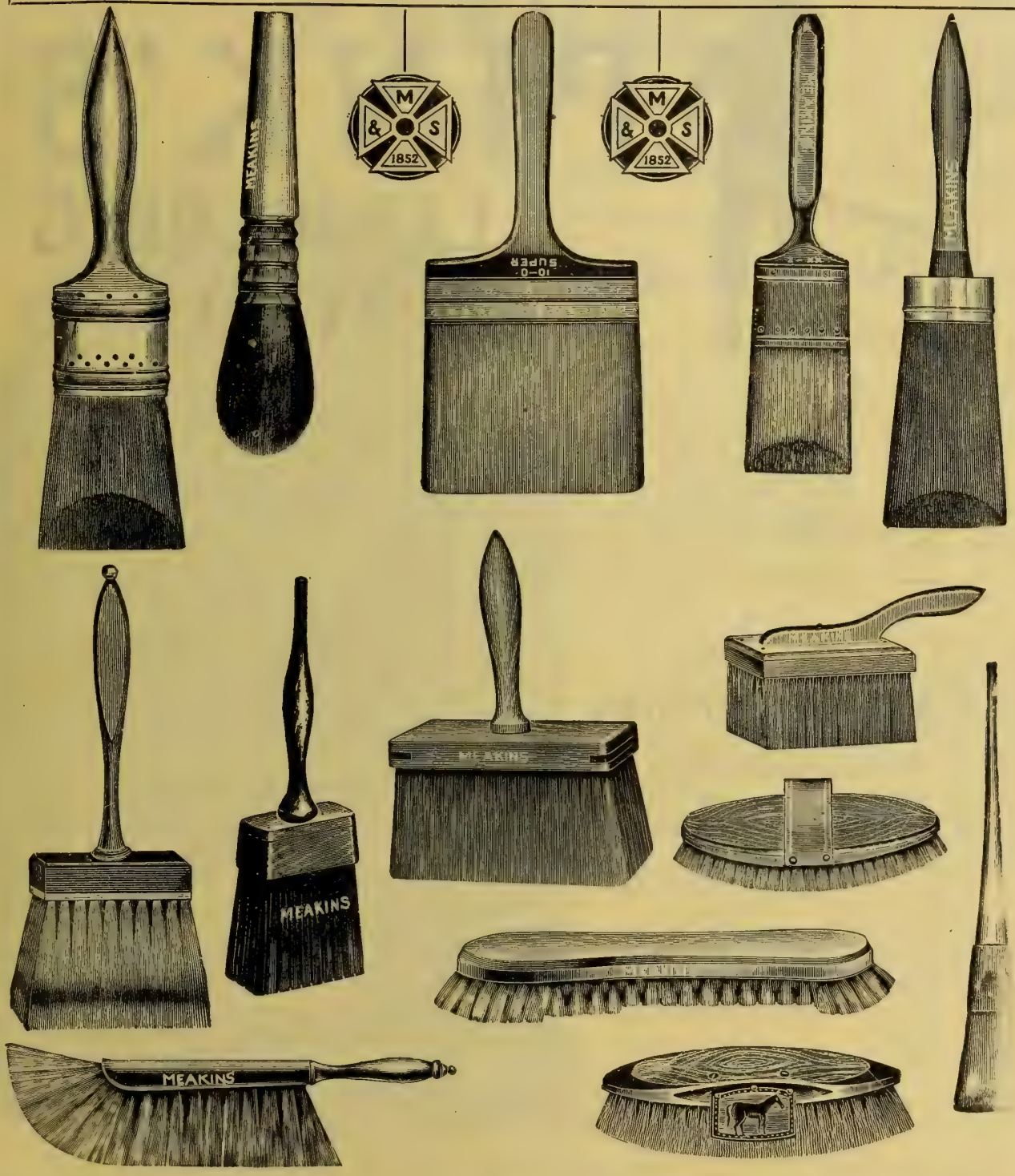
MONTREAL ***Manufacturers*** **CANADA**

Australian Representatives: T. K. STEANES, 332 Pitt Street, SYDNEY, N.S.W.

FOR AUSTRALIAN MARKET, NOTE OUR TUMBLER SWITCHES AND SPRING BOLTS

If interested, tear out this page and keep with letters to be answered.

Meakins Brushes



A Meakins-made brush has quality, service and satisfaction built right into it. And the profit is good.

Meakins & Sons, Limited

Hamilton : Ontario : Canada

Warehouses: Winnipeg London Toronto Montreal

The Meakins Catalog shows a large variety of styles and sizes. It's yours for the asking.

If interested, tear out this page and keep with letters to be answered.



PINK'S LUMBERING TOOLS

It's a Pink any way you take it, and it's the best Peavey made.

We manufacture all kinds of lumbering tools. Light and durable.

We have supplied a great number of Lumber Tools for the Overseas Forestry Battalions.

Pink's tools give a service that wins the recommendation of users everywhere. If anyone in England, Scotland or elsewhere requiring tools of this kind, will inquire of the Canadian people who are using our goods there they will be convinced.

MADE IN CANADA

The Standard Tools in every Province of the Dominion, New Zealand, Australia, etc.

We also manufacture Car Movers.

Long Distance 'Phone No. 87

Sold throughout the Dominion by all wholesale and retail hardware merchants.

We Solicit Export Business.

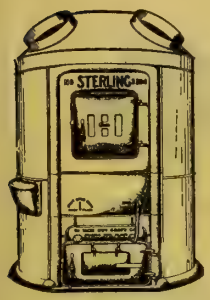
Send for catalog and price list.

The Thomas Pink Company, Limited

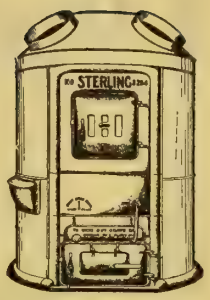
Manufacturers of Lumbering Tools

PEMBROKE, ONTARIO, CANADA

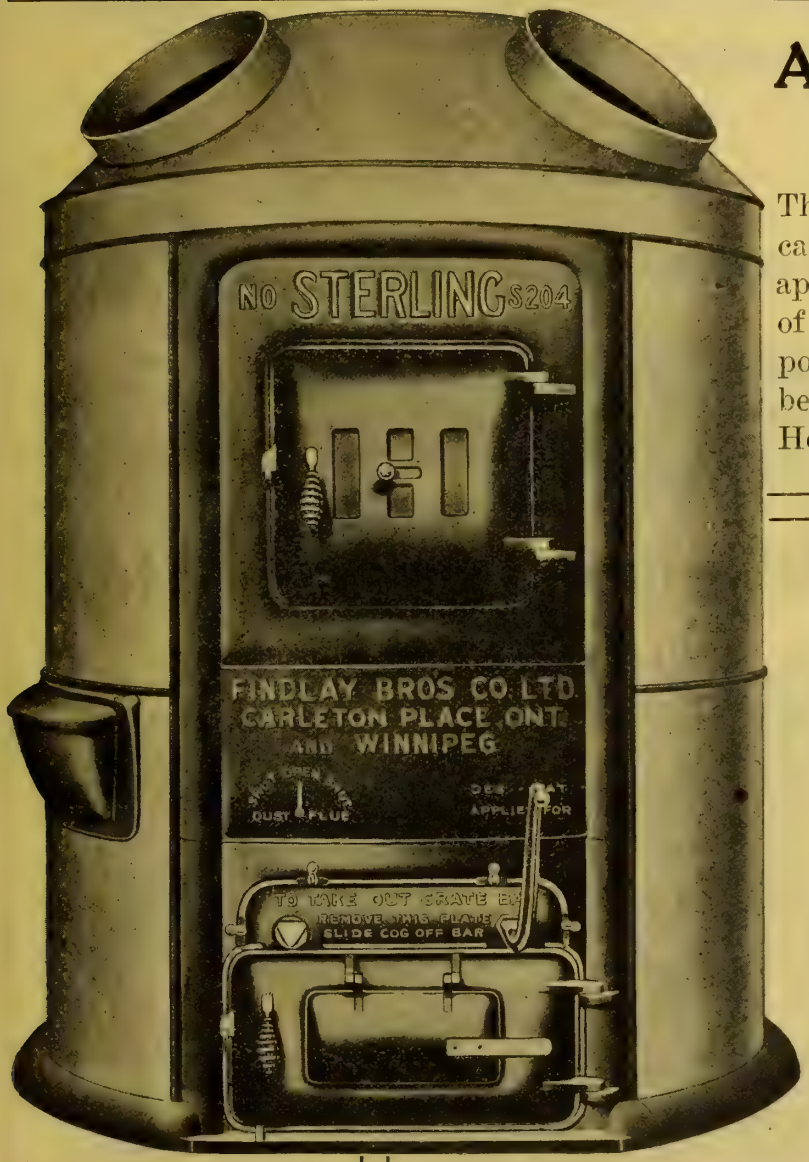
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STERLING FURNACE



CARLETON PLACE **WINNIPEG**



A Remarkable Heating Apparatus

The Modern Sterling Furnace is the application of fundamental scientific principles applied to furnace construction. Every inch of the Sterling Furnace has a definite purpose carefully thought out to make it the best, the most efficient and economical Heater on the market.

This Sterling Furnace of ours is positively the only furnace having a *Heat-Retaining Apron.* This Heat-Retaining Apron alone increases its heating capacity by one-third; because,

1st. It intercepts the heat that would otherwise be wasted into the cellar, and holds it inside the furnace until the passing air can absorb it.

2nd. It increases the length of the Air-Chamber, thus preventing the over-heating of the air and permitting the passage of the largest possible volume of air.

It has an *Air-Passing Capacity* equal to its *Air-Warming Capacity.*

Catalog describes many other distinctive features.

WRITE FOR THE STERLING BOOKLET

It tells the story of the Sterling fully and ask us what our proposals to agents are.

We build stoves and Ranges, too.

We make a STOVE or RANGE to suit all conditions of trade, be it low-priced or the highest class.

Your enquiries re exportations will receive our prompt and careful attention.

Findlay Bros. Company, Limited

Carleton Place, Ont. **Winnipeg, Man.**

If interested, tear out this page and keep with letters to be answered.

Double Your Revolver Sales

It can be done! Hundreds of Iver Johnson dealers have proved it!



HAMMER MODEL

There Are Three Requirements

1. Occasional newspaper advertising to a wide range of customers.
2. Occasional window displays, in which the revolver is attractively featured.
3. Occasional circulars to a mailing list of prospective buyers.

We will provide you with special electros, window materials and circulars



Free Of Charge

We only ask that you make use of the material and keep us in touch with your work.
This is a simple, sure plan for making your revolver department more profitable.
It never fails.
We are waiting to hear from YOU.



HAMMERLESS MODEL

Iver Johnson's Arms and Cycle Works

350 RIVER STREET, FITCHBURG, MASS.



McFarlane-Douglas Co., Ltd.

Manufacturers of

ARCHITECTURAL SHEET METAL BUILDING MATERIALS

Some of our lines:—"Crown" Shingles, Sidings, Ceilings, Side Walls, Corrugated Iron, Cornices, Skylights, Ventilators, Plasterer's Corner Bead, Fire-Proof Windows, All Steel Doors. Kalamern Doors, Windows and Interior Trim.



"Crown" Sheet Metal Building Materials are made in one quality—*The Best,* are reasonable in price, are to be had in a large variety of patterns, and you will be highly pleased with the profit.

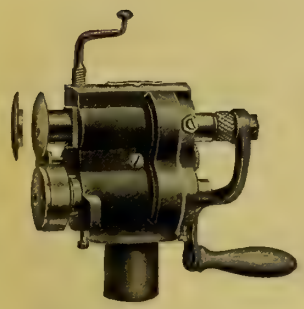
Write for our Catalog.

Office and Works:
250-260 Slater St.
Ottawa, Canada

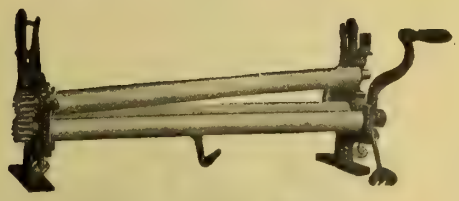
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Sheet Metal Working Machinery

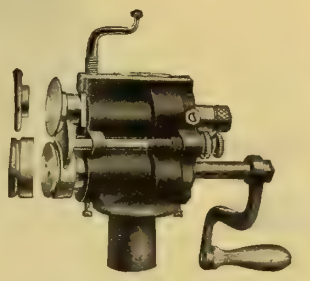
Of Any Description



Encased Large Burr

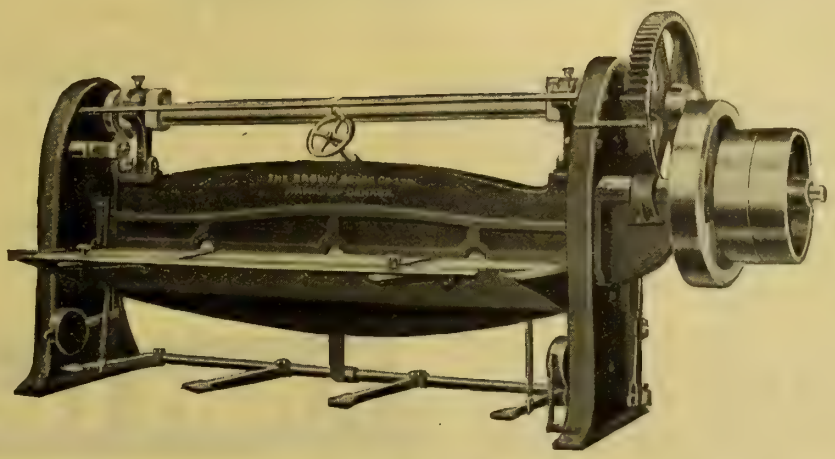


No. 9. Slip Roll Former

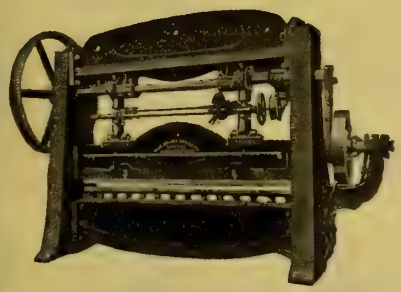


Encased Small Turner

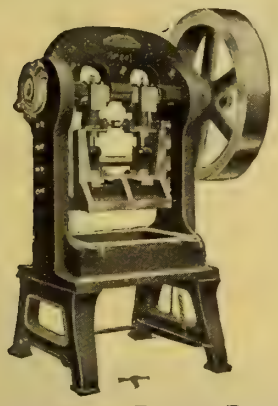
For
Quality
Efficiency
Durability



For
Speed
Accuracy
Production



No. 500. Power Brake or Press



No. 20½. Power Press



No. 126
Deep Throat Power Punch

THE BROWN, BOGGS CO., LIMITED

HAMILTON, CANADA

Manufacturers of
Tinsmiths' Heavy Sheet Metal Working Machinery, Canners and Evaporating Machinery, etc.

Montreal Agent:
W. L. HALDIMAND, Jr.

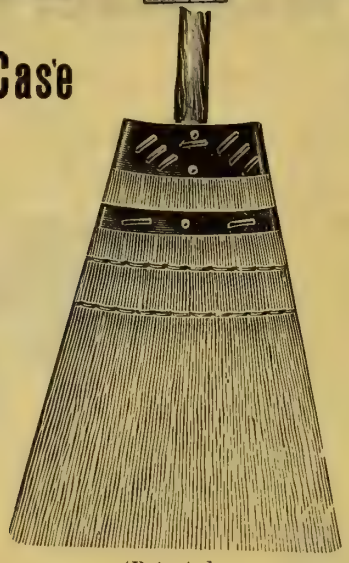
Western Agents:
BISSETT & WEBB, Winnipeg

British Columbia Agents:
E. A. EARL & CO., Vancouver

If interested, tear out this page and keep with letters to be answered.

KEYSTONE Stapled Metal Case BROOM

TRADE MARK KEYSTONE BRAND REGISTERED



For Heavy Sweeping

Stock this NEW Line

(Patented)

A very superior broom for heavy work in factories. Made in various weights, all corn, or corn and bamboo. Cannot be pulled or broken from the heavy maple handle.

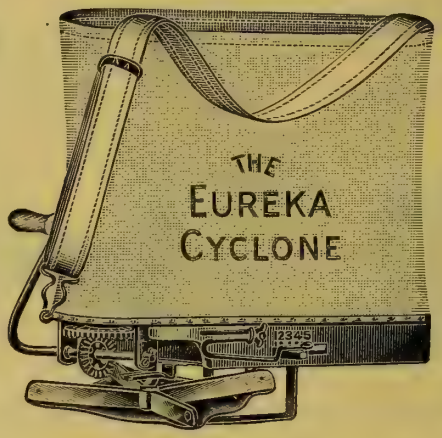
Write for prices, etc., to

Stevens-Hepner Company, Limited

Port Elgin, Ontario

The "Metal Case" Broom is only one of the famous Keystone Brand Brooms and Brushes

The "EUREKA" CYCLONE SEEDER



The sower that sows evenly and saves many times its purchase price during a single season.

A Quick Seller

Note the salient features of this great little machine.

A Slant Feed Board—This keeps the hopper properly filled.

Automatic Feed Adjustment—which starts or stops its flow of seed instantly.

Oscilliating Feed Agitator—A positive force feed which cannot clog.

Improved Distributing Wheel—Large size without a soldered joint.

WE SOLICIT EXPORT TRADE. Write us for full particulars

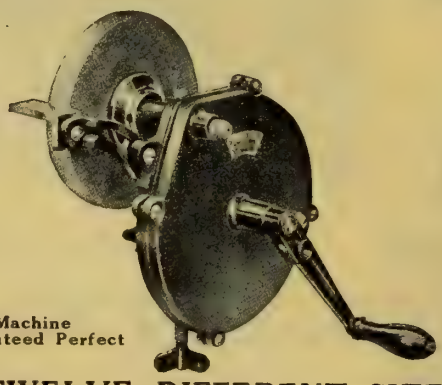
The Eureka Planter Co., Limited

WOODSTOCK, ONT., CANADA



American Self-Oiling Grinders

COST NO MORE THAN ORDINARY GRINDERS



Every Machine Guaranteed Perfect

TWELVE DIFFERENT SIZES

Built specially for export—substantial and extra heavy. Every machine tested and guaranteed. Order through your regular Commission House or John H. Graham & Co., New York.

American Grinder Mfg. Co., Milwaukee, Wis.

WESTERN AGENTS: Merchants Hardware Specialties, Calgary, Alta. EASTERN CANADA AGENTS: John H. Graham & Co., 113 Chambers Street, New York City.

Xmas Leaders

Marble's Specialties for Sportsmen

are always leaders at Christmas time. No gift is more appropriate for the man who likes outdoor life. Marble's Safety Axes and Hunting Knives are particularly popular—and all the other specialties to a considerable extent. Stock up now for the Holiday trade. See your jobber or write us. A considerable price advance is effective January 1st.



MARBLE'S SAFETY AXES

Famed for their **quality** and **utility.** Small enough for the pocket—big enough to fell a tree. Heaviest model only weighs 27 ozs. Made in several styles and sizes, with wood or steel handles—plain or claw back. List prices $1.50 to $3.00.



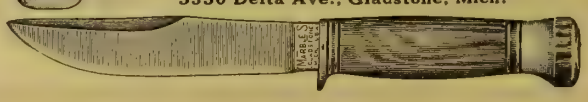
Marble's Hunting Knives

The kind good sportsmen like, because they're shaped right—made right. Best of cutlery steel blades—stag or laminated leather handles. Sheath furnished with every knife.

Woodcraft (at left), $1.50 list.
Safety (at right), $3 to $4.00 list.
Expert (below), $2.25 to $2.50 list.







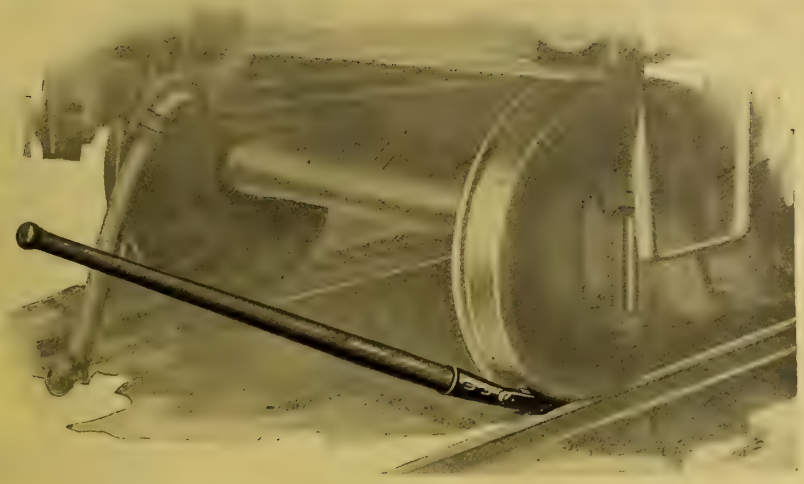
TRADE SUPPLIED BY JOBBERS

Write for catalog of entire line, including famous Game-Cutter Gun.

MARBLE ARMS & MFG. COMPANY

5350 Delta Ave., Gladstone, Mich.

The "SAMSON" Railway Car Mover



Every railway siding should be supplied with one of these tools. Takes the place of fifteen men and puts the heaviest loaded car just where you want it. It will pay for itself in 30 days.

Cut on the left shows position of mover before moving car and cut below after car has been moved.

It is one of the most simple and powerful devices for moving cars by hand.

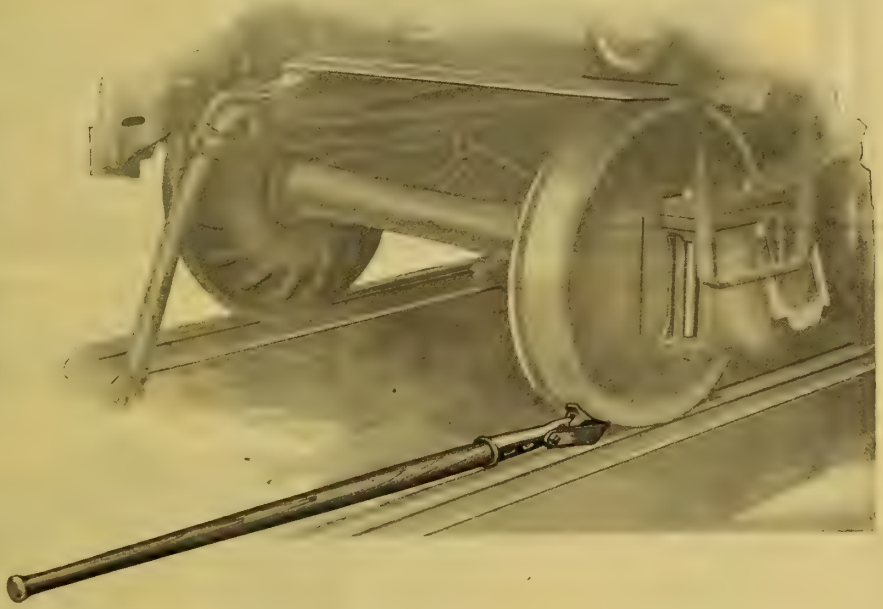
It is provided with **Never Slip Spurs**, which is the most important feature on a Car Mover.

It is very easy to move a car if the Mover does not slip back. By the use of our double spur we get a double hold on the rail and thereby double the resistance, which is the most essential part of a Mover. You will notice that the working parts of this device are not connected by rivets and links which are constantly wearing out and breaking. One bolt connects all working parts. It is so constructed that when car is just started you have the most leverage, and it gains speed as the lever is depressed. We claim that our Mover will work under a lower brake than an other Mover.

It is so constructed that when the handle is raised to push the Mover forward it raises the spur from the rail, which protects the spur from being dulled. This does away with all springs and rollers, which are only a nuisance.

It has no equal and stands superior to anything else in the market.

Select Northern hard maple handles make it light and handy. Malleable castings make it light and strong. The spurs or heels are made of special tool steel. We guarantee malleable parts six months.



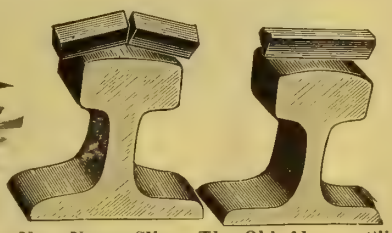
If your jobber cannot supply you, write us direct

Special attention given to Export Orders.

It has two four-cornered spurs, which catch the outer edges of the rail, where rail is soft, and not where other movers do, on top of the rail where it has become case-hardened from the wear of the car wheels, as shown in lower right-hand cut. The spurs can easily be driven out and turned as edges get dull.



OUR NEW "SAMPSON" CAR MOVER



Our New Never Slip The Old Always Slip

THE DILLON MFG. COMPANY

OSHAWA - - ONTARIO

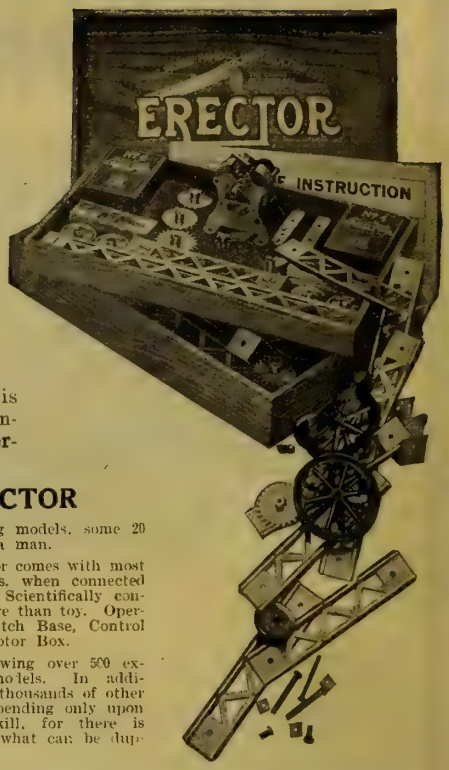
Saw-sets, Jointers, Gauges, Carpenters' Mallets, Barn and Stable Equipment, Car Movers, and other Hardware Specialties

If interested, tear out this page and keep with letters to be answered.

They're more interested than ever in



ERECTOR



"The Toy Like Structural Steel"

Why? Because the boys know they can have barrels of fun playing with Erector—that they can join in the new fun Erector Toy Engineering and win Diplomas, Honors and other Rewards—and that they can win prizes in the $5,000 Prize Contest.

Furthermore, thousands **more** boys will be interested this year than ever before. Erector this year is being more extensively advertised than **any toy ever before has been advertised.**

BIG EXCLUSIVE ADVANTAGES IN ERECTOR

1. The only Actual Structural Steel Toy.
2. The lapped, interlocking edges of Erector Girder, (an exclusive patented feature) enable you to build four-sides and square columns.
3. Each piece is stamped, accurately out of steel.
4. Each part scientifically made; correct in design and proportion.
5. More parts for building, strongest and largest models.
6. Every essential engineering part.
7. Anything mechanical can be duplicated with Erector.
8. Big, reinforced steel wheels, grooved and hubbed for every engineering purpose.
9. You can make big strong models, some 20 ft. long, that will hold a man.
10. A sturdy Electrical Motor comes with most sets and will lift 200 lbs. when connected with multi-geared box. Scientifically constructed by experts. More than toy. Operates with Reversing Switch Base, Control Switch, Multi-Geared Motor Box.
11. Three big Manuals, showing over 500 exceptional mechanical models. In addition to those illustrated thousands of other models can be built, depending only upon your originality and skill, for there is nothing mechanical but what can be duplicated with Erector.

WRITE FOR OUR PROPOSITION. LET US TELL YOU ABOUT THE BIG ADVERTISING CAMPAIGN. HERE IS A REAL *LIVE-WIRE PROFIT-WINNER* FOR YOU!

THE A. C. GILBERT COMPANY, 170 Fox St., New Haven, Conn.

Manufacturers of High-Grade Sewing Machines

More Than Twenty Beautiful Designs of Woodwork

Every Machine is Guaranteed





We Want Dealers Everywhere

Send for Illustrated Catalogues and Price List

to

Our complete line includes the

WHITE ROTARY

CANADIAN WHITE

RAYMOND

BEAVER



The White Sewing Machine Co. of Canada, Limited

Factory and General Offices:
GUELPH, CANADA

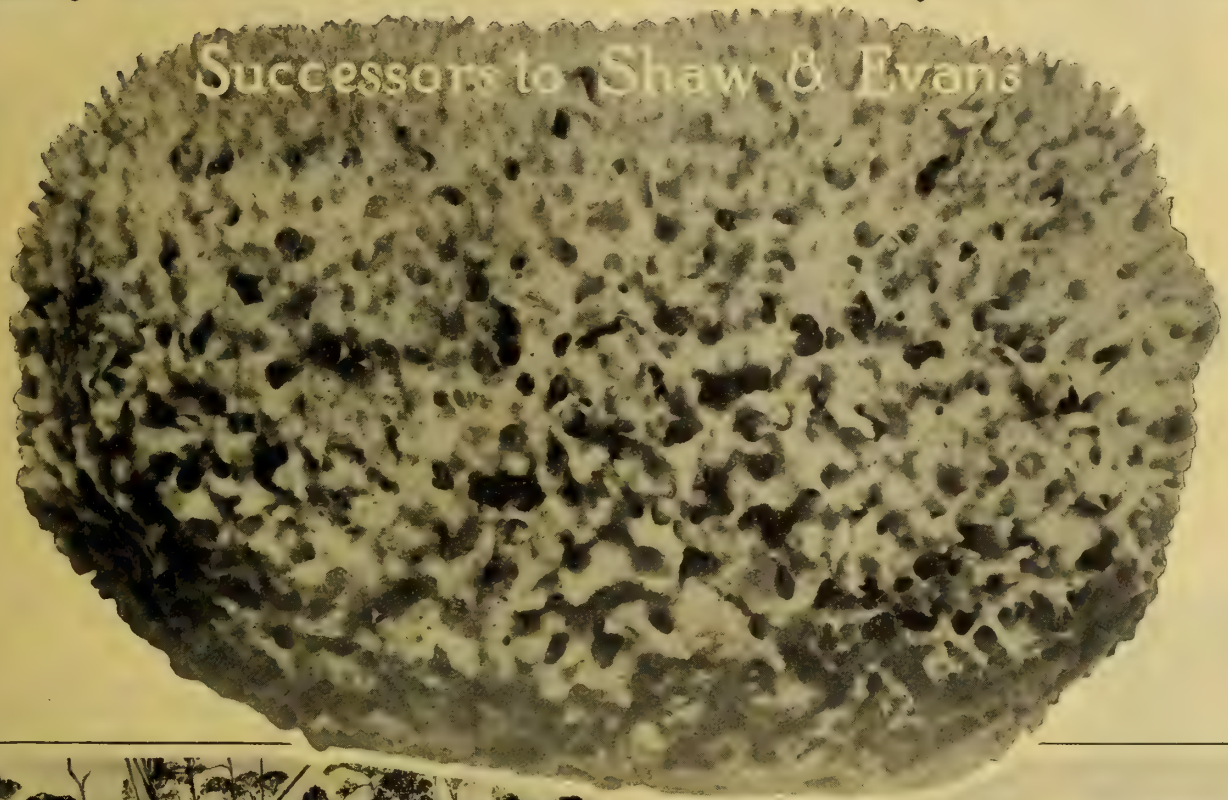
Cable Address—"Sewmachinc"

Export Office:
17 State Street, New York City, U.S.A.

If interested, tear out this page and keep with letters to be answered.

EVANS & CO. LIMITED

Successors to Shaw & Evans





Sponge Fishing Boat



Sponge Packing House

We Are Open To Increase Our Export Business

We are shipping Bahama Sponges direct from the British West Indies to some of the largest Sponge Importing Houses in London, England, New York, U.S.A., and other large centres. We would like to get in touch with further Sponge importers in **any** country.

The greatest care is taken in the cleaning, selection, grading and packing of our Sponges, and we claim our packing to be as nearly perfect as it is possible to turn it out.

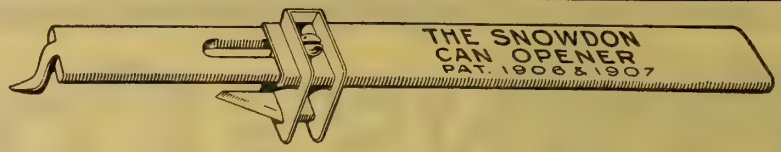
We make export shipments at the lowest market prices direct from the British West Indies to any part of the world (excepting, of course, our enemies).

We refer you to the Royal Bank of Canada, Nassau, Bahamas, B.W.I., as to the reliability of our packing, etc.

EVANS & COMPANY, LIMITED (*Importers and Exporters*)
MONTREAL, CANADA

If interested, tear out this page and keep with letters to be answered.





A Durable, Convenient, Clean Cut, Safety

CAN OPENER

That sells on sight. An absolutely necessary article to every family or individual. List price, $10.00 per gross. Liberal discounts, according to quantity. This is a profitable opportunity.

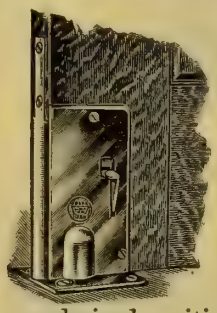
MONARCH ELECTRIC COMPANY, LIMITED
St. Lambert, P. Q.

DISTRICT MONTREAL

CHICAGO SPRING BUTTS

TRADE BUILDING

Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other.



CHICAGO "RELAX"
SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed open at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalog M 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

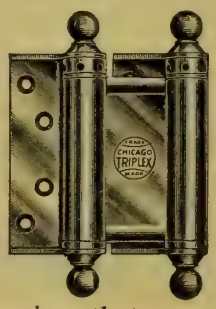
CHICAGO TRADE CSB CO MARK **NEW YORK**

TRADE **CHICAGO** MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



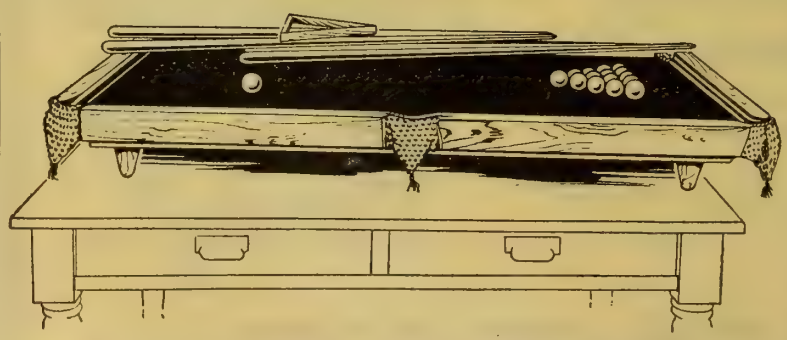
Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO TRADE CSB CO MARK **NEW YORK**



Parlor Pool

15 Ball Game

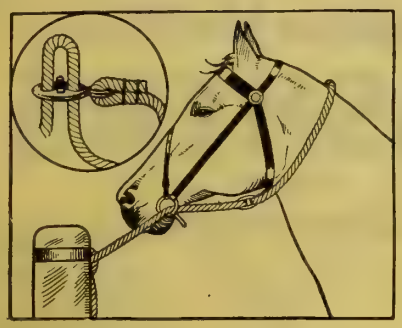
Our Parlor Pool Board is manufactured similarly to the Parlor Billiard Game described on the opposite page. It is correct and true, and full of life. The pockets are well braced. We furnish 16 high-class composition balls, 1½ inches in diameter, numbered from 1 to 15, with a white cue ball, four cues with regular tips, and a frame. Size 24 x 48 x 1¾ inches, with 2¾ inch legs. Weight 18 lbs.

We take pride in offering a well-built board at a low price which will place it within the reach of all and make it essentially a home game.

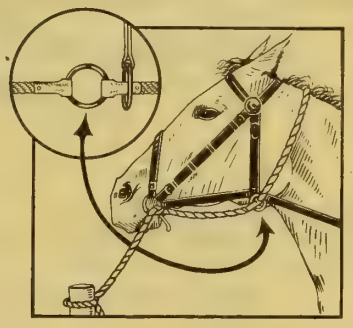
A Big Profit Line.

The SCHULTZ BROS. CO., Limited, BRANTFORD, ONT.

If interested, tear out this page and keep with letters to be answered.



Two Popular Sellers



The Handy Tie

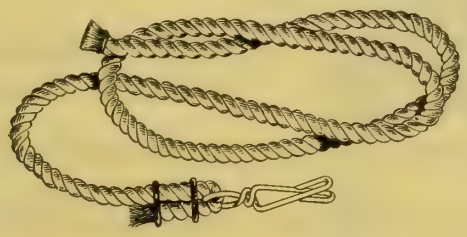
Still a general favorite with all horsemen, it is absolutely unique in its line. Simplicity itself in construction, it is so easily fastened and so absolutely secure. Can be tied with mitts on and won't break or bind. Handy as a snap and ring, yet it's much stronger and less expensive. The Handy Tie is made in three weights of rope, selling at 25c, 30c and 35c each. Dealers' prices—$2.00, $2.50 and $3.00 per dozen. Send us an order by the next mail.

The Harvey Tie

A much superior device to the ordinary snap and ring tie. It is especially designed for street tying. Can be fastened very easily and is very convenient for a woman to use. If the shank is run through the bit, the horse cannot run forward and break a shaft. Wrought steel rings are used and the rope can be supplied in any of three weights, with the ends wound with waxed thread and securely clamped. The Harvey Tie retails at 40c, 45c and 50c each. Dealer's prices $3.50, $4.00 and $4.50 per dozen. A trial order will convince you. Send it to-day.



Sisal Rope Ties and Shanks



Strong and Serviceable

We carry a fine asortment of Sisal Rope Ties and Shanks. These sell at popular prices and give you a good margin of profit. Send us an order for a couple of dozen in assorted sizes. Use price list given below.

The Safety Shank

Without a question, this is the finest shank on the market. The "Safety" is a wonder, no horse can loosen it. A very strong and secure shank. Supplied in either sisal or cotton rope. Sells at 25c each in sisal. Dealer's price $1.80 per dozen. Order a dozen by return.

Price List

No.		
71—	3/8" x 7 feet, with snap only for halter shanks	$ 80
72—	7/16" x 7 " " " " " " "	1 00
73—	1/2" x 7 " " " " " " "	1 20
74—	9/16" x 7 " " " " " " "	1 40
75—	5/8" x 7 " " " " " " "	1 60

No.		
91—	5/8" x 9 feet, with snap and ring for neck ties	1 00
92—	7/16" x 9 " " " " " " " "	1 25
93—	1/2" x 9 " " " " " " " "	1 50
94—	9/16" x 9 " " " " " " " "	1 75
95—	5/8" x 9 " " " " " " " "	2 00

The Mexican Government has just added an extra export duty of 2c lb. on Sisal. Better protect yourself by ordering now through your jobber or direct.

G. L. Griffith & Son GRIFFITH'S TRADE MARK HORSE SPECIALTIES **Stratford, Ont.**

If interested, tear out this page and keep with letters to be answered.

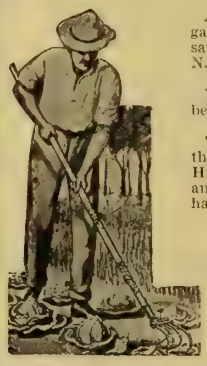


NORCROSS GARDEN CULTIVATOR-HOES

Have Revolutionized Gardening

They fill practically every need in cultivating and weeding, will work closer to plants without injuring the roots than any other tool, are suited to both men and women, and cost but a trifle more than the old style hoe.

The sharp tapering shovels enter the soil easily, tearing up every bit of earth from 1 to 5 inches deep as required, leaving the ground level, loose and untrampled.



A "Norcross" tool will prove profitable in any garden, large or small, at home or abroad. Thousands are being exported to Canada, Australia, N.Z., S. America, S. Africa, etc.

We solicit export trade and give same our very best attention.

The "Norcross" is a Quality Line through and through. Detachable Steel Prongs, Malleable Head. Highest Grade Handles; made in 3 sizes, 6-prong and 3-prong with 4-foot handles; Midget with 9-inch handle.

Manufactured by

C. S. Norcross & Sons
Bushnell, Ill., U.S.A.

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

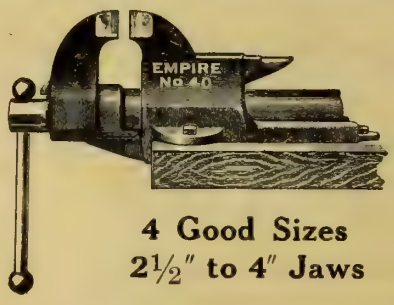
PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

A Guaranteed All Steel Oval Slide Vise

The Vise you have been looking for.



Best Finish and Workmanship

4 Good Sizes
2½" to 4" Jaws

Hardened Jaws.

Also a full line of Machinists Vises, Combination Vises, Pipe Vises.

And a high-grade line of Wrenches

Combination ALL SIZES



Stillson and Adjustable "S"

Write us for catalog and prices.

THE ERIE TOOL WORKS
ERIE, PA., U.S.A.

Mr. Dealer: Here's Your Chance to Make Your Store Headquarters for Best Trade.

PEERLESS Poultry Fencing

Not Mere Poultry Netting



Here is a fence you can sell.

Stands up straight, stretches flat, all wires of even length.

Made of Open Hearth Steel Fence Wire—tough, elastic, springy—will not snap or break under shock or atmospheric changes. Our method of galvanizing prevents rust. Will not flake, chipor peel off. The joints are securely held with the "Peerless Lock" and can be erected on the most uneven ground without buckling, snapping or kinking. The heavy stay wires prevent sagging and require only half as many posts as other fences. Keeps all animals out, confines the smallest chicks, they can't get through.

Valuable Territory Open to Good Dealers

We still have many fine openings for good reliable dealers. If you want to be the leading fence dealer in your locality, write at once. Never has there been a better time to sell quality fencing. You can make your store headquarters for the best trade. Don't fail to write and get our Dealer's Proposition.

THE BANWELL-HOXIE WIRE FENCE CO., Ltd.
Winnipeg, Man. Hamilton, Ont.

If interested, tear out this page and keep with letters to be answered.





BT Pumps, Churns Washing Machines

We shall be glad to hear from importers and merchants in all countries with a view to forming connections for the sale of BT Pumps, Churns and Washing Machines.

Beatty Bros., Limited

Head Office: Fergus, Ontario





If interested, tear out this page and keep with letters to be answered.

The sales-leader

In two years the handy-height oven, with the clear-view door of glass, has made the Lighter Day Range the most popular seller on the Canadian market.

It is modern. It saves labor. Domestic help is hard to get.

Women have to have Kitchen equipment that saves their time.

That is why this wonderful Canadian invention has leapt into first place.

For hundreds of dealers the Lighter Day has turned "dull range-business" into a big, profitable end of their business.

WRITE
Send for special Lighter Day Booklet and complete catalogs of Ranges and Heaters.

Lighter Day Range HIGH OVEN

Coal or Wood



- Handy-height Oven.
- Clear-view Oven Door.
- Tested Thermometer.
- White Porcelain Enamel Splash Backs.
- Warming Closet (above oven).
- Wide Storage Closet.
- Large, Quick-Heat Water Reservoir.
- High Shelf and Towel Racks.
- Smooth, Heavy Nickel Trimmings.

CLARE BROS. & CO., LIMITED

Head Office and Factory:
PRESTON, ONTARIO, CANADA
Winnipeg : Vancouver

If interested, tear out this page and keep with letters to be answered.

—to be able to say

to a hunter, with absolute confidence, "You can depend upon this cartridge," will give you some satisfaction. You can do it with

Dominion .303 British

or any other Big Game Dominion Cartridge. You can do it because we have proved it to those in the Empire most interested in high power rifle cartridges. That's why we are willing to back your statements in regard to the quality of

Dominion Shot Gun Shells and Cartridges

Dominion Cartridge Co., Limited
MONTREAL



Flexo-Spring Whip

FEELS LIKE WHALEBONE

WEARS LIKE RAWHIDE

GUARANTEED TO STAY UP AND KEEP PLIABLE UNTIL WORN OUT

HAMILTON WHIP COMPANY
HAMILTON, CANADA

Save Breakages On Your Whips!

Ninety per cent. of whip breakages are due to drying out of the rattan.

The rattan dries out only after the bark has been stripped. While the bark remains on, it is practically unbreakable.

If it were possible to make whips from rattan with the bark intact, there would be no whip breakages. But the rattan must be not only barked, but turned to shape, and, in ordinary whips, the rattan quickly dries out and becomes brittle.

On this point hinges the superiority of

FLEXO-SPRING WHIPS

After being turned to shape, and before the sap has a chance to dry, the rattan is protected by **O'Brien's Rubberized Coating,** which is brushed on in such a way as to form an artificial bark. This coating keeps the sap in the rattan indefinitely. That is why **Flexo-Spring Whips** permanently retain their flexibility. They cannot deteriorate in stock.

Over the rubberized coating, Flexo-Spring Whips have an English cushion outer cover, double plaited. This forms a durable protection from wear and weather.

A Hand-Made Philadelphia Snap is used on Flexo-Spring Whips and completes the biggest whip value ever offered—a well-made, attractive appearing and permanently flexible whip, at a very moderate price.

Do you want our agency? It is still open in several countries, and we would like to hear from you.

HAMILTON WHIP COMPANY

MAKERS OF WHIPS AND LASHES

HAMILTON CANADA

Agents for Australasia: B. SINGER & COMPANY, SYDNEY, N.S.W.



A World-Wide Distribution

Hoyt Metals are shipped to South Africa, Australia, New Zealand, and Continental Europe from London Factory. South America and U.S.A. demands are supplied from our United States factories. Shipments to Canadian West Indies made from Canadian Factories.

Total annual business runs over $5,000,000.



Metals that stand out prominent:

HOYT'S NICKEL GENUINE
HOYT'S TROJAN
HOYT'S FROST KING

Babbitts

Full Line of

Solders

in bar and wire and all classes of leather goods

Our products have 40 years' experience in metal mixing and a thorough knowledge of modern requirements built right into them.

A trial of our products will convince you that they are as perfect as experience and knowledge can make them.

Send for Catalogue and Full Particulars.

Hoyt Metal Company

Eastern Avenue and Lewis Street
TORONTO, CANADA

LONDON ENGLAND | **NEW YORK U.S.A.** | **ST. LOUIS Mo., U.S.A.**

MADE IN CANADA



Design Patented

Electric-Swell-Weld Coil, Loading and Boom Chain
Sizes ⅜ to ¾ in. inclusive



Electric-Swell-Weld Logging Chain
Sizes ¼ to ¾ in. inclusive



Electric-Welded Trace Chain
all sizes, lengths and styles



Butt or Half Traces
all sizes, lengths and styles



Canadian Pattern Machine Chain



No 90 Heel Chain



Heavy Pattern Breast Chain with Slide XC Plate



NO. 150 Heel Chain



Canadian Pattern Coil Chain



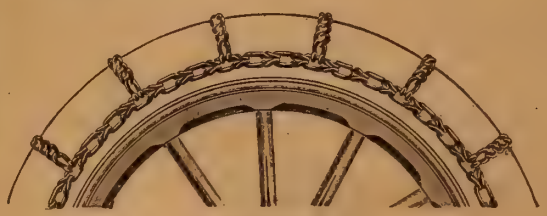
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Galvanized Triumph Pattern Chain



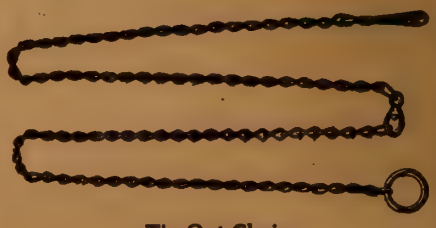
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25%

More Weld More Value
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McKINNON CHAIN COMPANY

ST. CATHARINES ONTARIO, CANADA

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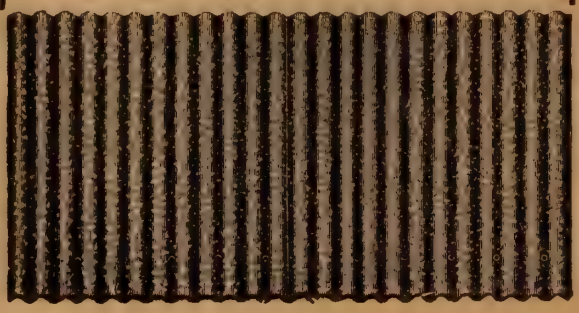
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Unexcelled for pavilions, storage houses, stables barns, outbuildings, or any structure exposed to severe weather conditions.

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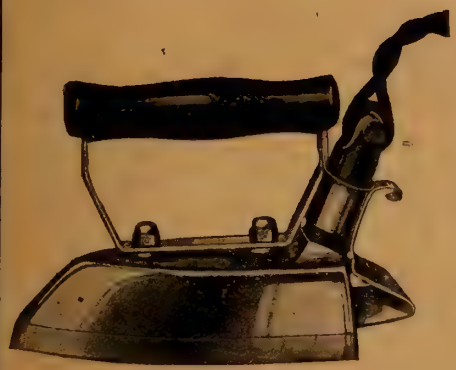
Executive Offices and Factories : OSHAWA, ONT.

Branches : Montreal Ottawa Toronto London Winnipeg

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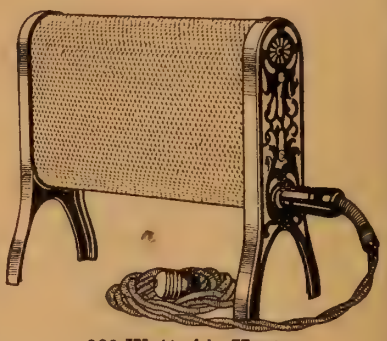
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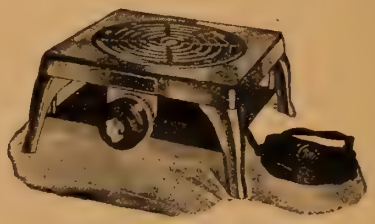


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Made in many styles and sizes for domestic and commercial use.

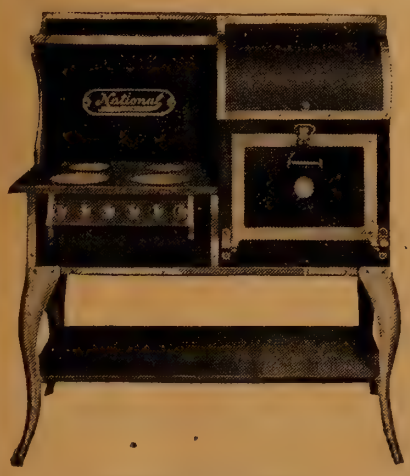
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SPECIAL DEVICES, ETC.



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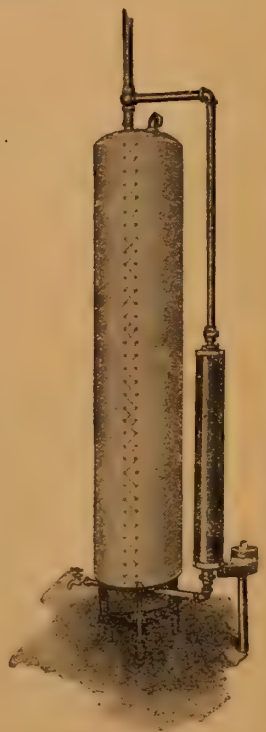


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Made also in Double Disc and Different Wattages.



Model "C6" Range
Made in many styles and sizes for all requirements.

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Made in five sizes.

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TORONTO, CANADA

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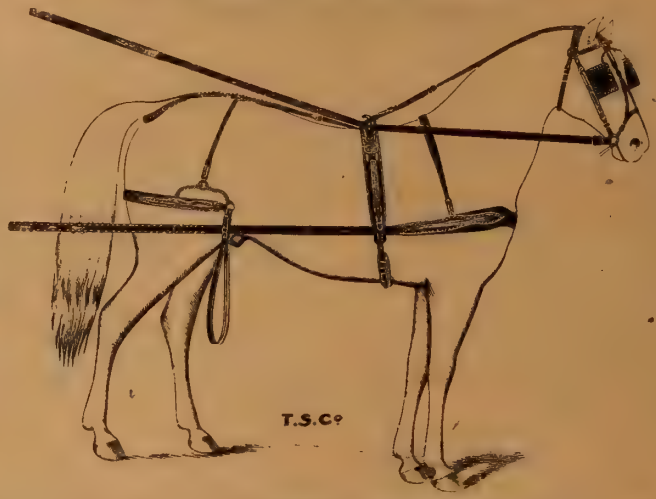
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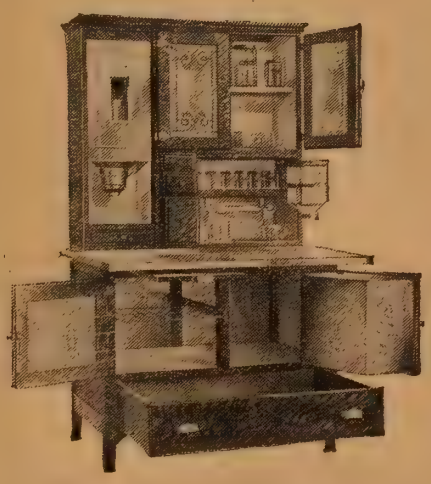
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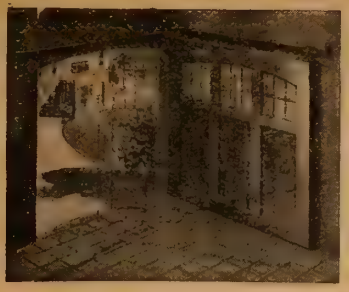
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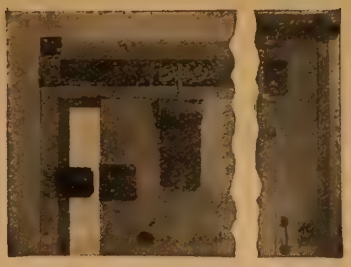
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Single — Double—Sliding—Swing —Vertical—and Special Underwriters' Label Fixtures.



NO. 235 ANGLE DOOR.
Fine for Garages—no curves required—no sag—no warp. Avoids accidents common to swing doors.



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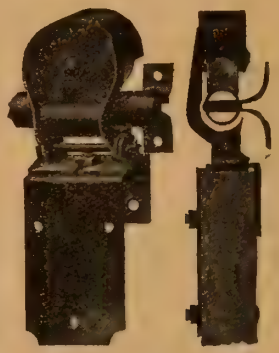
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think of

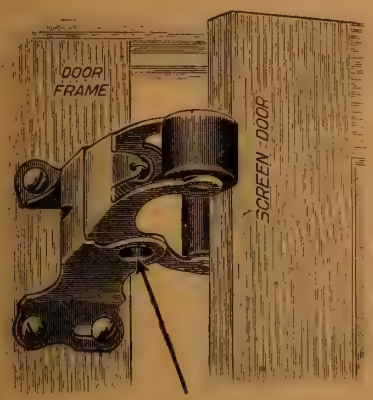
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Only completely Flexible Round Track Hanger. Adjustable. Riveted steel track brackets.

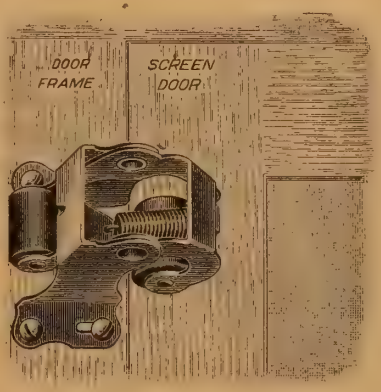


The Open Door

The Mallory Marvel Door Spring

for Screen, Storm or any light door

MADE IN CANADA



The Closed Door

A few of its points of merit:

Inclination of lower arms (best noted when door is open) has enabled us to reduce the lost motion.

Simplicity. Eye Rivets reduce cost of material and labor in assembling, and also our price.

Arms are held rigid by being all in one piece.

Springs have goodly number of coils to prevent over-straining and breaking, are oil tempered and will stand the most active service for years.

Compact. Made with rubber and finished in black enamel.

When selling the Mallory Marvel Door Spring you are selling an article that is true to its name, for it is truly a marvel.

We ship to the world. Write for full particulars and price.

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Thoroughly Modern Equipment and Skilled Workmen

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We supply more Prepared Roofing

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Than all other manufacturers combined

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Water and Weatherproof

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We are manufacturers of all standard types of dry and flashlight batteries and can give promptest delivery, are in a position to render exceptionally liberal export terms, and guarantee everything we manufacture, which includes

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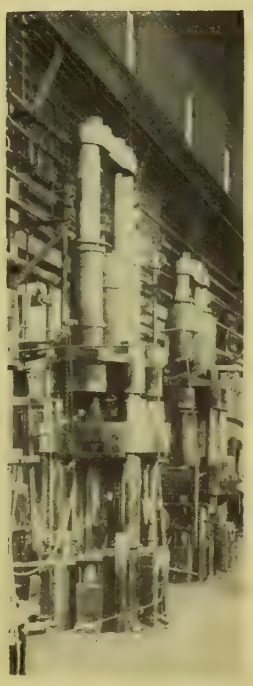
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The Story
of the
Nova Scotia Steel & Coal Co., Limited
presented on this and following pages in
PICTURES
MAINLY

Our market is the round globe. We control our own raw materials, both coal and ore, and our mines are in close proximity to our furnaces and mills. With plant situated on the seaboard, we have unrivalled facilities for shipping to any part of the world.





NS

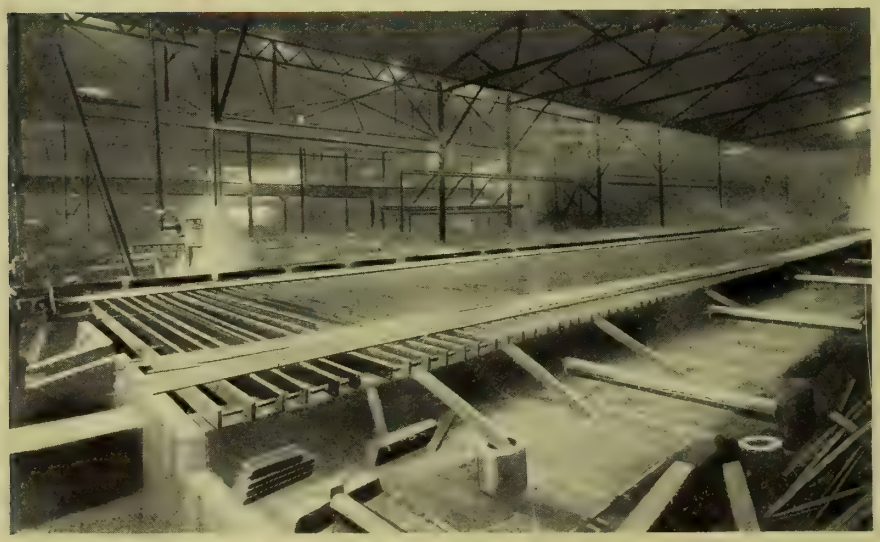
The Nova Scotia Steel & Coal Co.

Limited

WABANA, NFLD. SYDNEY MINES NEW GLASGOW, N.S.



Forge Press Shop, New Glasgow, Showing "Big Chief" in Centre, with Battery of Shell Forging Presses and Heating Furnaces at Left and Right Foreground, Respectively.



Rod and Bar Mill.



Coal Washing Plant at Sydney Mines.

The Nova Scotia Steel & Coal Co.

Limited

WABANA, NFLD. SYDNEY MINES NEW GLASGOW, N.S.



MAJOR C. L. CANTLEY,
Asst. Gen. Manager and
Ordnance Adviser.



Col. Cantley, President and General Manager.



General View from Office of Steel Plant at Sydney Mines.

The Nova Scotia Steel & Coal Co.

Limited

WABANA, NFLD. SYDNEY MINES NEW GLASGOW, N.S.



Pouring a 30-Ton Ingot,
Sydney Mines.



Pouring 3-Ton Ingots,
Sydney Mines.



Pouring 6-Ton Ingots,
Sydney Mines.

The Story

of

The Nova Scotia Steel & Coal Company, Limited

IN WORDS

A HISTORY of the Nova Scotia Steel and Coal Company would be, in large measure, the record of Canada's achievements in the development of her coal and iron industries.

Merged in "Scotia" are the companies that mined the first coal and smelted the first steel in Canada. Their activities date back nearly three centuries, when concessions were first granted that included the whole of Cape Breton Island, one of the richest coal fields in the world. With such antecedents it is only natural that no efforts should be spared by the Nova Scotia Steel and Coal Co. to keep this monster industry right in the van of further development and progress. Their record has been one of continuous and substantial expansion, which indicates careful forethought in administration and planning.

The Nova Scotia Steel & Coal Co., with its subsidiary company, the Eastern Car Co., of New Glasgow, N.S., has become one of the largest industries in Canada. In fact, it really combines five distinct industries:

1. **The Iron Mines at Wabana, Newfoundland.**
2. **The Coal Mines at Sydney Mines, N.S.**
3. **The Blast Furnaces and Smelting Works at Sydney Mines, N.S.**
4. **The Steel Works at New Glasgow, N.S.**
5. **The Car Works at New Glasgow, N.S.**

The Wabana (Newfoundland) iron properties are the largest on this continent, if not in the world. Experts estimate the available reserves of ore as between 2,000,000,000 and 3,500,000,000 tons, an amount which at the present rate of mining will not be exhausted for more than 3,000 years.

Some idea of the wealth of the Wabana iron fields may be gained from comparison with the next largest holdings on the North American Continent—those of the United States Steel Corporation—which are estimated at 1,300,000,000 tons.

In connection with its coal mines it is interesting to note that "Scotia" controls 35 square miles of submarine property. The underground excavations extend several miles beneath the sea, and submarine mining is done on a very large scale.

At Sydney Mines the modern steel plant of the Nova Scotia Steel and Coal Co. has a blast furnace and open hearth steel capacity of about 100,000 tons per year, equipped with all the necessary coke ovens, coal washers and engineering shops. At the shipping port of North Sydney, only three miles from the collieries and steel works, extensive docks with the most modern facilities for coal shipping and ore receiving have been constructed. The great rolling mills, forges and machine shops of the Nova Scotia Steel and Coal Co. are located at New Glasgow. This plant is housed in a group of modern steel and concrete structures, extending over 25 acres. Here the steel ingots from the company's furnaces at Sydney Mines are manufactured into marketable products.

NS

The Nova Scotia Steel & Coal Co.

Limited

WABANA, NFLD. SYDNEY MINES NEW GLASGOW N.S.



The Nova Scotia Steel & Coal Co.

Limited

WABANA, NFLD. SYDNEY MINES NEW GLASGOW, N.S.



Princess Colliery, Showing Surface Equipment at Sydney Mines.



Loading Pier, Showing Conveyors at Wabana, Nfld.



Unloading Iron Ore from North Sydney Shipping Pier.

The Nova Scotia Steel & Coal Co.

Limited

WABANA, NFLD. SYDNEY MINES NEW GLASGOW, N.S.

Story continued from page five

A new development, already under way, is a shipbuilding enterprise. The pioneer product will be a vessel 220 feet in length, and this vessel, when completed, will enter the "Scotia" Company's general freight service.

The Eastern Car Company, a subsidiary of the Nova Scotia Steel & Coal Co., manufactures "All-Steel" Cars to all gauges, for domestic or foreign orders. The capacity of this plant is 40 cars per day. The Company has unexcelled water and rail shipping facilities for the export of freight cars of all types abroad, or to United States markets.

"Scotia" Directorate.

The men directing "Scotia" are, as might be expected, prominent in a wide variety of successful industrial and commercial enterprise, as a glance at the accompanying list indicates:—President and general manager, Colonel Thos. Cantley, New Glasgow, N.S.

Vice-president, Hon. J. D. MacGregor, Ex-Lieutenant-Governor of Nova Scotia, New Glasgow, N.S.

Vice-president, W. D. Ross, director Bank of Nova Scotia, Toronto, Ont.

J. Walter Allison, director Bank of Nova Scotia, Eastern Trust Co., Acadia Sugar Refining Co., etc., Halifax, N.S.

James C. MacGregor, vice-president Eastern Car Co., president I. Matheson & Co., director J. C. Carmichael & Co., New Glasgow, N.S.

George F. MacKay, former manager Nova Scotia Forge Co., New Glasgow, N.S.

Robert E. Chambers, M.I.M.E., manager ore mines and quarries, New Glasgow, N.S.

Frank W. Ross, capitalist, Quebec, P.Q.

Lorne C. Webster, vice-president Quebec Railway, Light, Heat & Power Co., Montreal, P.Q.

Frank Stanfield, M.L.A., director Stanfield's, Ltd., Truro, N.S.

George S. Campbell, director Bank of Nova Scotia, director Eastern Trust Co., Halifax, N.S.

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N. Bruce McKelvie, of Hayden & Stone, Boston and New York.

NS

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to make more money and incidentally get some valuable gifts for yourself!

We suggest that you show him this advertisement and ask him to connect up with this remarkable proposition by return mail. Here's the proposition briefly told: We know that the sales of some safety razors are alarmingly decreasing. Why? Because men have found that a razor *must be stropped* to give a comfortable and satisfactory shave. You know this from your own experience. The

AutoStrop SAFETY RAZOR

is the only self-stropping razor on the market and we know that just so soon as a man tries it he prefers it above all others because he at last gets a **real shave** from the **stropped** blade of a genuine safety razor.

Now, in order to get all men to try the **Auto-Strop** we are using full-pages in the large magazines to tell them to go to their dealer's and borrow an **Auto-Strop** on thirty days' free trial, to be returned if unsatisfactory or to be purchased if satisfactory. There is no deposit, no provisions or strings of any kind to the offer.

To those dealers who have joined with us, we say, lend **Auto-Strop Safety Razors** to your customers in accordance with our offer and we will back you in every way.

If a razor is returned after the customer tries it, send the used razor back to us for a new one. If a customer should fail to either return or purchase a razor which he has borrowed, we will stand the loss. You run no risk or take no chance whatever.

VALUABLE GIFTS

Are being given to proprietors and the clerks for their friendly co-operation in connection with this plan, but the consent of the proprietor is necessary before clerks can participate in this feature of the proposition. If you are a clerk, show this to your "boss." If you are a proprietor or buyer, write us at once for full particulars of this remarkable offer. Act now, it means money to you!

AutoStrop Safety Razor Co., Ltd.

83 Duke Street **Toronto**

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Made in Canada

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Plus

VALUE and SERVICE

Give

ABSOLUTE SATISFACTION

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CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, NOVEMBER 4, 1916 No. 45

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ESTABLISHED 1887.

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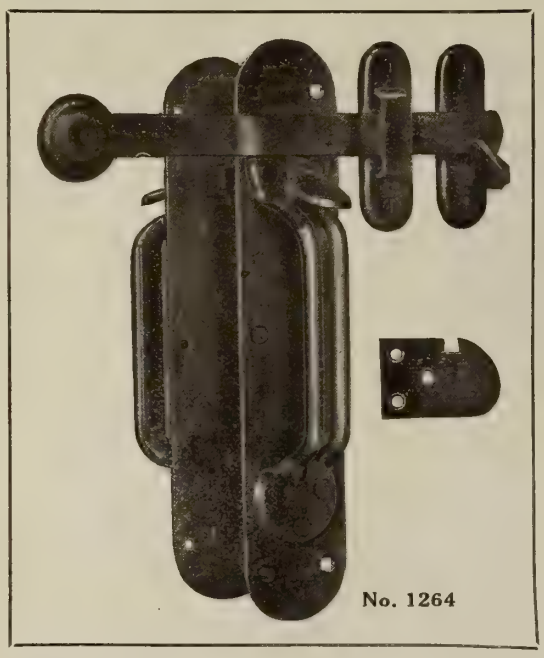
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HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 28 TORONTO, NOVEMBER 4, 1916 No. 45

Canadian Exports Increased $535,000,000

Figures Up to September 30, Show Huge Increase in Canada's Trade — Exports of Manufactures Increase Over 400 Per Cent.—What Canadian Manufactures are Doing Abroad

THAT Canada is rapidly becoming a great export nation is shown by Government figures which indicate the extent of Canada's trade for corresponding periods of recent years. Never before in the history of the Dominion have Canadian manufacturers devoted more study to the possibilities of developing export trade. To-day there are many Canadian manufacturers doing a nice export trade, who prior to the war, confined their entire attention and efforts to the development of trade within Canada. It is true that military requirements have been to a great extent responsible for some of the huge increases in the value of exports. But in additions to the demand for military supplies, there have been heavy exports of many manufactured products which have gone forward to supply the domestic requirements of foreign importers.

On this page is shown a list of manufactured goods. This list represents some of the products which are now being exported abroad, or which Canadian manufacturers state they are in a position to export. The list is not by any means complete, but it will give the reader some idea of the diversity of products which Canadian hardware manufacturers are making or are prepared to make for export trade.

One of the most pleasing features of Canada's new export trade is that the goods leaving this country are of the very best quality in workmanship and material. Cheap, shoddy-goods have not found a place among the exports of Canadian hardware manufacturers.

Another important feature of present-day trade, and one which has been decidedly noticeable ever since the outbreak of the war, is the large number of inquiries from abroad for prices, catalogues, etc., of Canadian goods. A great many inquirers have been able to secure what they needed, while others have found that the goods needed were not made in this country. During the past two years quite a number of new industries have started in Canada. Many others operating here on a small scale before the war have been forced, owing to the rush of business, to enlarge their plants and even now they are hardly able to cope with the flood of orders.

One concern, and it is typical of a number in Canada, was operating in a small way before the war. Its trade was purely local and at times it had difficulty in keeping the plant running to full capacity. Following the outbreak of the war the demand for this factory's products became more pronounced. Then the export demand became more insistent. The factory started to run full time, then a night shift was added, and still the factory was unable to meet the demand. A good-sized addition has been built and even with the increased facilities the plant is running full time and is building up a nice export trade as well as catering to an increased home consumption.

Trade Doubled in Year

Government figures just issued, will demonstrate more than anything else how Canadian trade has developed since the outbreak of the war.

Total Canadian trade, exclusive of coin and bullion, for the twelve months ending with September, amounted to $1,738,204,256. This shows an increase of $803,204,833 over the total for the corresponding twelve months, 1915, and of $737,140,757 for the corresponding period of 1914.

Total trade for the month of September alone amounted to $161,067,661, an increase of nearly seventy millions over September, 1915, and of eighty-eight millions over the trade for September, 1914.

Total exports for the year ending September, amounted to $1,052,925,651. This shows an increase of $535,000,000 over those for the 1915 period, and of almost 600,000,000 over the corresponding period of 1914. For the month of September alone there was an increase of nearly $40,000,000 in exports over September, 1914. The total value of exports for September amounted to $92,271,399. It is also interesting to note in passing



A feature of Canadian industry—The large wheat elevators of the West.

that the exports for September, 1916, are greater by over $90,000,000 than those of September, 1914. For the month of September, 1916, manufactures headed the list of exports with over $37,000,000, as against only $9,000,000 for 1915, and $5,000,000 for the same month in 1914. During 1914, manufactured products provided about 14 per cent. of the exports; 1915 provided about 25 per cent., and 1916 for the same period reached 32 per cent.

The total value of manufactures exported for the twelve months ending September amounted to $361,381,419; agricultural products, $396,455,537; animal products, $111,331,332.

What Some Manufacturers Are Doing

One large Canadian manufacturer making iron and steel products which are handled almost entirely by the hardware trade, has since the outbreak of war created a special export department and is giving special attention to all foreign inquiries. In addition to making many lines for export (included in panel elsewhere) this firm is equipped to make special forgings or castings when large quantities (10,000 or over) are required.

To Export Paints, Varnishes, etc

Another large and well known firm is now doing a large business in linseed oil, dry paint, colors, etc. This firm is preparing and planning to have a full export business in paints, varnishes, dry colors, oxides, linseed oils, and other paint materials.

Now Selling in Foreign Markets

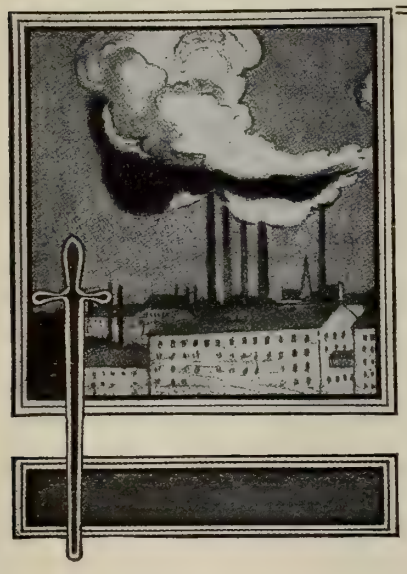
Another large firm and one of the oldest in Canada, doing a huge business with the Canadian hardware trade, is exporting goods to Great Britain, South Africa, New Zealand, British West Indies. This particular firm has sufficient orders on hand for export to keep this branch of the business busy for at least six months. Although this firm has a good export trade connection, plans are being made to handle more export trade when the war is over.

After Export Trade

Another manufacturer making, among other lines, suuch goods as are used in residences for domestic purposes, has already entered the South African market and the goods are being handled through a new York house. This firm has also appointed an agent in England who has a complete line of the manufacturer's samples. At present, owing to the goods being bulky, there is an embargo on some of the products made by this firm. However, the Canadian manufacturer and the English representative expect to do a big business after the war is over.

Desires Foreign Business

Still another large manufacturing firm which has been established in Canada for many years, is selling in foreign markets, but principally within the British Empire, such as the British Isles, New Zealand, Australia, British Guiana, South America, West Indies, India. This firm also ships some goods to the United States and has a connection in Russia. Some of the goods exported by the company are shown in a panel elsewhere in this issue. This manufacturer, like many others, is anxious for foreign business if he can secure payment within a reason-



"Made in Canada" Goods for Export

The following is a list of some hardware lines which are now being exported from Canada, or which Canadian manufacturers are in a position to export. Foreign buyers can secure the names of manufacturers by writing to the Editor, HARDWARE AND METAL, Toronto, Canada. The list does not by any means represent the extent of exportable products "Made in Canada." HARDWARE AND METAL will be glad at any time to answer inquiries from foreign buyers and to put them in touch with Canadian manufacturers.

100—Brass Valves.
101—Ships' Pumps.
102—Locomotive Specialties.
103—Fire Hydrants.
104—Castings (brass, bronze, copper and aluminum).
105—Special Castings (all metals).
106—Steel Chain.
107—Steel Chain Specialties
108—Coil and Machine Chain.
109—Halter Chain.
110—Cow Ties.
111—Heel Chains.
112—Trace Chains.
113—Logging Chains.
114—Electric Welded Chain.
115—Ornamental Iron Gates.
116—Coal and Wood Ranges.
117—Shoe Polish.
118—Silver Polish.
119—Iron and Steel Hames.
120—Saddlery Hardware, steel and malleable, such as rings, dies, bits, buckles, snaps, etc.
121—Wagon and Carriage Hardware
122—Automobile Accessories, including bumpers, auxiliary seats, tire holders, tire irons, etc.
123—Special Forgings.
124—Fly Swatters.
125—Flour Sifters.
126—Fly Traps.
127—Bread Mixers.
128—Lunch Boxes.
129—Galvanized Pails.
130—Tinware.
131—Steel Enameled Wares.
132—Pieced Tinware.
133—Metallic Ceilings
134—Wall Material.
135—Metallic Shingles.
136—Metallic Sidings.
137—Farm and Poultry Fence.
138—Ornamental Iron Fencing.
139—Mantels and Grates.
140—Boys' Express Wagons.
141—Boys' and Girls' Sleds.
142—Kitchen Cabinets.
143—Lawn Furniture.
144—Folding Chairs.
145—Oil Cake.
146—Oil Cake Meal.
147—Lanterns
148—Sheet Zinc
149—Plates.
150—Stoves.
151—Washboards,
152—Extension Ladders.
153—Shoofly Rockers.
154—Blacksmith's Forges.
155—Blowers.
156—Hand Drills.
157—Rotary Wing Pumps.
158—Iron and Steel Drills.
159—Blacksmith Tools.
160—Linseed Oils.
161—Oxides.
162—Dry Colors.
163—Mixed Paints
164—Varnishes.
165—Bar Iron.
166—Bar Steel.
167—Wrought Pipe.
168—Wire Nails.
169—Annealed Wire.
170—Galvanized Wire.
171—Barbed Wire.
172—Tinned Mattress Wire.
173—Horse Shoes.
174—Bolts and Nuts.
175—Plumbers' Supplies.
176—Safety Razors and Blades.
177—Painters' Brushes
178—Cotton Rope.
179—Wrapping Twine.
180—Awning Cord.
181—Wire Fencing.
182—Wire Gates.
183—Hack Saw Blades.
184—Cast Iron Enameled Goods.
185—Collar Pads for Horses.
186—Working Men's Cotton Gloves.
187—Hand Saws.
188—Files.
189—Circular Saws for Wood and Metal.
190—Band Saws.
191—Band Re-Saws
192—Paper Trimming Knives.
193—Wood-working Machinery Knives.
194—Narrow Band Saws.
195—Galvanized Sheets.

able time. It is the policy of the manufacturer to quote f.o.b. Canadian Atlantic seaboard, or equalize freight on same. Where it is necessary to collect from the customer direct and not from an authorized agency, the manufacturer prefers to ship with draft attached to B|L. If necessary, the manufacturer will prepay the freight and charge same up in the draft.

Had Travelers Abroad

One large firm had travelers abroad prior to the war. When war was declared travelers were called in because it was expected that before long ocean freight rates would advance to such an extent that it would practically prohibit the export of the rather heavy and bulky products of this firm. However, since the outbreak, and with the heavy freight rates, this firm has shipped several large consignments to different foreign countries. This firm has a good connection in England and India. Prior to the war it did some business in South America. The company is now negotiating with South African firms and hopes to develop a good connection in the latter country. The company makes up special goods to meet the requirements of foreign markets, and hopes to greatly increase its foreign trade after the war is over and shipping facilities have become improved. The company has issued special catalogues in English and Spanish.

Immense Exports of Steel and Iron

Exports of iron and steel since the outbreak of the war have reached figures which a few years ago would have been thought almost impossible. Several large manufacturing concerns are shipping immense quantities of iron and steel products, including the following: Bar iron, bar steel, wire nails, wrought pipe, nail wire, annealed wire, galvanized wire, barbed wire, tinned mattress wire, horse shoes, bolts, nuts, etc.

Immediately upon the outbreak of the war, Canadian manufacturers or their representatives visited England and secured large orders for iron and steel products. Arrangements were made whereby Canadian firms were to pack or ship the goods to conform with the requirements in England. Take, for instance, wire nails. These had to be packed in containers which were different to those ordinarily used in the country. Details of this kind were arranged quickly and since then huge quantities of goods have been exported despite the amazingly high prices prevailing. In a panel elsewhere is shown a list of the extras on wire nails for the United Kingdom. This list of extras was adopted by nail manufacturers on April 15, 1915, about nine months after the outbreak of the war. No doubt Canadian firms will continue to hold, after the war, a very considerable portion of the export trade they are now enjoying on iron and steel products. And there is no reason why Canada's export trade in these lines should not continue to increase for many years to come.

Extras on Wire Nails for United Kingdom

IWG	On Gauge	ON SHORT LENGTHS									
	per cwt.	½"	¾"	1"	1¼"	1½"	1¾"	2"	2¼"	2½"	3"
0/3	—	—	—	—	—	—	—	—	—	—	—
4/5	(Basis)	—	—	—	—	—	-/9	-/6	—	-/6	-/3
6/7	—	—	—	1/6	1/-	1/-	-/6	-/6	-/3	-/3	—
8	-/6	—	1/-	-/9	-/6	-/6	-/3	-/3	—	—	—
9	-/9	—	—	-/6	-/4½	-/4½	-/3	-/3	—	—	—
10	1/3	—	—	-/6	-/4½	-/3	-/3	—	—	—	—
11	1/9	—	—	-/9	-/6	—	—	—	—	—	—
12	2/6	—	-/9	-/6	—	—	—	—	—	—	—
13	3/3	1/-	-/9	—	—	—	—	—	—	—	—
14	4/-	-/6	-/3	—	—	—	—	—	—	—	—
15	5/-	-/3	—	—	—	—	—	—	—	—	—
16	6/3	-/3	—	—	—	—	—	—	—	—	—
17	7/9	-/3	—	—	—	—	—	—	—	—	—
18	9/3	—	—	—	—	—	—	—	—	—	—
19	11/-	—	—	—	—	—	—	—	—	—	—
20	15/-	—	—	—	—	—	—	—	—	—	—
21	18/-	—	—	—	—	—	—	—	—	—	—
22	26/-	—	—	—	—	—	—	—	—	—	—

Other short lengths according to agreement.

ON SPECIAL NAILS			
Square Nails	-/6	Annealed Nails	-/6
" Grooved Nails	1/6	Round or Convex Heads	-/6
Clouts and Slate Nails	2/-	Flooring Brads	free
Lath Nails	-/6	Blunt Pts., nipped off	-/6
" extra large heads	1/-	" smoothly cut off	-/9
Dowells	-/9	Bright Staples, with shear or Slice cut points	-/9
Ovals	1/3	Galvanised Staples, with shear or slice cut points	3/6
Headless Nails	1/-	Bright Tram and Roofing 00-5 / 6-7 / 8-9	1/-
Panel Pins	1/-	Pipe Nails, No. 5 and thicker	9/-
Jagging	1/-	Shoe Rivets	15/-
Bluein	-/9	Galvanised 2 in. and over	2/-
Nails with Marks on Head	-/6	" 1¼ in. to 1⅞ in.	6/-
Nails for Nailing Machines	1/6	" under 1¼ in.	7/3
Triangular Nails	1/9	Tinned Nails	9/-
" " Grooved Nails	3/-	Moulder Pins	15/-
Tenter Hooks, round	3/-		2/-
" square	3/6		
" oval	3/9		
Nicked or Screw Heads	2/6		
Pencil Points	-/6		
Cement Coated Nails	1/6		

Basis Price includes Ordinary, Plain, Chequered, Rose, Diamond, and Brad Heads.

1-cwt. gross bags free. 1-cwt. net bags, 3d.; 1-cwt. gross double bags, 6d.; ½-cwt. gross bags, 3d.; ¼-cwt. gross bags, 9d.; 14-lb; gross bags, 1/-; 100-lb. to 112-lb. kegs, 3d.; 85-lb. to 99-lb., 4½d.; 70-lb. to 84-lb., 6d.; 60-lb. to 69-lb., 7½d.; 50-lb. to 59-lb., 10d. per cwt. extra.

Paper Packets Extras, including packing in Cases strapped with Wire Straps.

Packing in 1-lb., 2-lb., 3-lb., 5-lb., 7-lb., or 14-lb. gross parcels; any weight, net parcels or bags, 4 per cent. per cwt. extra.

2/9½ 2/6½ 2/6 1/10½

All Contracts made with us to be specified:—One-third of total quantity in No. 10 and thicker, and two-thirds in No. 11 and thinner, and Tinned and Galvanized not to exceed 10 per cent. of quantity booked.

No claims for rusted or damaged goods or for shortage can be accepted after Clean Bill of Lading has been furnished.

List of extras on wire nails adopted by Canadian manufacturers, April 15, 1915, to take care of business with United Kingdom.

Export Trade Has Been Growing

That Canada's export trade has been growing steadily for some years past is shown by the official figures of the Department of Trade and Commerce. Figures showing how export trade has been growing makes interesting reading. For the United Kingdom, the United States and other countries, by years, the exports for a ten year period are shown below. The figures represent those at the end of the fiscal year, March 31, and are as follows:—

	United Kingdom	United States	Other Countries
1907	$134,469,420	$109,772,944	$27,964,242
1908	134,484,156	113,520,500	32,001,950
1909	133,746,638	92,603,094	35,162,427
1910	149,634,107	113,150,778	38,573,644
1911	137,158,711	119,203,201	40,834,453
1912	151,853,054	120,534,993	42,929,203
1913	177,982,092	167,110,382	48,139,673
1914	222,322,766	200,459,373	56,215,789
1915	211,758,863	215,409,326	68,640,688
1916	463,081,241	220,225,080	99,566,181

The latest figures available covering the twelve months ending Sept. 30, show the export to be over the billion mark or to be exact, $1,052,925,651.

Out of Our Swaddling Clothes

From the dimensions that our export trade has taken on during the past year, it is plainly evident that Canada has stepped out of her swaddling clothes into a new era. There are some who take a pessimistic view of the situation and assert that it is but a transitory condition and that after the war the export trade will fall off again. But there are a great many also who believe that what the Canadian manufacturers and business men have secured in this changing time of war they will hold, and as the years progress secure an even larger share of trade in the markets of the world.

HARDWARE ASSOCIATION ISSUES NEW NET PRICES

Secretary Macpherson, of the Ontario Retail Hardware & Stove Dealers' Association, has just mailed the members of the association net prices to apply on price lists for the members' price books, covering carriage bolts, coach and lag screws, machine bolts, tire bolts, sleigh shoe bolts, flat head wood screws, round head wood screws, flat and round head stove bolts and square and hexagon nuts.

Prices are figured on standard discounts current on Oct. 20, and are the cost prices on which merchants should be making their profit to-day.

Members are asked to kindly compare the new prices with their market costs and they will no doubt find it profitable to advance prices. In his letter to members, Secretary Macpherson states in part: "You will need all the profits you can get to-day to look after the declines in values when they arrive, be it in one or five years."

SUBJECT TO DUMPING DUTY

According to a ruling of the Commissioner of Customs, rough-rolled wired glass and plain sheet window glass are held to be articles of a class or kind made in Canada, and, as such, are liable to dumping duty if consignments are invoiced to Canadian importers at a price less (by more than 5 per cent.) than the fair market price in the country of exportation. Plain ribbed or plain rough-rolled glass are, however, considered at present to be of a kind not produced in commercial quantities in Canada and are consequently not subject to dumping duty.

Canada's Activity in Iron and Steel

Heavy Consumption Now is Due to Munition Work, But the Prospects for Export After the War are Excellent—Europe Will Require Steel and Special Opportunities Will Open in Russia—The Problems of Domestic Demand

THE iron and steel industry being the basic industry, all speculation as to trade conditions must begin with consideration of iron and steel. The very marked business activity in Canada to-day is closely mirrored in the iron and steel trades. In considering export possibilities it is necessary to first review this trade from that standpoint.



For obvious reasons, in Canada as elsewhere, the domestic demand must provide the chief market for Canadian iron and steel products. In 1912 it was estimated that the total consumption of pig iron amounted to about 1,280,176 tons, of which 79.9 per cent. was produced at home. Consumption had more than trebled in a decade, and production had quite kept pace with it. As a matter of fact, the productive capacity exceeded the total consumption of the country. Imports consisted chiefly of special grades of pig iron that were not and could not be profitably made in Canada. Similarly the greater part, over 90 per cent., of the steel used in Canada was produced at home. One should remember, too, that 1912 was a boom year, and that, therefore, when in 1913 and 1914 railroad and other construction decreased and the consumption of iron and steel declined, the capacity of Canadian plants was far more than adequate to meet all the demands for the ordinary grades of pig iron. Hence the pig iron producers were suffering from low prices and from a general depression. When war broke out this condition was for a short time aggravated by the total dislocation of industry and most of the Canadian furnaces were closed down.

It was not long, however, before the demand for munitions put an enormous pressure on the productive capacity of Canadian mills, so much so that the demand for and the price of steel and pig iron trebled. To-day, in fact, throughout 1916, there has been a perfect famine in the steel market. The situation is so serious that Canadian furnaces have had to cancel orders for ordinary domestic purposes in favor of munitions workers. Meanwhile the steel for the Quebec Bridge has been ordered from the American Bridge Company, because it could not be got in Canada; every availale furnace in the United States is in operation; and yet it is next to impossible to get supplies for domestic purposes, and the situation is getting worse. Railroads are relaying old rails and industrial corporations which used old rails for sidings find it impossible to get them—even in the munition business.

It is not surprising that under these circumstances Canadian iron and steel producers have increased their productive capacity—especially in steel lines—and they have been fully warranted in doing so by prices like $20.50 per ton for pig iron, $45 for steel billets, and $61.60 for steel rails.

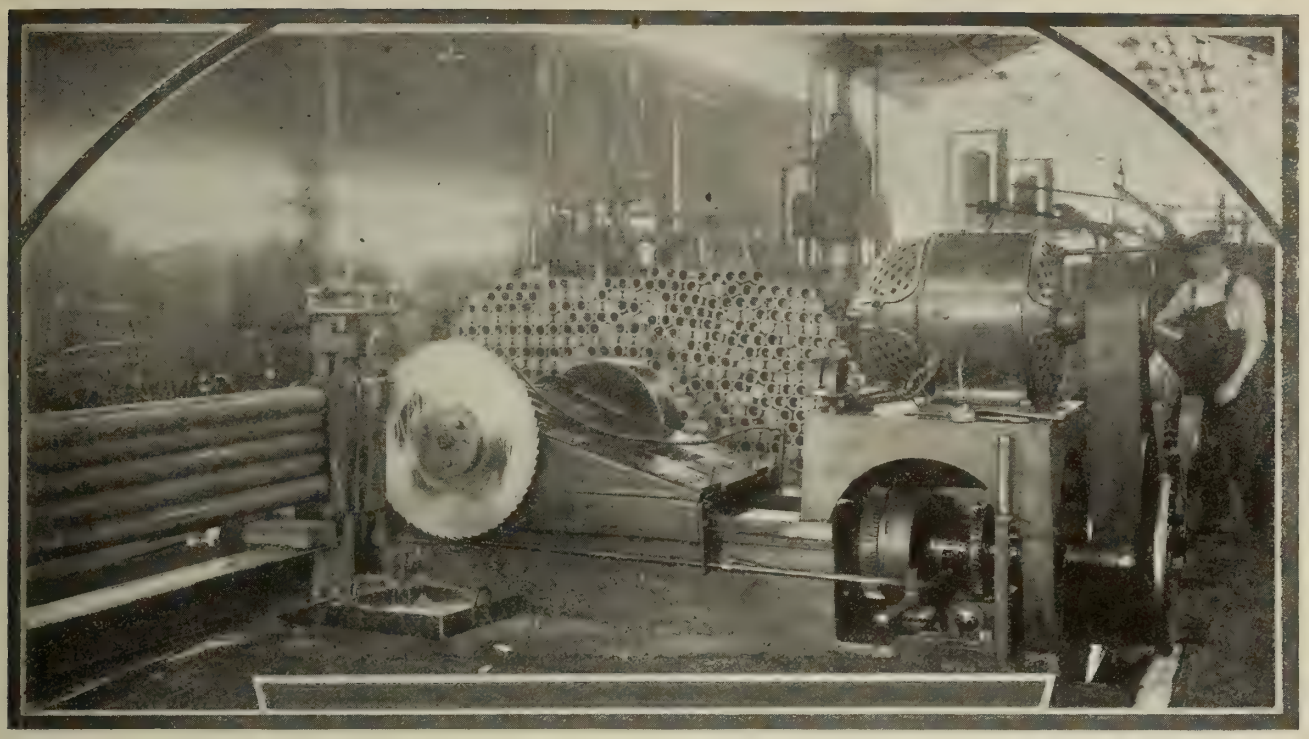
Uncertainty respecting the future must, however, be obvious. While no one knows the maximum current demands for iron and steel, it must be evident that when the domestic demand falls below the abnormally high 1912 and 1913 levels it will be exceeded by far by the increased productive capacity of Canadian iron and steel plants. One may therefore, reasonably expect that when normal conditions return, several Canadian furnaces will be out of commission, or the product will be selling at low prices, or Canadian companies will have to find and keep a new market abroad for the surplus product. As a matter of fact, all of these conditions are likely to exist to a greater or less degree.

Foreign Markets

What, then, is the character of the foreign markets? Prior to the war it was negligible. Exports of pig iron in 1912 were only $301,702, as compared with a total production worth about $12,000,000. Exports were not one-tenth of imports. Exports of "iron and steel or wares of which iron and steel are the component materials of chief value" were $139,136,072 of the imports.

But of course the war changed all this, for it was discovered that Canada had resources for which the war had created extraordinary demands. While the first few months of war were the most severe that the Canadian industry had experienced in several years, yet probably no other industry recovered so quickly. The revival was due to several kind of orders; partly for domestic needs; partly for foreign countries, especially the United States; but chiefly for war materials. At the present time the war has about the same relation to prosperity in the Canadian steel indus-





A large share of Canada's advance in export trade has been due to the munition industry.

try as the Dardanelles question has to the price of wheat.

If this is not perfectly evident, a detailed study of the figures in the following table will make it quite so.

Exports of Iron and Steel.

	1914.	1915.	1916.
Pig iron .....$	247,597 $	139,427 $	307,721
Ferro products	.....	398,488	729,029
Scrap iron	.....	.....	851.118
Wire rods	.....	.....	4,483,572
Iron and steel N.O.P.	1,515,926	7,467,268	43,458,265
Total iron and steel and mfrs.	13,039,941	15,915,535	52,744,512

As exports of agricultural implements had declined from $7,349,135 in 1914, to little more than $1,000,000 in 1916, it may be seen that the most important item to inflate the volume of exports was the munitions. It has been estimated by Col. Thos. Cantley, of "Scotia," that in the calendar year 1916, the export of munitions to England will amount to $250,000.000 at least, possibly $300,000,000. The decrease in domestic consumption meanwhile is reflected in a decrease in imports of iron and steel and manufactures thereof from $139,126,072 in 1913, to $119,229,488 in 1914, $64,758,887 in 1915, and about $41.000,000 in 1916. It scarcely needs additional explanation to prove that the current prosperity of the Canadian steel industry is due to export orders for war purposes.

Post War Conditions

What post war conditions in the Canadian industry will be, one suggests with some temerity. That depends on a number of factors, including:—

1. The extent of the domestic demand.

2. The effectiveness of attempts to favor home industry.

3. The extent of the foreign demand.

4. Canadian advantages in raw materials, proximity to markets, etc.

Canada's Needs After the War.

How extensive domestic demands will be after the war no one knows definitely. It has been generally assumed that by the end of 1913, Canada had about reached the safety point in her capital investments, or that at least she had well caught up to her immediate needs in railway building and in construction work production — especially agricultural production—seemed to be the chief need. Since that time agriculture—thanks to high prices—has been greatly stimulated. Meanwhile, as we have indicated before, very little iron and steel has been put into new construction work; indeed, maintenance and repair have been considerably neglected. Thanks to economy measures and the high prices, there has been a considerable accumulation of work that will demand iron and steel. Everyone will admit, too, that our capital supply in the form of ships is considerably depleted and quite inadequate to carry the surplus of Canadian wheat. Has Canada's production caught up with the productive capacity of her capital investments and are we ready for new investments of capital in the form of iron and steel? Without any doubt, Canada has made great strides in this direction and for a short time at least, after war orders cease—which, by the way, may happen at any time—there will be a market for steel. In fact, orders are already placed for delivery of steel as late as the latter half of 1918 and prices for delivery in 1917 are quite high. There is, of course, no doubt whatever that the domestic demand for iron and steel will greatly increase in the course of the next few decades, and that, in the long run, the Canadian industry will grow in proportion, scarcely anyone doubts.

Foreign Competition

Canadian mills are apt, however, to have to face severe foreign competition. The payment of about half of the war indebtedness of Europe in fifteen or twenty years, will be made partly in iron and steel. The United States, too, which has greatly increased its productive capacity, will be a competitor for the Canadian market. Doubtless tariff protection will still be afforded the Canadian producers and the dumping clause provides a bulwark against American price-cutting. Yet despite attempts to protect the home industry, both Great Britain and the United States are likely to get some orders in Canada and there is a fair probability that the capacity of Canadian mills will exceed the residue of the domestic demand.

The Future of Exports

Canadians will probably, therefore, devote special attention to the export trade. Already one Canadian firm has been offered a contract for deliveries for stated times for ten years. Many believe that Europe will take for some time all the steel that America can turn

out. One should remember in this connection that while there will be a great demand for iron and steel in France and Belgium, it will be structural steel and rails that will be needed and British engineering firms, relieved of the demands of the munition board, will get a large part of the orders. British firms are to-day probably the best in the world. Proximity to the market is an advantage for structural steel, being bulky, is costly to transport. All Canadian firms are at present at some disadvantage by reason of the high ocean rates for transportation and inland firms are especially disadvantaged by the recent increase in export rates by the railways. While these transportation rates are not a serious disadvantage now when they can be added to the price charged to the belligerents, they undoubtedly will be in the post war period of international competition in iron and steel unless of course both rail and ocean freights fall. The development of Russia, which has formerly bought her steel from Germany, ought to provide a wonderful and growing market for Canadian iron and steel and should suggest again the advisability of starting an iron and steel industry in British Columbia, using Texada Island ores and Vancouver Island coal.

At present the most favorable features among the prospects for an export trade after the war lie in the possible determination of the Allies to buy from each other and to close their markets to the central powers, the possibility of Britain imposing a tariff on the enemy nations, and even neutrals, and of giving a preference to the colonies, and the possible increase in European wages and taxes.

Resources—Iron Ore and Coal

Obviously, however, it is on the deposits of iron ore and beds of coal available for smelting that the future of Canada's iron and steel industry chiefly depends. One might as well confess that it is absolutely impossible to estimate Canada's share in the world's supply of iron ore and coal. They are however vastly greater than the present known deposits, and these are very important for instance, the iron ores at Bell Island, Newfoundland, and the coal of Nova Scotia are the basis of two quite remarkable iron and steel companies, the Nova Scotia Steel and Coal Company and the Dominion Steel Corporation. While "Scotia" has taken only 6,000,000 tons of ore in twelve years from Bell Island they have there still, it has been estimated, 4,000,000,000 tons of workable ore and at North Sydney "Scotia" has workable seams of 2,379,500,000 tons of coal. In Ontario the Lake Superior Corporation has valuable deposits of ore and its plant is favorably situated for receiving coal from the south and shipping the finished products to the Canadian and American West. The ores of Ontario are, to tell the truth, practically unexplored. It is interesting to note, too, that whereas many Canadian ores were ill-adapted to the old Bessemer process of steel making, the open hearth process, which is now being extensively adopted even in England, makes profitable use of Canadian ores and there is ample evidence that Canadian ores will become more and more usable as new technical processes, such as electro-metallurgy are developed on a commercial basis.



Shipping points in Canada have become very busy—Note congestion of wheat cars in yard.

CATALOGUES AND PRICE LISTS WANTED IN RUSSIA

C. F. Just, Canadian Commercial Agent in Petrograd, asks those firms which are sending him catalogues to forward at the same time price lists, together with the discounts allowed on export orders. In connection with the above, Mr. Just, points out that it is also most desirable to furnish weights of articles, size and weights of packages as shipped and the proportionate charge for packing. This information is important in that it enables parties interested to arrive at an idea of the cost price of the article delivered. Without these particulars the catalogues are of little practical use and the long delay that must elapse before this information can be obtained, discourages inquirers from proceeding further in their investigations. If prices can be given f.o.b. New York or Canadian ports, and c.i.f. Vladivostok at the present time as well, this will be an additional advantage and will impress prospective inquirers that Canadian firms not now doing business in Russia, are really in earnest about entering the Russian market.

CANADIAN DOLLAR TO BE QUOTED ON THE PARIS EXCHANGE

In a communication recently received from Philippe Roy, General Commissioner for Canada in Paris, Mr. Roy states that following representations made by himself on behalf of Canadian exporters and the representatives of several Canadian corporations now in that city, the Minister of Finance of France and the Brokers' Syndicate of the Paris Stock Exchange, agreed that beginning on September 13, 1916, the Canadian dollar will be quoted on the exchange branch of the Paris Exchange.

This information will be of interest to Canadian business circles, especially to those interested in export trade, in view of the fact that wide fluctuations have frequently occurred on the exchange markets.

CATALOGUES NEEDED IN QUAYAQUIL, ECUADOR

The British Consul, H. M. Wilson, at Guayaquil, writes that he would be glad to receive any catalogues and price lists of Canadian manufacturers for reference in his consular district.

INSTALLED NEW TINNING PLANT

What is said to be one of the most up-to-date tinning plants in the Dominion has recently been installed by the Laidlaw Bale Tie Co., Hamilton, Ont. This plant is being used for tinning and spooling wire in the finer gauges, and is now turning out mattress wire, broom wire, whisk wire, florists' wire, bookbinders' wire, togging wire, bottling wire, and similar products.

Export Trade After the War

Is Canada's Growing Export Trade in Iron and Steel Manufactures and Other Manufactured Articles Here to Stay and Increase After the War? In the Opinion of Robert W. Reford it is.

THAT the present extensive exportation from Eastern Canada of manufactured iron and steel products, principally at present shells is the real beginning of a coming considerable Canadian export trade in manufactured articles, the products of a great and growing iron and steel industry is the opinion of Robert W. Reford, of the Robert Reford Shipping Company, Montreal. Basing his views, practically, upon recent visits to the centres of activity in iron and steel manufacturing near Montreal, he said:

"I have no doubt whatever that in stating that these great industries will continue to grow and develop their export trade after the war, HARDWARE AND METAL would be perfectly correct. This is not a mere phase of the war, though at present the output is principally shells. Other manufactures besides shells are being exported, as far as the British Government permits us to export articles and produce. After the war more and more of other manufactures will be exported."

"The Vickers Maxim Dry Dock, which at first caused doubts in some minds, and the suggestion that it was a white elephant, is doing business steadily. Beside it has grown up a steel industry which is steadily growing. Over the river as a natural consequence of the Vickers' Maxim enterprise there arrived and is growing up the Armstrong Whitworth concern determined that Vickers Maxim shall not occupy the whole field unchallenged in the business sense.

"These considerable industries have developed about them their associated subsidiary concerns, and they are there to stay. They have abundance of room for expansion, and have already expanded to twice and three times their original size at inception. Now it is strongly believed by many business men that with the completion of the Georgian Bay Canal, Montreal is to become an even more important centre of the steel and iron industry of Canada.

"Via the Georgian Bay Canal we could get the iron ores from Lake Superior by water haul all the way to Montreal. We can get coal also by water haul from Cape Breton. Montreal seems to occupy a strategic central position for the iron and steel industries when the Canal is completed.

"I have not gone into the data as regards the relative cost of production on this side as against production in England, for instance, but I understand that after the first difficulties had been overcome, we have got things out here down to a pretty keen basis of cost, and our output in shells, I understand, compares most favorably with even the English output. By elimination of the liquor disadvantage as regards workers, I think it is quite probable that Canadian iron and steel industries can compete advantageously with other similar industries of the world, and thus beyond doubt our export trade in manufactured goods will go on increasing."

That the labor question forms a vast factor in the matter as regards Old Country manufacturing both to-day and after the war, Mr. Redford appreciates strongly, but his view is that the Canadian opportunity for carrying on the manufacturing industries being developed in the Dominion is not likely to be adversely affected in the same degree, labor in Canada being in the main progressive, and Canadians, native and by adoption, being united in concern for the development of the country industrially, and in all departments.

"At present," said Mr. Redford, "there is nothing in the way of greater development of the export and manufacturing trade of the Dominion except the need of facilities for commerce, the facilities which have been hampered, and are still hampered by the effects of the war. Give us more facilities, and Canada will carry on to successful and wide development manufacturing and industrial export trade on an ever-increasing scale."

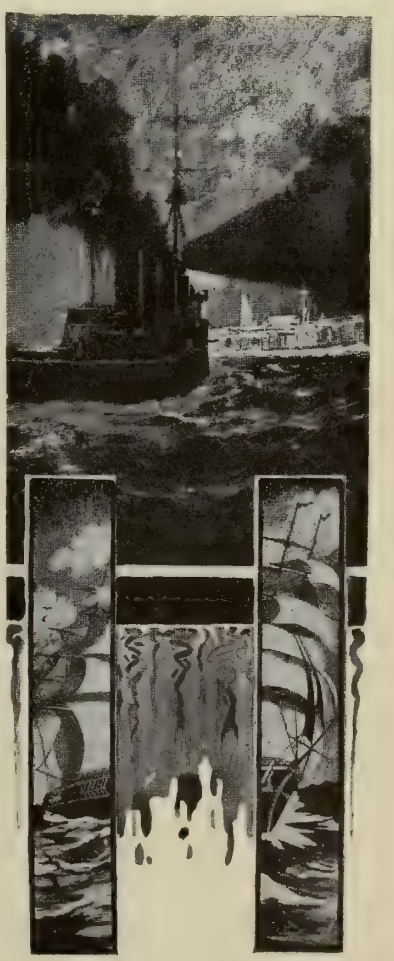
The Importance of Seaports

The Part that Halifax and St. John's Have Played in Canadian Industrial and Export Trade Development

IN an interview with HARDWARE AND METAL at Montreal the other day W. S. Fisher, of Emerson & Fisher, the Enterprise Foundry Co., Sackville, N.B., and St. John, N.B., made special reference to the effects of the events of the past two years in bringing out into prominence before the whole Dominion and emphasizing upon the minds of all Canadians, the vast importance of the seaports of the Maritime Provinces, Halifax and St. John.

"The fact that we had these seaports sufficiently developed, ice-free during winter, and convenient to rail transportation from all parts of the Dominion was a marked factor in Canada's important share in the waging of the war," said Mr. Fisher. "It has been realized by Canadians as never before, and especially I think by Western and Middle Western Canadians, that without these splendid seaports, the gateways of our splendid transcontinental transportation systems, we could not have sent our troops our munitions output, our many lines of war supplies across the Atlantic to the Old Land and Europe. The ports of Halifax and St. John are not fully-developed, but the fact that we had them was sufficient and they served, and are still serving well. They are worthy of greater development and are getting greater development, especially Halifax

(Continued on page 80.)



News of Interest to Canadian Exporters

INQUIRY FOR ZINC SHEETS FROM CANADA

W. J. Egan, Canadian Trade Commissioner, Cape Town, writes asking if there is any possibility of securing at any time in the near future zinc sheets from Canada. In explanation of the above question, Mr. Egan states that these sheets are used extensively in the gold mines in the Transvaal. The quality as used there is Z. A. 99.20, iron and arsenic with only a trace of lead. The less lead there is the better.

BETTER CONDITIONS IN ARGENTINA

Argentina is now in a splendid economical position as compared with what it was a few years ago. She is selling more to her creditors than she can buy from them, and without doubt Argentina's now favorable trade balance will continue and steadily improve.

Business failures during 1915 showed a decrease. It is satisfactory to note that in spite of the war British manufacturers and exporters continued during 1915 to do more business with Argentina than other nations. Especially can this be said in reference to the Rosario district, where the presence of British houses, British banks and British railway companies, give commerce of Great Britain an important advantage.

MEDIUM-PRICED POCKET KNIVES IN RUSSIA

According to a U. S. Consular report, the pocket knives in greatest demand in Moscow are those of medium price, wholesaling at $5 to $10 per dozen; they are 3 to 3½ inches long, both with and without corkscrews, and with 2 and 3 blades. The wholesale prices of knives in general range from $2.50 to $25 per dozen, and the retail prices are about 50 per cent. higher than the wholesale.

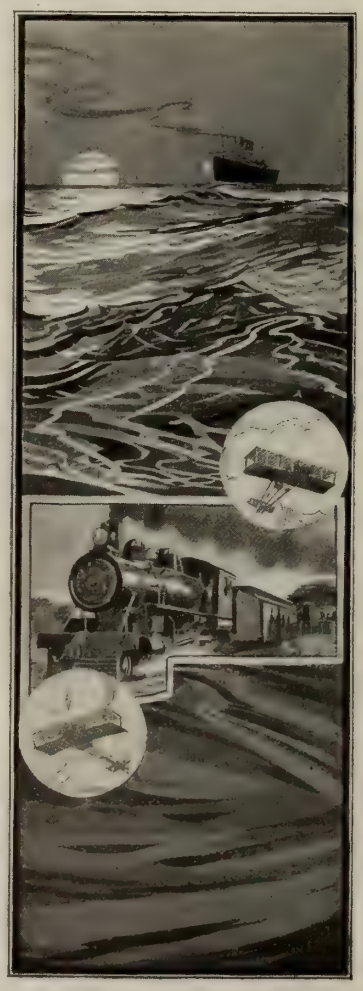
It is stated that 90 per cent. of the knives on the market are supplied by Russian manufacturers. Most of them are simply and strongly made, and are cheaper than those of foreign origin. A few knives are purchased from England, but most of those from abroad came from Germany. A large firm in Moscow states that it would be glad to receive illustrated price lists from American knife manufacturers. This firm suggests that, inasmuch as the simplest and cheapest knives are of Russian manufacture, it would be advisable to send quotations particularly on medium and high-priced knives, such as those with horn, tortoise-shell, mother-of-pearl, and ivory handles. The annual turnover of pocket knives is estimated at $25,000 to $150,000 annually.

IMPORTS INTO NEW ZEALAND

In New Zealand, a country of one million population, the Government successfully floated the largest loan ever placed in the local market. In ten days ten and a quarter million sterling have been subscribed. Four millions were received from the banks and six million from various companies and the general public. The following list shows some of the articles imported into New Zealand from all countries during the seven months ended July 31, 1916. It will be observed that imports are steadily on the increase.

	7 Months 1916.	7 Months 1915.
Hardware—		
Cement	£ 566	£ 4,246
Hardware	201,446	149,261
Iron—		
Bar, bolt, rod	137,062	83,723
Corrugated sheet	167,854	119,464
Fencing wire	76,375	43,114
Barbed wire	14,491	22,651
Pig and scrap	22,203	25,632
Pipes and fittings	144,853	123,594
Lead	23,784	22,631
Machinery—		
Dairy	41,245	25,871
Agricultural	61,236	47,051
Electric	268,120	181,506
Engines, gas, etc.	36,555	66,653
Mining	10,205	24,117
Sewing	30,564	30,468
Nails	50,878	31,544
Railway and tram. plant.	67,034	110,359
Tin, sheet and block	112.040	66,172
Tools	71,382	59,578
Oils—		
Benzine	263,499	256,966
Kerosene	91,525	114,189
Castor	14,910	18,420
Linseed	39,268	25,551
Turpentine	14,958	8,880
Other	76,587	39,776
Paints, colors, varnish	121,023	86,985

Please note above amounts are in pounds.



MARKET FOR CANADIAN GOODS IN ECUADOR

H. M. Wilson, the British Consul at Guayquil, writes under date of September 2, 1916, that there is a good opening in Ecuador for the following articles:—

Bentwood furniture, toys, canned salmon; canned lobster.

In referring to the above list the British Consul says these articles might be well supplied by Canadian manufacturers and that he would suggest the firms who are interested in extending their markets, should communicate direct with British firms at that port all of which are first class, having their own travelers in Ecuador and are thus in a good position to introduce Canadian goods to that market. The addresses of the firms referred to may be had on application.

THE IMPORTANCE OF SEAPORTS

(Continued from page 79.)

—and St. John will be developed more later on. Of course, a considerable share of Canadian export and maritime traffic passed via the United States ports in peace time, and is still passing through these ports, but as every Canadian understands to-day, not a soldier, not a shell, no consignment of munitions of war or equipment of any kind could travel via the United States ports in time of war. This brought into emphatic prominence our Maritime Province seaports, and shows their value to Canada in manner never to be forgotten. In the development of Dominion industrial activity and coming export trade the importance of these ports cannot be over estimated."

The Paint Industry Very Active

The Conditions Which Have Brought Increased Production—Possibilities of Enlarging Export Trade After the War—Past Year Has Seen An Increase in Exports

SOME export business is being done in paint, some of the Canadian paint manufacturers having established more or less extensive connections abroad. This trade is confined very largely, however, to other parts of the British Empire. At present the domestic demand bulks almost exclusively in the paint industry, but it is quite possible that the future may see a larger development along export lines. Certainly, the period of reconstruction that will follow the cessation of hostilities will find a large demand for paint abroad and it is quite within the range of possibilities that a large share of this trade will be secured by Canadian firms.

In the meantime, business in Canada is brisk in the paint industry. The cessation of building operations following the depression of 1913 and which became more pronounced with the outbreak of the war, was the cause of the lessened activity in the paint business. The recovery was gradual. Following the depression that set in with 1913, the poor crop of that year accentuated the general condition. An improved, but still poor, crop in 1914, heightened a condition which the war made worse. In 1915, however, the arrival of the best crop ever harvested in this country proved the turning point for the industry.

Low Stocks and Large Crop

It was at this point that the condition of low stocks throughout the country operated in conjunction with the large crop to reverse conditions. From having been at a low ebb in 1913 and 1914 business became very active in the fall of 1915, with the result that the manufacturers have had one of the best years in the history of the paint and varnish industry in Canada. Again, the high prices that followed combined with the demand produced by munitions orders that ran into many millions to heighten an already prosperous condition.

Demand of Railroads

The combination of a large crop and activity in munitions had a corresponding effect on railroad earnings. As the railroads constitute a very important factor in the paint market, the effect of this was felt at once in an increase in orders from that quarter. Wages began to advance at this time so that the prosperity began to take on a national character in its scope. To-day the demand from the railroads is very large. Although there is a limited amount of new railroad work, the abnormal demand on the roads has called into service all available equipment, so that an unusual amount of the manufacturers' product is absorbed in that quarter.

Munitions Orders

By the time the conditions previously referred to had come into force the full effect of munitions orders was being felt by the manufacturers. Although the figures have never been published, HARDWARE AND METAL is informed by the leading manufacturers that the total has been a very large one.

House Paints Only Decline

House paints and varnishes, however, have continued to find a dull market up to the present. It nevertheless remains the principal outlet of the industry, although the others have changed in relative importance both to it and to one another. On the other hand, collections in this department which is of course dependent on the retail trade, have steadily improved during the past year and in that respect at least this branch of trade shows considerable improvement.

The dependence of this branch of trade on building operations had always in the past governed the conditions prevailing in the industry. The entrance of the new factors have materially altered the whole situation. The Western business has also attained a healthy condition and ranks next to railroad demand in importance. Marine demand is another very strong factor in the market and promises to become more so if the present shipbuilding activity expands into a permanent industry of any importance.

High Cost of Chemicals

The advancing cost of raw material and increasing shortage in some lines, has, of course, played an important part in the developments of the period under discussion. Advances have been so irregular and so abnormal that an estimate of their average is impossible. Enough time has elapsed, however, to permit of a certain amount of substitution and the more important concerns are now engaging in the manufacture of certain chemicals that were previously imported. The manufacture on a large scale of bi-chromate of soda is a case in point, and is taken as an indication of a growing tendency in this respect which may lead to other and more important developments as has occurerd in the United States.

Imports of paints and colors for the last ten years up to March 31, 1916, and exports for the last five years are as follows:

Year.	Imports. Amount.	Exports.
1906	$1,382,608	$ .....
1907	1,125,264	.....
1908	1,520,949	.....
1909	1,134,997	.....
1910	1,386,907	.....
1911	1,594,934	106,260
1912	1,760,126	115,657
1913	2,403,011	166,545
1914	2,167,440	175,723
1915	1,568,867	212,167
1916	2,056,085	371,086

These figures show the tendency noted in most lines of manufactured goods in Canada to show a shrinkage of imports with a corresponding rise in the volume of exports since the war. Thus for 1916 the imports were $487,218 greater than in 1915, but are $111,355 less than in 1914.

Exports for the year ending March 31, 1916, were $371,086 and including shipments to Great Britain, United States and Newfoundland. In contrast to this is the fact that shipments since that period include practically all parts of the British Empire and South America, and although figures are not obtainable, an approximate estimate would show a much larger increase. An active trade has been established with South Africa, British West Indies, South America, Australia and New Zealand. In all these countries German lines have been supplanted by the Canadian product.

As to the Future

H. M. Ashley, general manager of the Sherwin-Williams Company of Canada, makes the following statement with reference to future developments:—

"The line is in a promising condition, although it continues to be an uncertain one in some respects. All material is away up and there will not be the same margin of profit as has prevailed during the period of advances while some old stocks are still on hand. This, of course, will be a very important factor. There is also the increasing scarcity of material and rising cost of labor.

"The consumption of paint by manufacturers appears to be the dominant factor in the situation. Previously a factor of minor importance, it is now one of the biggest and will soon rank next to house painting in importance. The latter should soon show signs of picking up. It has held off about to the point where it must come into the mar-

ket for pressing needs. The expansion in the manufacturing demand is much larger than is generally supposed. It takes many forms other than munitions making and includes even toys, in a small way.

Export Business

"The export business which has never been very large, has expanded considerably in the past year. The extent of it in the future will doubtless depend upon the extent to which the proposed Imperial tariff arrangements go. A development in this respect is the sale of fancy dry colors in markets previously held by Germany and England. The latter continues to take what part of this business she can care for and the balance largely reverts to Canada."

SPRING BALANCES

John Chatillon & Sons, 85-95 Cliff street, New York, have issued an attractively illustrated catalogue featuring their various lines of spring balances and scales. Copies will be mailed on request.

Auto Accessory Jobbers Organize

Meeting Held in Toronto Attended by Canadian Jobbers of Auto Accessories—Intends to Carry Out Plank in Platform of American Organization.

A NEW organization called the Canadian Auxiliary, The National Association of Automobile Accessory Jobbers, has been formed, with headquarters at Toronto. The new organization is to work along lines followed by the American organization.

In response to a call issued to the various jobbers throughout Canada, for the purpose of forming a Canadian auxiliary in connection with or to the National Association of Automobile Accessory Jobbers, the automobile accessory dealers from the different sections met at the National Club, Toronto, on October 20, and on temporary organization, J. E. Millen, of Jno. Millen & Son, Ltd., was elected temporary chairman. A roll call showed the following present:—

J. E. Millen, John Millen & Son, Limited, Montreal, Que.; A. J. Hopkins, Canadian- Fairbanks-Morse Co., Limited. Montreals, Que.; F. S. Evans, Evans & Son, Windsor, Ont.; G. M. MacWilliam, Hyslop Bros., Limited, Toronto, Ont.; E. P. Cairns, Northern Electric Co., Toronto, Ont.; F. Oliver, Wood, Vallance & Co., Hamilton, Ont.; W. L. Moncor, Cutten & Foster, Toronto, Ont.; M. C. Merriman, Northern Electric Co., Toronto, Ont.; Frank E. Page, Hyslop Bros., Toronto, Ont.; Albert M. Bottcher, Hyslop Bros., Toronto, Ont.; J. A. Bennett, J. Millen & Sons, Ltd., Toronto, Ont.; E. G. Weed, Canadian National Carbon Co., Toronto, Ont.

A committee on by-laws and permanent organization was elected, who subsequently reported the following, who were duly elected:—

J. Ernest Millen, Chairman, John Millen & Sons, Limited. Montreal, Que.

F. G. Robinson. Vice-Chairman, Canadian-Fairbanks-Morse Co., Limited, Winnipeg, Man.

G. M. MacWilliam, Sec.-Treas., Hyslop Bros., Limited. Toronto, Ont.

A. J. Hopkins, Chairman Membership Committee, Canadian-Fairbanks-Morse Co., Limited, Montreal, Que.

F. Oliver, Membership Committee, Wood, Vallance & Co., Hamilton, Ont.

L. C. Cavanaugh, Membership Committee, Motor Car Supply Co., Calgary, Alta.

F. S. Evans, Membership Committee, F. S. Evans & Son, Windsor, Ont.

The Board of Directors includes the executives and chairman of the committees, Messrs. Millen, Robinson, MacWilliam and Hopkins.

Wm. M. Webster, Commissioner of the National Association of Automobile Accessory Jobbers, Chicago, was present and assisted in the formation of the Canadian Auxiliary.

The constitution and by-laws of the National Association were adopted in so far as it might apply to the local organization, with, however, only such local modifications and changes as were necessary, it being understood that the organization will at all times work in complete harmony with the national body.

A discussion took place as to how, in local matters and various sections of Canada, the territory being of wide area the interests of members could best be served. It was concluded to operate in a divisional way, something after the same fashion as on the Pacific Coast, having for the East, Montreal and points in that section, while the central portion would cover Toronto, Hamilton and points in that locality, while Winnipeg, Calgary, Saskatoon and Western points, would be covered by the Western division. The idea being that in matters of local nature or incident to the respective sections, same would be handled by members in such sections speedily and without sacrifice of time and expense of the entire body.

Officials of the new organization state that it intends to carry out in every sense, the plank in the platform of the National organization in reference to assisting the trade and it is the purpose of the Canadian auxiliary and its subdivided sections to give time, care and study to the interests and development of the retail trade, with a view of making the dealer and garage man more proficient, their places of business more inviting, with the ultimate result that profits will be materially enhanced and indirectly the jobber and manufacturer benefited.

Matters pertaining to credits, trade conditions, and other abuses of a local nature were taken up and discussed, and ways and means provided to properly overcome them.

TO DEVELOP NEW INDUSTRIES IN CANADA

From *Birmingham Post* (Eng.)

An English metal merchant who has a branch in Canada, tells me that during the war he has been supplying a large part of his customers' requirements, both here and in overseas Britain, from United States sources. His experience is that Montreal easily competes with New York in selling to Australia or South Africa, even when American produce is concerned. The explanation is that New York merchants do not appreciate the essential conditions of export trade in the matter of make-up, packing, handling of shipping documents, and details of credit. He scouts the notion that American traders have taken over en bloc the German method of entering new markets, and finds among them the same disinclination to depart from the beaten track that characterises some manufacturers nearer home. My informant expressed the view that the munition factories which have been established on Canadian soil will be a valuable nucleus for the development of new industries in the Dominion, and that the connections which are being established with other parts of the Empire will permit of much useful consolidation in the Imperial interest later on.

CATALOGUES AND BOOKLETS

B. T. Water Bowls

Beatty Bros., Ltd., Fergus, Ont., have issued a neat illustrated booklet featuring their B. T. water bowls.

Power Hack Saws and Grinders

The Perfect Machine Co., Galt, Ont., have issued a catalogue dealing with an interesting line of power hack saws, grinders, lathes and drills. The various types of machine are illustrated, accompanied by a specification of each and the principal constructional features.



A prize-winning window in Hardware and Metal's contest. One of the finest hardware trims ever seen in a Canadian store.

Christmas Window Contest

FOR *many years past it has been customary for* HARDWARE AND METAL *to conduct a Christmas window display contest each year. The contest has become an event of wide interest for all Canadian retail hardwaremen interested in window trimming, and each succeeding competition has been keener and each year has seen a wider and more representative response culminating in the big success of last year.*

In accordance with past custom, two contests will be conducted this year—one for stores in places under 5,000 population; the other for places of 5,000 and over. No restrictions will be set on the style of display or the goods used in the arrangement, except that each window must be arranged with goods for the Christmas trade.

Eight prizes will be offered as follows:—

PLACES OF 5,000 AND OVER		PLACES UNDER 5,000	
First Prize	$10.00	First Prize	$10.00
Second Prize	5.00	Second Prize	5.00
Third Prize	3.00	Third Prize	3.00
Fourth Prize	2.00	Fourth Prize	2.00

Contestants will note that an equal number of prizes are offered to the small town window trimmer as to those in the larger towns and cities.

The contest closes on Monday, Jan. 1. No photos received after that date will be entered unless there is proof that they have been delayed in transit.

All matter should be addressed to "The Editor, HARDWARE AND METAL, *143-153 University Avenue, Toronto," and marked "For Christmas window -contest."*

ARE YOU GOING TO ENTER?







NEW SOUTH WALES



VICTORIA



NEW ZEALAND

The Sun Never Sets on the Gillette Safety Razor

"Made in Canada"

Standard throughout the British Empire

When British troops from the ends of the earth fraternize overseas, they soon find one thing in common —the Gillette Safety Razor. The "folks at home," mindful of their comfort, have supplied thousands of the men with Gillettes—purchased perhaps in Great Britain, or in Canada, Australia, New Zealand, South Africa, India, Newfoundland, or the islands of the sea—but nearly all made in Canada.

The remarkable service which the Gillette Safety Razor is giving under the extreme conditions of war has done wonders in consolidating its position as the world's most popular razor. As a natural result, the demand from all quarters for both razors and blades has grown enormously, and to meet it we have more than doubled our capacity.

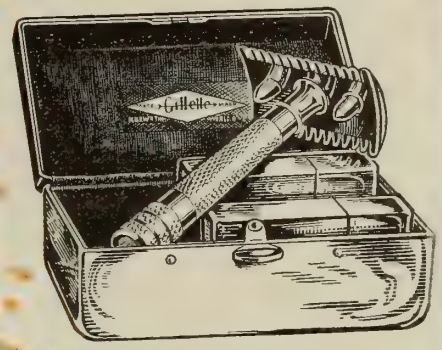
Back of the Gillette Safety Razor is a strong, progressive business organization, with great factories in the United States and Canada, and distributing points in the larger cities of the world. Manufacturing facilities are unsurpassed, and behind all, giving life and vigor to the whole Gillette business, is a keen, aggressive, continuous advertising campaign that keeps the goods moving and the demand steadily growing.



Gillette Safety Razor Co. of Canada
LIMITED

Office and Factory: **The Gillette Bldg., Montreal**

If interested, tear out this page and keep with letters to be answered.



The Sun Rises Daily on 7,000,000 Gillette Users

Every one a "Booster"
And a Steady Customer for Blades

The Gillette is a permanent factor in the lives of increasing millions of men—and a permanent success! It is rapidly absorbing a larger and larger percentage of the razor business, and the enormous and never-ending demand for Blades gives the trade in Gillettes a steadiness most desirable for Wholesaler, Exporter or Importer.

The Gillette Safety Razor Co. of Canada, Limited, is particularly interested in extending the business in Australasia, South Africa and other parts of the British Empire. We have been shipping to these countries for some time, and are familiar with their tariffs and the need of special packing for the goods for the long ocean voyages. All our cases are tin-lined and hermetically sealed to prevent rust from humidity. The covers are securely strapped and wired, and the boxes in toto fastened with the Glardon Safety Clip, which prevents pilfering en route.

CAPE COLONY

INDIA

STRAITS SETTLEMENTS

If your customers in the cities and larger towns of these countries operate drug, jewelry, cigar, cutlery, sporting goods or department stores, they should be doing a good business in Gillette Safety Razors and Blades. Write us direct and we will be pleased to have our Distributors forward you discount sheets and all other information you need in developing this trade.



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HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, NOVEMBER 4, 1916 No. 45

AS A comparatively newcomer in the export field, Canada is doing pretty well.

* * *

GERMANY is losing interest in French real estate and is letting some holdings go.

* * *

THE FAVORABLE balance of trade indicates how prosperous Canada has been the past year.

* * *

IF ANY advantage could be seen in the war at all it would be in the favorable balance of trade it has brought to Canada.

* * *

THE HIGH Cost of Living cannot any more be put down as the Cost of High Living. It has become a very real and serious problem.

* * *

IN THE City of Toronto with a population of about 500,000 there were 1,059 arrests for drunkenness in one month from Sept. 15 to Oct. 15, 1915, under the license system. During the corresponding period of this year under prohibition, the number had decreased to 214. The city police force is doing its work efficiently with 100 men less than under the license system. Toronto is the largest city in the world under prohibition. Prohibition is doing good work. Incidentally it is making business better for the grocer, clothier, dry goods merchant, hardwareman and other lines of trade.

CANADA'S EXPORT TRADE

THE war presented an opportunity for Canada—the chance to capture a larger share of export trade. With the combatant nations too busy to keep up their trade connections, too busy in some instances to supply their own demands; with the British fleet blockading every outlet from Germany and keeping everything made-in-Germany off the markets of the world; with demand in most lines far exceeding supply; with all these factors working to create an unprecedented opportunity, Canadian manufacturers found the markets of the world open to them.

That they have taken advantage of this remarkable situation is evidenced by the leading article in this issue, which tells what has been done in the matter of gaining export trade. In hardware and kindred lines there has been marked activity and manufacturers have been carrying their lines into foreign markets with aggressiveness and initiative.

The figures quoted in our leading article demonstrate how enormously Canada's export trade has advanced. The spectacular increases made are due, primarily, of course, to war orders, and it is not to be expected that after hostilities cease it will be possible to maintain this large volume of export trade. A substantial proportion of our exports, however, is made up of manufactured goods for peaceful purposes and it is quite reasonable to assume that this part of our trade abroad will be stoutly maintained. In fact, with the prospect of a heavy demand from Europe in the reconstruction period following the war, it is quite within the bounds of probability that Canadian manufacturers will not only hold their ground, but increase their exports of manufactured goods. The initiative and foresight that they have demonstrated in the face of war conditions, will, when applied to the post-war situation, result in a wider sale of Canadian goods on world markets.

The avowed intention of the Allies to hold together after the war will prove a powerful lever for the building up of Canadian export trade. The huge Russian market, formerly monopolized by Germany, will be thrown open to the allied countries and a great opportunity will offer there for Canadian enterprise.

So much for the future. It is impossible to make predictions with any degree of assurance, but an attitude of optimistic faith in the ability of our manufacturers to grasp the opportunities of the future can safely be adopted.

And, in the present, the story of our remarkable advance into the export field, as told in the leading article, is one well worth reading. It not only reviews the general field, but tells a number of stories of how individual firms have sold their goods in the

far corners of the world. The figures given are worth very careful study, for they demonstrate the remarkable change that has come over the face of Canadian industry.

THE IMPORTANCE OF BUYING

A CHANGE has come in the problems of merchandizing during the past two years. It used to be said that goods well-bought were half sold. This, like many other proverbs and wise saws, was only a half truth; for it was very often demonstrated that goods shrewdly bought could clutter up the store shelves and collect dust, for years, when the selling initiative was not there to keep things moving. Most hardwaremen recognized this and were inclined to give more attention to the selling end than to the matter of buying. This tendency was accentuated by the comparative steadiness of hardware prices. When conditions were normal the prices on staple lines did not change often and buying problems, therefore, narrowed down to an appraisal of what could be sold most readily and profitably. It is not intended to assert that the average hardwareman was not a shrewd buyer. On that point the evidence of the hardware travelers *en masse* would show that hardware merchants have always known how to buy and when. There was nothing off-handed or easy-going in hardware buying. It was close, shrewd business, figured down to the very best discounts. But business conditions were such that merchants realized and acted upon the knowledge that they had to concentrate more on the selling end in order to score a success.

Since the war knocked all previous price standards endways by upsetting trade equilibrium, by augmenting demand for certain lines and by shutting off certain important sources of supply, the buying end of the retail business has become the all-important one. The hardwareman has seen most staple lines rise by leaps and bounds to prices that would have been deemed impossible two years ago. He must buy to-day on a market decidedly unsettled. It follows that there has been always before him the opportunity of big profits if he judged well and the possibility of grave losses if he failed to size things up accurately. As things are to-day, goods well bought are more than half sold.

In order to buy well the hardwareman now has to follow market conditions very closely. He must know how the Argentine flax crop promises and what is transpiring on the primary copper markets. If he watches the market closely enough, he will be in a position to anticipate advances by early buying or get the benefit of impending slumps (when there are any), by "watchful waiting." It may also be pointed out that HARDWARE AND METAL has met the new buying conditions by very materially enlarging the market service given to readers. It has been possible for the hardwareman to keep fully alive to buying problems by following the weekly reports in HARDWARE AND METAL. Times, without number, price changes of importance have been preceded by early and accurate predictions in Canada's only weekly hardware publication. This statement is not made with the purpose of "boosting" this paper, but rather to demonstrate to such merchants as may not have availed themselves fully of the service given, the importance of following the market pages.

THE HIGH COST OF LIVING

THE public is beginning to growl. With the high cost of living getter higher all the time, Mr. Average Man is looking soberly at his depleted earnings and beginning to think and talk "combines." Recently a deputation went to Ottawa to urge the Government to take action on this question of the H. C. of L. The problem is more one of foodstuffs and clothing than of hardware, but, of course, most lines passed over the hardware counter are higher priced and the hardware merchant as a result is involved, in some degree, in the situation that may arise.

It is a difficult matter, nay an impossible one, to find all the factors contributing to the very serious increases in living costs. Shortages of material and help and the resultant high prices and wages constitute the main factors. The abundance of money is another reason. People are in a position to pay well for goods and brisk demand is inevitably reflected in prices. It is probable also that somewhere along the line somebody is making a lot of money.

But it is not the retailer. In the mind of the public the suspicion undoubtedly exists that the merchant is benefiting by present conditions, but it is an unjust one. It is very doubtful if the average retailer is doing as well to-day as during more normal times. When prices advance, the retailer seldom does more than increase his selling price by the same amount that he has to add to his buying price. This would appear to leave him with the same profit, but in reality it gives him a smaller percentage; and, of course, profits are purely a matter of percentages. It has been demonstrated that the cost of doing business remains a certain percentage of turnover, no matter how much advances in price may increase the turnover. Wages go up and rents increase right along as fast as commodity prices go up. Thus, if a merchant does not maintain his percentage of profit during periods such as the present, he finds the higher prices not a source of increased profit, but actually the cause of more or less substantial loss.

Merchants should avail themselves of every opportunity to impress on the public that the increases are not of their making; that the reasons for present conditions can be traced all the way back to sources of supply; and that he, the merchant, is not reaping a big harvest at the expense of the public.



A good Fall window shown by Owen & Birmingham, Campbellford, Ont.; dressed by F. Menzies.

Getting Results from Hunting Display

Good Demand Can Now be Created for Sporting Supplies — A Display That Created Much Interest—Hunting Windows Have a Sure and Profitable Appeal

THE fall presents a wide opportunity for sales of sporting goods. When the cold weather draws on, the hunting enthusiast feels "the call of the wild" and at the first opportunity gets out with his rifle and dog. In fact, most men who like hunting, make it a yearly custom to leave their holidays until the fall and then spend the time on a trip north, or west, or wherever the best opportunity for sport presents itself.

The amateur nimrod is a lavish spender. He knows the equipment that he needs and is prepared to pay the price for everything. Get his interest really aroused—in a new rifle, or a cartridge belt, or a hunting bag—and he is never able to resist the lure. This is why a good hunting window in the fall is always a paying investment. Every sportsman in town sees it and spends a few minutes looking over the articles displayed. Almost invariably he sees something he needs; or, at any rate, thinks he needs. Leave the display in for several days and he will come past, and linger in front of the window every day. And finally he will come in and lay down the price for that article.

Above is shown a good hunting window used last week by Owen Birmingham, of Campbellford, Ont. It was dressed by F. Menzies, who has charge of their display work and who, by the way, has been making some extremely attractive and practical displays. In the first place, he secured the mounted game from a local hunter and taxidermist, a young man of eighteen years named E. Cross. This part of the display was enough in itself to attract attention, for the local sporting fraternity found much in the specimens to admire As an extra attraction Mr. Menzies secured a British 18-pr. high explosive shell and a Russian shell of the same size complete. Needless to say, these exhibits were of great interest to all who passed the store. As a background he filled in with sporting goods stock—shells, guns, heaters, flashlights, safety razors, gun polishes, even dog collars. Practically everything was shown, in fact, that could be needed on a hunting trip.

The display proved a profitable one, creating a good demand.

The hunting season will continue for some time and it is not yet too late to make effective use of your store windows to stimulate the demand. Perhaps the above display will contain some suggestions that might be followed out in arranging a display.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

ALTHOUGH the market this week has not been as active as last week, a number of further important price changes have to be recorded. All are in the form of advances. There is a scarcity of many hardware lines and deliveries are very slow.

The advances this week include higher prices on roofing nails, building papers, ready roofing, snow shovels, furnace scoops, food choppers, bread mixers, sash weights, both solid and sectional, oil stove wicks, cotton rope and twine, seine twine, sash cord, candlewick, pig rings, brass valves, iron pipe fittings, mortar stain, pine tar, awning cord, brooms, iron and steel products, agricultural wrenches.

Further advances are expected on galvanized sheets, wire nails and wire products, rivets, washers, spikes, bolts, cotton waste, glass.

MONTREAL MARKETS

MONTREAL, Nov. 1.—There has been a lull in the steady rush of hardware lines towards higher prices. It is not a reassuring lull. It is like the calm spell that comes suddenly in the midst of a storm. Iron, steel, and all the important metals are in steadily strengthening market, according to all reports. Further price increases are certain in the future. There is no feeling on the market that the top levels of prices for metal products have been attained. Certain formerly overlooked or lightly passed lines of goods show increases in price this week. The great main lines of staple hardware goods keep quiescent. There is a general rise in cotton twines and twine products, and then appears a determined increase in hay wire, just to show what the market means to do in all lines of metal products before the war is won and the world gets back to ordinary business routine, the routine that seems to all experienced business men so very far in the past. An increase in prices of soil pipe is predicted. Other pipe products will increase also in the opinion of the men most in touch with these lines. Never was there a greater scarcity of iron plates, tinned and terne plates. These are all exceedingly hard to get in any quantity at present. Tinned iron sheets in large sizes are scarcer than ever. In regard to general business, conditions are exceedingly active. There is a rush of orders for shipment before navigation closes on the St. Lawrence. These are for Quebec Province demand mostly. One leading firm in hardware has issued instructions to have no more orders accepted at old prices, even at the risk of losing business, should the prices trend down instead of up. There is little doubt but that all changes in price for a considerable time will still be "upwards, ever upwards," in the words of the versifier.

Iron and Steel Situation Strong

IRON AND STEEL.—Tremendously strong last week on account of hints that further immense allied orders were being placed, the market for iron and steel continues in even more adamantine condition this week, and there is no sign of any respite. It is next to impossible to get deliveries of products in anything like ordinary time limits. Months elapse before the mills can attend to orders that are not in the mighty munitions of war class. "It's getting worse every day," declared a prominent metal products merchant in Montreal the other day. "No signs of a let-up. Don't know where it's to end, or where it is leading to."

Scrap Iron is in Good Demand Now

SCRAP IRON.—There is a good demand for scrap iron at present, and smelters readily accept large quantities or small consignments of materials suitable for the needs of the market at present. For ordinary scrap iron at the foundry this week $16 to $16.50 per long ton of 2,240 lbs. was being paid. The higher price was paid for the larger quantity—that is, for consignments of not less than fifty long tons.

The continued scarcity of Canada plates is commented upon. Quotations are practically nominal for these, as the market seems all but bare of them. The English manufacturer is sending fewer and fewer. Tin and terne plates are equally scarce, hardly to be found. The prices for U. S. cokes, as given in current quotations, are the market values to-day in Montreal.

Tinned Iron Scarce

Large sheets of tinned iron are exceedingly scarce on the market at present. They are, in fact, hardly obtainable. The reason for this is the fact that the British Government has insisted on the export of these under license only, and the continual prospect of the withdrawal of the license privilege hampers development of export trade enough in England to meet Canadian demand at present.

Galvanized Sheets Firmer

A slight increase in the prices of galvanized sheets noticed in the United States has not as yet been reflected into the market for these in Montreal. The market is very firm, however, on account of difficulty with raw material supplies. The demand is, however, not active, owing to small extent of building operations, and, consequently, increase of price is not immediately following increased cost of production.

Soil Pipe to Increase

New prices on soil pipe are expected before very long. The generally firm condition of the iron and steel market accounts for this increase, which will be in keeping with the percentages of increase in iron products of late.

Hay Wire Up Again

A further increase is noted in the price of hay wire, the increase amounting to 10c on the No. 13 and correspondingly for the other numbers quoted. No. 13 is now $4.30; No. 14, $4.35; and No. 15 is $4.45.

Door Checks and Springs Up

A general rise of 5 per cent. on all lines of door checks and springs has been recorded in the hardware trade in Montreal. These have advanced in accordance with the conditions in the iron and steel market.

The Stove Price Problem is Acute

STOVE PRICE PROSPECTS.—Stove manufacturers are up against the prob-

lem of tremendous increase in the cost of every single raw material used in their product, and yet of conditions of demand so precarious that it would be impossible to raise the price of stoves in proportion to the increase in materials, and at the same time secure enough business to keep the works warm. There is, therefore, a very prevalent opinion amongst leading stove manufacturers that the cost of stoves of all kinds will not go very much higher in spite of conditions as regards iron and steel, etc. Not at least for the present, since most manufacturers are well stocked with materials for the coming year's trade. After that who can tell? The war may be over, and new trade conditions coming into swing. But the stove market is worth watching closely in case of something sudden occurring.

Copper Gains Strength Still

COPPER.—The market for copper has gone from firm to firmer since last week. Demand for the metal is continual. Enormous quantities are being mined and refined. The munitions industries absorb all that can be given them. Prices for copper in Montreal at present are 33½c to 34c, and there is every chance of these quotations going higher.

Lead is Strong

LEAD.—The condition of the market for lead in Montreal at present is described as very strong, indeed, by those in close touch with the market. Quotations continue as last week's at $9.75 to $10. Demand is strong.

Tin Keeps Steady

TIN.—From a condition of increasing strength last week tin has for the present steadied into a state of firmness at prices as last quoted. These ranged from $47.50 to $48. The market for tin, which is not affected except adversely by the war, has seemed of late rather inclined to revive towards pre-war conditions. Demand is certainly better than it was some time ago.

Zinc and Spelter Firm

ZINC AND SPELTER.—Sheet zinc is quoted for the present week at 25c and 25½c, which is about the same as last week's prices. Spelter at $12.75 to $13 is in slightly firmer market. Demand for zinc for galvanized wares keeps up, and manufacturers of these lines report firm conditions of market in securing their supplies.

Solders and Antimony Firm

ANTIMONY AND SOLDERS.—The market for antimony has been sluggish, but prices maintain as last week, with no very strong demand. Solder also is in quiet market, with prices firm at 30c for tinsmiths' and 28c for wiping solder.

Enamelled Ware Still Steady

Although increases in the cost of enamelled ware have been anticipated, this week sees no change in the prices or the discounts on these lines in the Montreal trade. Cost of manufacturing materials keeps on the firm trend, however.

No Advance in Tinners' Trimmings

Tinners' trimmings have also been in the limelight of expected increased price. So far, however, prices maintain as in current quotations.

Netting Discounts Differ

It will be noted that in current quotations the discount for poultry netting is put at 30 and 10. This is correct for Canadian poultry wire netting. The American product is at 30 straight.

Linseed Oil Away Up

In the hardware trade the market for linseed oil reflects rise for rise, the tendencies of the primary market and the paint trade. As regards linseed oil, the market is sky-high, and quotations in the hardware trade for small quantities (up to one barrel) are: Raw linseed oil, $1.15 gallon; boiled, $1.18 gallon.

Above prices are subject to 2 per cent. off and 30 days, but quoted in midweek were liable to instant alteration at any time owing to the state of the market. Further information on the oil and paint situation is given in the weekly paint market elsewhere in this issue.

Cotton Twines All on the Increase

COTTON TWINES.—A general run of increases in price comes to be recorded this week. Cotton fishing twine No. 6 is now 43½c per pound. No. 9 is 38c. No. 12 is 13c. Nos. 15 to 36 are 36½c per pound. Nos. 42 to 100 are all 36c. The steady increase in the price of cotton accounts easily for the advance.

Clothes Line Also Up

Cotton clothes line is up again in the following degrees:—30 ft. lines, per doz., now $1.32; 40 ft. lines, $1.60; 48 ft., $1.90; 60 ft., $2.35; 72 ft., $2.85.

Wrapping Twine Up

In accordance with the general increases in twines for this week's markets, wrapping twine shows increased prices. No. 3 (b.c.) is 36c, and No. 4 is 40c per lb. This refers to twine in either balls or cones. The whole line has been steadily rising for weeks. It used to be as low as 22c.

Candle Wick Goes Up

Candle wick has joined in the general advance of the cotton twine products this week, and quotes now at 37c to 37½c per pound.

Chalk Lines Up Also

Masons' chalk lines are also higher in price this week. Nos. 27 to 45 are at 47c per lb. Some firms quote 45c for chalk lines. Both prices are above former quotations. Yellow chalk line (masons) is quoted at $1.24 for No. 24 per box of a dozen hanks, and white No. 15 is $1.10, while white No. 24 is at $1.25 per box of a dozen.

Hercules Sash Cord Up

Price changes in Hercules sash cord announced are: No. 6, 42½c per lb.; No. 7, 41½c per lb., and Nos. 8-12, 41c.

TORONTO MARKETS

TORONTO, Nov. 3.—The market is still an advancing one. Shortages in goods continue to be increasingly large in number, with promise of becoming still more acute. "It is strange what small factors operate to hold up the entire product," said the representative of one large wholesale house. "For instance, any machine that has ball bearings will be slow on delivery and short on supplies. Formerly the steel balls came from England and Germany. Now Canadian manufacturers must depend on the United States mills for these and the demand has been so inordinate that they have not been able to come anywhere near meeting it. This one part is in many cases the deciding factor to keep all the rest of the machine from the market."

There are many unusual factors influencing the market these days. Price changes occur with uncanny frequency.

Ingot Metals Are All Holding Firm

The metal situation has not been marked by any important features during the week, although the general conditions are somewhat disturbed by the political situation in the States. Copper is quiet and firm, with further buying imminent. Tin is irregular, but firm. Spelter is quiet after recent activity. Lead is steady, but with an easier tendency. Antimony is quiet, but firm. Aluminum is easier.

Copper Strong.—The copper market continues strong. The abnormal consumption is due to demands for munition purposes. Production in the U.S. is said to be from 40,000,000 to 45,000,000 pounds per week. Quotations remain unchanged at 30-31c. lb.

Tin Market Quiet.

Tin Unchanged.—Tin locally has not changed in price. The market is rather quiet. Reports from New York state that some sellers do not wish their prices to become known and are making special prices direct to buyers against special inquiries, thus nominally holding up the market while they take care of special customers. Local quotations are firm at 47c. lb.

Spelter in Better Demand.

Spelter Moving.—The demand for spelter has been more active of late and the market continues firm. U.S. reports that producers are not willing to sell a good line of spelter at current prices and buyers are put to the necessity of picking up spelter here and there to fill their requirements. Prices locally are firm at 12 to 13c.

Lead Remains High.

Lead Firm.—There is no change to report in prices of pig lead. Local demands are fairly heavy. Reports from New York indicate that inquiries have fallen off but should improve after the Presidential election. Locally quotations remain at 9¼c. lb.

Antimony.

Antimony Quiet.—The market is quiet after the short period of brisk buying. Inquiries are light, but the situation is firm. Quotations are steady, both on the New York and local markets, dealers here are quoting 18c.

Aluminum.

Aluminum.—Demand has shown slight improvement and the market is steady with quotations unchanged at 68c. per pound.

Scrap Metals Firm.

Scrap Metals.—The market is very firm all along the line and advances have to be noted in some grades of scrap copper, affecting crucible, heavy, copper wire, and machine composition. Heavy melting steel continues in good demand with a shortage of supplies. Steel turnings are in good supply, but there is very little market for this material.

The following prices are quoted for scrap metals: Copper, 19½ to 23c.; copper wire, 23c.; new brass clippings, 15c.; No. 1 brass turnings, 12c.; steel, low phosporous, 14c.; boiler plate, 10½c.; rails, 15c.; axles, wrought iron, 19c.; malleable scrap, 11c.; heavy lead, 6½-7c.; tea lead, 5-5¼c.; scrap zinc, 7-7¾c.; aluminum, 30-35c.

Many Cotton Goods Record Further Advances

Sash Cord.—In keeping with the high price in the raw cotton many lines of cotton goods carried by hardwaremen have advanced during the week. Among these are sash cord, cotton rope, clothes line, seine twine, awning cords and cotton gloves. In sash cords Nos. 8 to 12 are now quoted at 41c. to 41½c. per pound, No. 7 at 41½c to 42c per pound, and No, 6 at 42½c. to 43c. per pound. Two other lines that have also advanced are wicks for oil stoves and cotton candle wick. Raw cotton at the time of writing is quoted at 18.6c. per pound and appears to be headed for the 20-cent level. Other lines are expected to advance in the near future.

Cotton twine has also taken another move upward and the price that is now being quoted: 3-ply, 32½c. to 40c.; 4-ply, 35c. to 42½c.; 5-ply and up, 35½c.; variegated, 40½c. This represents an advance from 1½c. to 2½c. per pound in certain instances. The new prices on cotton rope are: 1-16-inch, 34½c.; ¼-inch and up, 33½c. Prices on cotton goods are no longer guaranteed by the mills. They will take orders only subject to changes that may be necessitated to protect themselves in the face of an advancing cotton market.

Cotton Waste Due to Go Up.

While the price of cotton waste has not been increased at the time of writing there was a strong possibility that it would be advanced in the neighborhood of 1c. per pound at the beginning of next week. Business has been exceptionally good in all cotton goods lines. People are willing to pay the increased prices and are evidently anticipating their needs some time into the future, as fairly heavy stocks are going out.

Firmness in Market For Sisal Products

Rope and Twine.—The market for rope and sisal twine is somewhat unsettled. In the United States market there are signs of weakness in the cordage market for Manila rope as some price cutting has been going on there. With the strength that has developed in the sisal products local dealers are not looking for higher prices in Manila rope. There is anticipation of higher prices for sisal twines, however, in view of the fact that the Yucatan Government is talking of making a basis of 12½c. per pound on the sisal fibre. The price that binder twine manufacturers paid last year was in the neighborhood of 10⅜c. If this price is adhered to it will mean higher priced binder twine next year. The manufacturers of binder twine will soon be in the market now to purchase their yarns for next season's binder twine. There still continues to be a big demand for Indian hemp twine, used on express parcels. African hemp twine has had large sales this year for the same purpose and in this way has helped out in the supply of the market formerly looked after by the Indian hemp twine alone. Prices are shown in current quotations.

Snow Shovels Advance in Time For Winter Trade

Snow Shovels.—In keeping with the recent advance in shovels, scoops and spades of various kinds, snow shovels have advanced during the week to $2.90 per dozen for the ordinary long-handled variety. The former price of this particular grade was $2.15 per dozen, the advance, therefore, being 75c. per dozen. Other lines of snow shovels have increased in price approximately 10 per cent. The advance comes in good time to meet the winter demand. The head of the average household will have the fact to ponder over that it will even cost him more to shovel his snow this winter.

Food Choppers Follow Up.

Not content with the high price of food it has even been found necessary to send up the price of the articles that prepare it. Food choppers of all kinds have advanced during the week in the neighborhood of 10 per cent.

Roofing Nails Up 50c.

In harmony with the advances recently recorded in all lines of wire nails and cut nails the price of American felt roofing nails has advanced 50c. per keg during the week. Quotations are now $6.95 per 100 lbs.

Galvanized Shingles and Siding Firm in Price

A recent advance in standard galvanized metal shingles makes the new price $6.50 per square and the standard painted $4.50. In the metal siding manufacturers are quoting the standard galvanized at $5.70 and the ordinary at $5.25. The painted standard is quoted at $4 and the ordinary painted at $3.75 per square.

Ready Roofing Goes Up 10c to 15c Per Roll

Roofing.—Local wholesalers have advanced the price of ready roofing from 10c. to 15c. per roll, according to the weight and quality. This advance is in keeping with the general upward trend of prices in almost every line. One of the big factors that is pointed out as operating to send prices upward is the higher cost of labor, even where raw materials have not advanced to any great extent.

Cow Chains Have New Discount.

In keeping with the higher prices in all steel goods cow chains have advanced in price and are now quoted at 37½ per cent. discount off list.

Tarred and Plain Building Paper Advance

Building Paper.—Jobbers during the week put into effect increased prices on tarred and plain building paper advances over recent quotations. Tarred No. 1 is now quoted at $1.05 per roll, while No. 2 in the same is selling at 58c. per roll. In the plain No. 1 is quoted at 95c. per roll and No. 2 in the same at 50c. Surprise plain is quoted at 52c per roll.

Certain Classes of Brooms Advance Further

Brooms. — Conditions in the broom market continue in a firm and advancing

market. One manufacturer's agent in the city received a list on October 20 and four days later this list was cancelled by the issuance of another which provided for higher prices on a majority of their lines. On a line that formerly sold for $6.60 per dozen the new price is $6.85, with a similar increase of 25c. on parlor carpet brooms and bamboo handled brooms. On special brooms such as used in warehouses and stables and by curlers, there is an advance of 10c. to 15c. per dozen. On the standard 4-string broom this particular manufacturer is quoting a price of $5.20 per dozen. Another manufacturer is quoting $5 as the cheapest line in a 4-string standard broom. The broom-corn situation continues to become more acute. The price in the United States has advanced from $200 per ton to $230 per ton. To lay this commodity down in Toronto the cost would represent in the neighborhood of $270 per ton.

Riceroot Scrub Brushes Advance 10 Per Cent.

Brushes.—There has been an advance of approximately 10 per cent. in one manufacturer's price of riceroot or French whisk scrub brushes. One of the lines that formerly sold for $11.50 is now quoted at $12.65. A year ago this scrub brush sold retail for 10c. At the present time, however, the retailer would need to get 15c. for the same brush to be in keeping with the market. The fibre for these brushes comes in part from Yucatan in Mexico. Trouble in that district has operated to send the price of the raw material up.

Iron and Steel Products Up 10c

Iron and Steel. — As intimated in HARDWARE AND METAL during the past two weeks a further advance in some lines of iron and steel products has been recorded during the week. The advance on most lines is in the neighborhood of 10c. per 100 pounds. The market is still on the up-grade and a further advance of 20c. per 100 pounds is anticipated in the near future. Common bar iron is now selling at $3.50 per 100 pounds. Refined iron is quoted at $3.75, an advance of 35c. Horeshoe iron is selling at 3.95 per 100, an advance of 20c. Norway iron holds at the recent quotation of $6. Mild steel is quoted at $3.50 and band steel at $3.75, advances in both instances of 10c. In sleigh shoe steel and domestic steel there is no change from recent quotations at $3.50. Reeled machinery steel, although nominally quoted at $5.50 is practically off the market. Tire steel has gone up 5c. to $3.70, and toe calk steel up 10c. to $4.35 per 100 pounds. Mining tool steel, Cammell Laird, sheet cast steel, Black Diamond tool steel, silver tool steel and spring steel remain unchanged at recent quotations.

Sash Weights and Wrenches Up.

An advance in sash weights has also been recorded during the week. They are now quoted at $2 per 100 lbs. for solid weights and $3.15 for sectional weights. Agricultural wrenches has been one of the lines that has registered an advance during the week. The new discount now quoted on these is 60 per cent.

Further Advances Expected.

Further advances are expected on galvanized sheets, wire nails and wire products, rivets, washers, spikes, bolts.

LONDON MARKETS

LONDON, ONT., NOV. 2.—Another list of price changes, almost all in an upward direction, has been announced, and further changes are expected. Business here is good and the high prices do not appear to restrict buying. Collections are good. Retailers are buying freely for Christmas trade. There is a scarcity of many lines which have proven good Xmas sellers in past years.

Building Paper Goes Skyward

Building Paper.—Papers of all kinds have been going upwards for some time past. Building paper is the latest to join in the procession and advances have gone into effect. New prices are as follows:—Dry Fibre, No. 1, 95c roll; Dry Fibre, No. 2, 50c roll; Tarred Fibre, No. 1, $1.05 roll; Tarred Fibre, No. 2, 58c roll; Surprise, 52c roll. On No. 2 dry and No. 2 tarred, both of which are big sellers, the advances amount to 7c per roll.

Snow Shovels Up 5 Per Cent.

Snow Shovels.—An advance of 5 per cent. has gone into effect on snow shovels and the new prices are as follows:—Japanned Arctic, $3 doz; Prince, socket, long handle, $5.04 doz.; King, socket, D handle, $7 doz.; Moose, socket, D handle, $9.80 doz.; Furnace scoops, $5.25 doz.

Food Choppers Up About 10 Per Cent.

Food Choppers.—The advance on food choppers is very mild compared with the advance in foodstuffs. It will cost about 10 per cent. more to buy food choppers from now on. New prices are as follows:—Genuine Gem, No. 20, $1.15 each; No. 22, $1.35 each; No. 24, $1.95 each. Universal, No. 1, $1.25 each; No. 2, $1.50 each; No. 3, $2 each.

Sash Weights and Cord Higher

Sash Weights.—Sash weights, both solid and sectional, have advanced about 10 per cent. Solid are now quoted at $1.80 per 100 lbs. and sectional at $2.40 per 100 lbs.

Sash cord has also moved upward and the new price follows:—No. 6, 42½c lb.; No. 7, 41½c lb.; Nos. 8, 9, 10, 12, 41c lb.

Candlewick and Seine Twine Go Higher

Candlewick.—A new price of 40c lb. has been issued on candlewick. Seine twine has also moved upwards and is now quoted as follows:—No. 18 and larger in 1 lbs., 48c lb.; No. 18 and larger in ¼ lbs., 49c lb.; No. 15 and smaller in 1 lbs., 49c lb.; No. 15 and smaller in ¼ lbs., 50c lb.

Cotton rope has advanced 3c lb. and 3-16 is now quoted at 35c lb.; ¼-in. and larger is quoted at 34c lb.

Perfection Wicks Up.

Oil Stove Wicks.—An advance of $3 per gross has gone into effect on Perfection oil stove wicks. The new price is $24 per gross.

Roofing Nails Go To Higher Level

Wire Nails, etc.—American large head roofing nails have moved upward and are now quoted at $6.95 in 100-lb. kegs, and $7.20 per 100 lbs. in 25-lb. boxes.

Wire nails remain very firm at $3.95 base. Present indications are that nails will go even higher. Cut nails are quoted at $3.70 base.

Pine Tar Advances

Pine Tar.—A new and higher price on pine tar in cans has been issued. The ½ pt. size is now quoted at 65c dozen, and pint size at $1 dozen.

Pig Rings Go Up

Pig Rings.—A new and higher price has been announced for pig rings and quotations are now as follows:—Nos. 1, 2 and 3, 55c per m.; assorted, 70c per m.

Mortar Stain Advances

Mortar Stain.—Despite the fact that there is very little building going on throughout the country, mortar stain has advanced and the new price follows:—Red (400 lb. bbls.), $1.15 per 100 lbs.; Black (300 lb. bbls.), $2.25 per 100 lbs.

Bread Mixers Advance

Bread Mixers.—An advance of 10 per cent. has gone into effect on Universal bread mixers and the price is now as follows:—4-loaf, $25.50 doz.; 8-loaf, $35 doz.

Fence Wire Unchanged

Galvanized fence wire remains unchanged locally and is quoted as follows:—Barb., $4.25 per 100 lbs.; No. 9 plain, $3.90 per 100 lbs.; No. 12 plain, $4.05 per 100 lbs.; No. 13 plain, $4.15 per 100 lbs.; No. 9 coil spring, $3.95 per 100 lbs.; No. 10, O. & A., $4.56; No. 11, $4.62; No. 12, $4.70; No. 14, hay baling in coils, $4.80.

Oil Remains Unchanged

Linseed Oil.—Linseed oil remains unchanged at last week's prices, as follows:

	Raw	Boiled
1 to 2 barrels	$1.12	$1.15
3 to 5 barrels	1.11	1.14
6 to 9 barrels	1.10	1.13

Turpentine is Firm

Turpentine.—Turpentine is firm locally following continued firmness in the primary markets. There is a fair demand at the following prices, single barrel lots, 72c per Imp. gal.; 2 to 4 barrel lots, 71c per Imp. gal.; 5 gal. lots, 79c per Imp. gal.

Glass is Firm

Glass.—Sheet glass is firm and is in good demand. Single diamond is quoted at 20 per cent. off; double diamond at 20 per cent. off; cut lights at 50-55 per cent off.

Lead Firm and Unchanged

White Lead.—White lead in oil remains firm and unchanged at $13.95 per 100 lbs. in ton lots, and $14.25 in less than tons.

Valves and Fittings Go Higher

Valves, Fittings, etc.—Prices of valves have advanced about 10 per cent. and the new discounts follow:—Genuine Jenkins, globe, angle, and check valves, 20 per cent.; gate valves, 30 per cent.; standard, globe, angle, and check valves, 50 per cent.

Jenkins pattern, globe, angle and check valves, 50 per cent.

Brass compression bibbs, 55-5 per cent.; rough stop cocks, 55 per cent.

New discounts have been issued on malleable fittings, and the new discounts are as follows:—Class A. and B., 20 per cent.; bushings, 55 per cent.; plugs, 50 per cent.; unions, 55 per cent.; nipples, 65 per cent. off.

Iron and Steel Firm

Iron and Steel.—The demand for steel is as insistent as ever for muntions purposes and the market is accordingly very firm. Bar iron is quoted locally at $3.25 base and bar steel at $3.35 base.

Bluestone Prices Issued

It was stated in this column a short time ago, that a supply of bluestone would be available for next spring's use. Prices have now been issued and reveal the following as best quotations available—12½c per lb.

Wire Nails, Etc., Advance 15c

Wire nails have advanced 15c as stated in last week's issue per keg and make quotations read as follows:

Ft. Wm. $4.00 per keg base; Wpg. $4.40 per keg base.

The new price on wire staples is also based on an advance of 15c per keg and present quotations are herewith noted: Ft. Wm. $4.05 per keg; Wpg. $4.45 per keg.

A further advance of $1.00 per box in the price of tin plates and terne brings these figures to an extremely high level. Best prices being made today are shown below:

Terne plates, I. C. 20 x 28, $13.00 per box.

Tin plates per box—I.C. 20 x 28, 15.50; I. C. 20 x 33, $18.00; IX, 20 x 28, $17.00.

Advance in Prices of Fence Wire

At different times it has seemed as though the high water mark had been reached in prices issued on various commodities but another boost has always followed and is seemingly, justified. It is the old rule of supply and demand and there is no doubt but that the war has created unusual markets and unprecedented demands on the supply of nearly every item in use to-day. This applies not only to items in the hardware trade but to boots and shoes, clothing and most essential perhaps, eatables.

As advances have occurred in the prices of annealed wire, hay bale ties and galvanized wire from time to time it has seemed that surely the latest price would be the highest and any further quotations issued would be on a lower scale. This is not borne out by increases shown in to-day's prices, however, and it is more than likely further advances will be recorded before a great period of time elapses. The latest advances are shown in prices given below:—

Annealed Wire	Per 100 lbs.
No. 9	$4 60
No. 10	4 65
No. 12	4 80
No. 14	4 95
No. 15	5 10
No. 16	5 25
Bale Ties—	F. William Winnipeg
14 x 9½'	$5 15 $5 25
Plain Galv'd. Wire	Per 100 lbs.
6-7-8 ga.	$5 15
10 ga.	5 25
11 ga.	5 40
12 ga.	5 00
14 ga.	5 90
15 ga.	6 40
16 ga.	6 90

(Continued on page 97.)

WINNIPEG MARKETS

WINNIPEG, Nov. 2.—Activity has been the keynote of the markets during the past week and very seldom, if ever, since the outbreak of war have so many lines been affected in one single week.

Two further advances in linseed oil have taken place, prices now being 10 cents per gallon higher than that noted in last week's report. We also note changes in the price of galvanized wire, annealed wire, hay bale ties, tin plates, galvanized and black steel sheets, fence staples, wire nails, putty and glass. In practically every case the change noted is an advance although galvanized sheets have some under revision with some reductions and some advances.

Window Glass Advanced in Price

The advance in window glass has been anticipated for some time and new prices run from 50c per 100ft. increase to over $1.00 per 100 ft. in the larger breaks. The latest quotations now being made are as follows:

	Single	Double
Up to 25 in.	$ 7 25	$11 00
26 to 40 in.	8 25	12 75
41 to 50 in.	10 75	14 25
51 to 60 in.	11 25	15 00
61 to 70 in.	12 25	16 00

Putty Also Higher.

The new prices which have been made in putty show considerable variation according to method of packing. This is not unusual, of course, but advances are in evidence throughout. Quotations are being made on the following basis to-day:

Putty—	Per 100 lbs.
Bladder, in bbls.	$4 10
Bladder, less than bbls.	4 60
Bulk, in bbls.	3 00
100-lb. drums	3 50
25-lb. drums	3 80
12½-lb. tins	4 00
1½-lb. tins, each	0 07

Black and Galvanized Sheet Prices Revised

For a long period now Winnipeg prices on black and galvanized sheets have remained stationary. This was not due to quietness of the market, however, as these two commodities have been the subject of great interest in the various manufacturing centres. However, favorable contracts enabled the jobbers to retain the lower prices for this considerable period and only now are changes going into effect. It will be seen in looking over new quotations on galvanized sheets that some gauges have been reduced while others advance. Present indications are however, that a general increase will take place before long

To-day's revised prices on galvanized sheets per 100 lbs. follow: Apollo or Premier—10¾, $7.00; 28, $6.60; 26, $6.20; 24, $6.00; 22, $6.00; 20, $5.80; 18, $5.80.

Black Sheets All Higher

The quotations being made on black sheets, however, show an advance all the way through approximating 40c per 100 lbs. This increase has been expected for some time past and the new prices below will be no surprise:

Black Iron Sheets per 100 lbs.—28 gauge, $5.15; 26 gauge, $5.00; 24 gauge, $4.95; 22 gauge, $4.95; 20 gauge, ...; 18 gauge, $4.85; 16 gauge, $5.45; 14 gauge, $5.40; 12 gauge, $5.55; 10 gauge, $5.45

EVENTS IN THE TRADE

Industrial Notes

Galt, Ont.—Plans are being prepared for a brick factory to cost about $50,000, for the Dodge Metal Hose Co. J. Evans, 30 Water street, is the architect.

Sarnia, Ont.—The Imperial Oil Company has secured a large tract of land at the south end of the city and will start construction of another refinery in the very near future.

Port Colborne, Ont.—The International Nickel Co. is getting prices on equipment for the refinery which will be built here. All buying will be done through the head office at 43 Exchange Place, New York.

Personal

Friends of L. F. Stephens, of the G. F. Stephens Co., Winnipeg, will be pleased to learn that he is recovering from a serious illness.

Hugh Girvan, 120 Cannon street, London, E.C., has been appointed agent in Great Britain by the Dominion Sheet Metal Co., Hamilton, Ont., for the sale of their galvanized corrugated and flat sheets.

J. Edward Dailey, formerly with the Algoma Steel Co., Sault Ste. Marie, Ont., has been appointed general superintendent of the open-hearth steel plant of the Youngstown Iron & Steel Co., Youngstown, Ohio.

While driving in his automobile on Saturday last, T. A. Anderson, president of the Merrick-Anderson Co., Winnipeg, became seriously ill. Mr. Anderson felt his illness coming on, and was able to stop the car before collapsing. He is a man about sixty years of age, and has always enjoyed good health.

O. N. Parent, representing the Canadian Yale & Towne, Ltd., St. Catharines, Ont., is calling on the trade in Ontario and Quebec. Mr. Parent visited HARDWARE AND METAL during his stay in Toronto, and reports that he finds conditions steadily improving. He is very optimistic of the future, and states that the company will continue to supply their Canadian customers with padlocks, night latches and builders' hardware manufactured at the Canadian plant, which was established at St. Catharines in 1912.

Death of Capt. F. R. Newman

The death of Captain Frank Ross Newman, in London, England, on Oct. 23, as a result of wounds received in action, will be received with regret by a wide circle of friends. Capt. Newman was wounded on September 28, on the Somme front and was progressing favorably until tetanus supervened, resulting in his death. Capt. Newman was born in Montreal in 1879, and was educated in that city, graduating from McGill University.

He started his business career with Caverhill, Learmont & Co., wholesale



THE LATE CAPTAIN FRANK ROSS NEWMAN.

hardware, Montreal, his father, Thomas H. Newman, now deceased, being a partner in the concern. In course of time he left this firm and went to Winnipeg to open a branch office for the Canadian Fairbanks Co., being appointed manager. He eventually resigned this position and joined the staff of the Laurentide Paper Co., at Grand Mere, Que. In 1911 he returned to the Canadian Fairbanks-Morse Co., as manager of the Toronto sales office, which position he held until the autumn of 1914, when he resigned upon being appointed to a captaincy in the 19th Battalion, C.E.F. Soon after coming to Toronto, in 1911, Captain Newman joined the Queen's Own Rifles as a Lieutenant, and was an officer in that regiment until his appointment as Captain and Quartermaster of the 19th Battalion, which went overseas in the spring of 1915.

The deceased was unmarried, but is survived by his mother, who lives in Montreal, and also by two brothers, Capt. Harry Newman, of the 5th Royal Highlanders, and John Newman, manager of the Montreal branch of the McClary Mfg. Co.

Incorporations

Toys, Ltd., capitalized at $45,000, head office, Montreal, to manufacture, buy and deal in toys, etc.

The Weir Machinery Co., of Vancouver, has been incorporated with a capital of $25,000.

The Pacific Steel Co., of Vancouver, B.C., has been incorporated with a capital of $100,000.

Canadian Metals & Equipment Co., of Vancouver, has been incorporated with a capital of $25,000.

A. R. Whiteall Can Co., capitalized at $500,000; head office, Montreal; to manufacture and deal in cans, etc.

Dominion Crucible Co., capitalized at $250,000; head office, Montreal; to manufacture and deal in crucibles, etc.

The Cannon Canadian Company, Ltd., capitalized at $100,000; head office, Toronto; to manufacture glues, gelatines, etc.

Reliance Motor & Tool Co., capitalized at $60,000; head office, Toronto; to manufacture and deal in tools, machinery, etc.

Canada Gelatine Co., capitalized at $250,000; head office, Brantford, Ont.; to manufacture and deal in glues, gelatine, fertilizers, etc.

Van der Linde Rubber Co., Ltd., capitalized at $350,000; head office, Toronto; to manufacture and deal in rubber goods of all kinds.

Varnish Specialties, of Canada, Ltd., capitalized at $20,000; head office, Montreal; to carry on the business of wholesale and retail merchants and manufacturers of varnishes, oils, paints, etc.

Fire Losses

Waterford, Ont.—Foster Boslaugh's hardware store has been destroyed by fire.

Waterford, Ont.—Fire completely destroyed the I. E. York block. The York store, a large departmental, carried a considerable stock of hardware, oils, etc.

New Firm

Hafford, Sask.—J. H. Millard is opening a hardware business in the town of Hafford, on the Battleford line. The store will be in charge of Herbert D. Davidson, of Clift Bros. store.

Capt. H. C. Baker Killed

According to news received by his wife, Capt. H. C. Baker, of Calgary, who was reported wounded and missing on Oct. 14, was killed in action. He was formerly manager of the Canadian Oil Company at Calgary, and enlisted with the 82nd Battalion.

Business Changes

Minto, Man.—John Minto is discontinuing his hardware business.

Chauvin, Alta.—S. G. Lewis has sold out to G. W. Allan & Co., hardware and harness.

Regina, Sask.—Peart Bros. have discontinued their wholesale branch but are continuing the retail branch of their business.

To Get Commission

Kirk Loucks, eldest son of E. B. Loucks, formerly of Bissett & Loucks, but now manager of Merchants' Consolidated, Ltd., Winnipeg, has been recommended for a commission in the 200th Battalion, and has been detached from the 31st. He was thirteen months at the front and was seriously wounded, but is now home on leave.

G. T. P. Nearing Prince Rupert

Prince Albert, Sask.—It is expected that the new Grand Trunk station and freight sheds will be completed before the end of the year, and that steel will be laid into the city within three weeks. Lacroix Bros. & Co., Ltd., have received sub contracts on the buildings, for hardware, glass, electric lighting, roofing, tinsmithing, plumbing, and heating.

Brandram-Henderson Sales Convention

Representatives Gather at Montreal — President Refers to Growth of Export Trade—A Window Dressing Contest for Salesmen.

Brandram-Henderson, on October 26, 27 and 28, held their Eighth Annual Convention of Managers and Salesmen at Montreal. The meetings dealing with technical subjects were held in the Monreal plant, the sales and advertising being held in the convention rooms of the Place Viger Hotel. Representatives from coast to coast attended the Convention, which was the most successful of all such meetings of the Company.

The general meetings were presided over by Geo. Henderson, President and General Manager, who, in his address of welcome, announced the marvellous growth of the Company's sales and interests, advising of large export business with South America, Russia, France, Cuba and the West Indies.

The Technical sessions presided over by Geo. M. Edwards and R. H. Monk gave the delegates valuable information regarding the manufacture of chemical dry colors and the corroding of white lead.

The sales and advertising programmes for 1917 were dealt with fully and the complete advertising campaign was explained at length by W. S. McLennan. Many new and valuable sales helps for B-H "English" paint agents, to be used during the coming season, were announced to the salesmen, in order that they will be able to fully place the benefit of these many features before their customers.

The entertainment was arranged by C. H. G. Short and included automobile trips through the residential and business sections of the city, a theatre party at the Orpheum during which a moving picture of the convention members was shown together with a film of the Brandram-Henderson plant demonstrating the manufacture of their various products.

One of the features of the session was a prize window dressing competition, in which teams were entered by the Montreal, Halifax, Toronto and Winnipeg divisions. Windows were secured in four of the leading B-H English paint agents' stores. The teams were given three hours in which to dress the windows and the result of their efforts was judged by one of the leading hardware merchants of Montreal, in conjunction with all the members of the convention. The prizes were won by the Ontario and Maritime divisions, though honorable mention was given to both the other divisions.

The convention concluded with an elaborate banquet at which a number of the Directors were also present.

AUSTRALIAN COMMISSION WILL STUDY METHODS OF CANADIAN MANUFACTURERS

ACCORDING to a report received at Ottawa by the Trade and Commerce Department by Canadian Trade Commissioner Ross at Melbourne, the Commonwealth Government has appointed a commission to visit Canada and the United States to investigate and report upon methods of manufacture and production, and the conditions of employment on this continent. The commission will consist of representative manufacturers of Australia, together with six representatives of the workers. It will spend about four months in Canada and the United States, and the industries to be specially investigated are iron engineering and allied trades, timber, building materials, leather, textiles, paper and trades in the preparation of foodstuffs.

In connection with the proposed commission, it is interesting to note that Canada's trade with Australia during the past year has shown a very large increase. Canadian imports from Australia during the twelve months ending June, 1916, total $3,251,558, an increase of nearly 500 per cent. as compared with the preceding 12 months. Canadian exports to Australia during that period totalled $8,542,065, an increase of almost three millions.

HARDWARE LETTER BOX

Palace Gas Heater

R. A. Wells, Dresden, Ont.—Please give name of manufacturer of the Palace Gas Heater.

Can any of our readers supply the information?—Ed.

Le Page's Door Checks

Fraser Hardware Co., Galt, Ont.—Please give name of manufacturer of the Le Page door check.

Wm. Keating, MacDonnell avenue, Toronto, Ont.—Editor.

Lamp Reflectors

The Willard Hardware Co., Chatham, Ont.—Please advise where we can get reflectors from 12 in. to 24 in. diameter.

The Hiram L. Piper Co., Ltd., Montreal, Que.; The N. L. Piper Railway & Supply Co., Toronto; Crouse-Hinds Co. of Canada, Ltd., Toronto.—Ed.

Gould Stove Parts

Mulhall Hardware, Ltd., Ottawa.—Please advise where we could secure parts for stove formerly made by Gould Mfg. Co.

The Gould patterns, etc., were taken over by the Tudhope-Anderson Co., Ltd. Orillia, Ont. The latter firm can supply parts.—Ed.

PRACTICAL SHEET-METAL WORK

THREE PIECE ELBOW WITH GUSSET OR GORE PIECE.

BY THOMAS STANFIELD

IN the accompanying plate are shown two articles which are good practice in pattern developing. Figs. 1, 2, 3 and 4 are in connection with a funnel and spout. Fig. 1 shows the half plan and elevation.

First draw a vertical line xx, using same as centre of both plan and elevation, the various slant lines being determined as shown at A, B, D, E, F, G. Next draw the half plan of the top of funnel, divide into 10 equal parts, as shown, extend lines AD and EB so as to procure point C.

Next draw half plan of hole shown at DE, and divide this into 6 equal parts.

Now turn to Fig. 2. With C as centre, open compass the distance required and shown at CB, in Fig. 1, and draw a circle with CB, Fig. 2, as radius. Divide this into equal parts, the measurements being those in the half plan, Fig. 1, 1 to 11, and repeat. Now make another smaller circle, using C as centre and E as radius; this completes the pattern Fig. 2 for the body of the funnel.

The spout is developed in very much the same manner, though it will be noted that the radius is much longer. For the sake of saving space a half plan and elevation is drawn from which to develop a full pattern, as shown in Fig. 3. One great trouble with the common funnel is the overflowing or splashing out of liquid as it is being emptied into a vessel. This is due to the air being confined in the bottle or vessel. By placing a small pipe into the interior of the funnel, as shown in Fig. 4, this overflowing can be overcome.

Sheet Metal Scoop

Figs. 1a and 2a shows a very handy flour or sugar scoop, and while this article is very common and often factory-made, the practice in developing it will be interesting, and many a time such an article can be made when wanted, in much less time than sending to a factory. Then, again, a boy apprentice should be encouraged to make such line of articles.

First draw the elevation, Fig. 1a, then develop the half plan as shown, dividing same into 6 equal parts, 1, 2, 3, 4, 5, 6, 7, with 4 as centre. From points where plan is cut draw a number of dotted lines until the side of the elevation is intersected, and draw a stretchout line in line with back of scoop, as shown at AB. Then transfer the measurements from half plan to this stretchout line, as shown in 1, 2, 3, etc., and from points where the dotted horizontal lines are drawn erect a number of vertical lines, cutting the lines drawn from stretchout line AB. Next draw a curved solid line from the various points where the dotted lines cross, in a similar manner as is followed out when developing an elbow pattern and the pattern for scoop is complete except that a circular piece of material is required for the back. This is made a little larger in diameter than the plan, so as to allow for seaming and locking. Allowance must also be made at either point A or B for seaming body of scoop.

(Continued in next issue.)

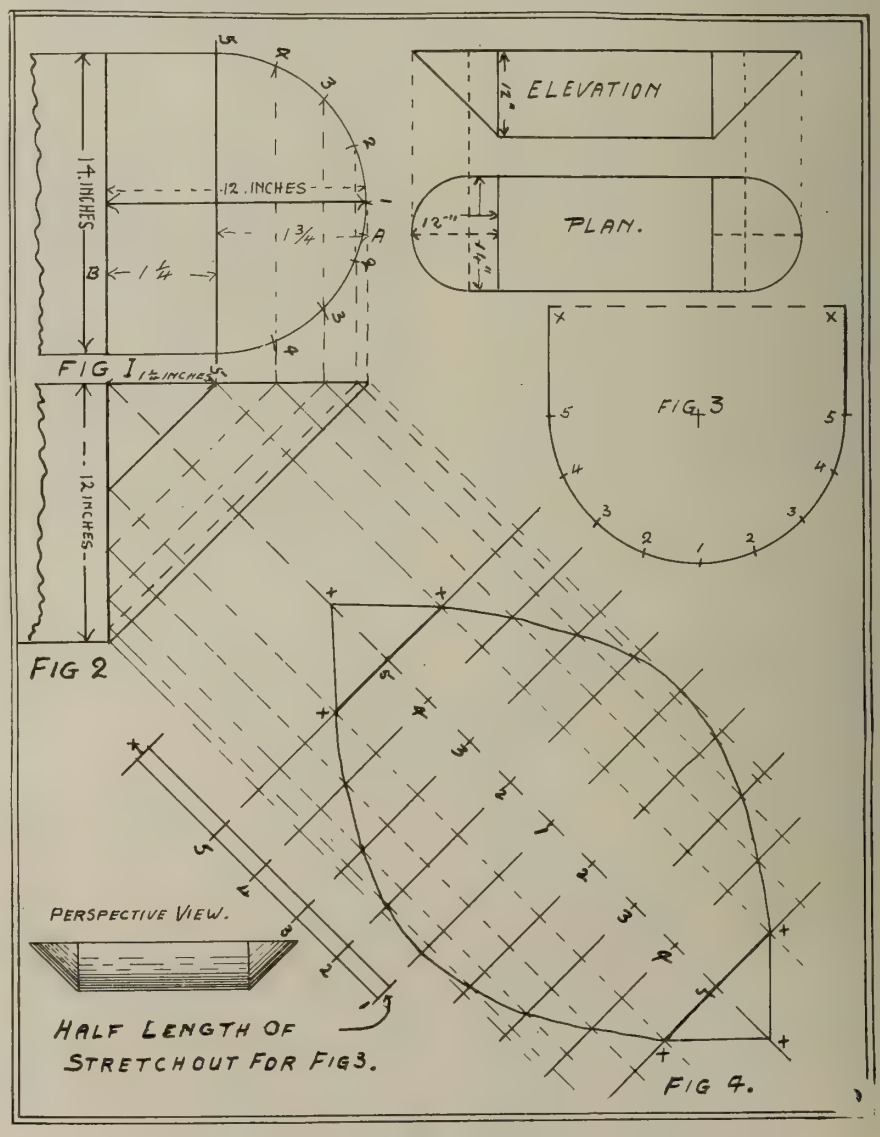


FIG. 32

WEEKLY HARDWARE MARKETS

(Continued from page 93.)

	Ft. William Per 100 lbs.	Winnipeg
9 ga.	$4 25	$4 65
12 ga.	4 50	4 90

Linseed Oil Higher

Further activity has been shown in the linseed oil market and prices to-day are 10c per gal. higher than those noted in last week's report. Best prices to-day are for Raw $1.31 per gal.; boiled, $1.34 per gal.

Rope Prices Revised

Another revision is to be noted in the price on rope, the two lines affected being sisal and lath yarn, on which an advance of ½c per lb. is recorded. The new base price for each of these items is now 17c per lb.

Tinners Wire Up

Bright tinners wire and stove pipe wire also show increased prices as noted in schedule below:

Bright Tinners Wire per 100 lbs.—0.9, $4.80; 10, $4.86; 11, $4.92; 12, $5.00; 13, $5.10; 14, $5.20; 15, $5.35; 16, $5.50; Stove pipe wire 19 gauge, $7.50 per 100 lbs.

TORONTO PAINT MARKETS

(Continued from page 102.)

for such phenomenal advances as have come to cotton, there is evident reason to believe that the improved demand that is showing itself generally, and that promises to make the fall and winter consumption much above the ordinary, will have its due effect on quotations and induce a rise in values to the long-expected 50c basis or better. One feature of the situation that promises to assist in bringing about this upward movement is the heavy foreign shipments. In addition to the 8,300 barrels cleared on the Brunhilda this week for London, and the 7,000 on the Irene, equally as great shipments for United Kingdom ports are regarded as probable during the next thirty days. This is an extraordinary movement under existing conditions, and reflects the heavy deliveries on the London market. The American position of the article will be strengthened by such heavy drafts on the visible supplies, and as current home demand is in excess of the receipts, and will become more noticeably so as the receipts diminish with the season on its last legs, the stocks at the main primary markets are expected to show a heavy falling off from now on." On Wednesday, turpentine was quoted at Savannah at 45½c to 46c, with the market reported firm. Quotations locally remain as follows:

	Per Imp. gal.
1-barrel lots	67c-72c
2 to 5 barrels	65½c-71c
6 to 9 barrels	64c
5-gallon	72c-79c

Gum Shellac Showing Still Greater Firmness

SHELLAC.—There is a continued firmness in the price of shellac, due primarily to the increased firmness in the gum shellac market. It is expected this firmness in the primary market will affect the price of orange and white shellac in spirits in the near future. Scarcity of vessels and heavy freight and insurance rates from India have also been a factor tending to greater firmness in the shellac market.

Intimations Received of Probable Glass Advances

GLASS.—Local dealers have received intimations from the American manufacturers that glass will in all probability be advanced in the near future. With the opening of the fires on October 25 in American glass mills, the manufacturers were compelled to enter into a contract with the glass blowers for an advance of 20 per cent. in wages over that paid last year. As much of the cost of glass is represented in a labor cost, this advance is taken as a pretty sure indication that prices of glass will have to be higher. The manufacturers in the United States have already reduced their cash discounts from 2 per cent. to 1 per cent., which means an advance in price to the jobbers. There is a prospect of a big demand in the United States because of the fact that jobbers' stocks are low. In the United States there has been a great scarcity of the larger sizes of window glass used by sash and door manufacturers. With the starting of the glass mills again the premium of 10 per cent. that had been paid on these sizes has been taken off. But this does not mean that there is not a likelihood of a general advance on window glass when the mills announce their new prices.

Hard to Get Supplies of Highest Grade Gasoline

GASOLINE.—There is a scarcity of the higher grades of gasoline, such as used by rubber manufacturers, and price is consequently very firm in this article. One large dealer has found it necessary to delay delivery owing to the inability to get this grade through promptly. Motor grades of gasoline also hold firm at 26½c. Advances in the crude oil have been expected in the mid-continent field, but at the time of writing have not developed. There has been no change in the refined product in the United States. Big efforts are being put forth in the Eastern United States and in Kansas to increase the production in oil territory.

PARCELS FOR PRISONERS IN GERMANY

The Post Office Department has been notified by the British Post Office that many parcels sent from Canada to prisoners of war in Germany are being received in London in a damaged condition, so that frequently they have to be repacked before they can be forwarded to Holland for transmission to Germany The British Post Office adds that in most cases the damage appears to be due to the fact that the parcels were inadequately packed by the senders.

The public are warned, therefore, that parcels for prisoners of war, unless they are very strongly packed, will probably arrive in such a condition as to be of little or no use to the recipients.

Ordinary thin cardboard boxes, such as shoe boxes, and thin wooden boxes should not be used; nor does a single sheet of ordinary brown paper afford sufficient protection. Even where proper materials are used, it is important that the contents should be tightly packed so as not to shake about during transit. The following forms of packing are recommended:—

(1) Strong double cardboard or strawboard boxes. Those made of corrugated cardboard and having lids which completely enclose the sides of the box are the most suitable.

(2) Tin boxes such as are used for packing biscuits.

(3) Strong wooden boxes.

(4) Several folds of stout packing paper.

The British authorities advise that parcels for prisoners of war in Germany must not be wrapped in linen, calico, canvas or any other textile material.

Parcels posted in Canada for prisoners of war in Germany which have not been adequately packed by the senders will not be forwarded but will be returned to the senders, as the British Post Office has notified the Department that parcels which are inadequately packed must be returned to the senders.

CATALOGUES AND BOOKLETS

Sales Building Advertisements

Hercules Powder Co., Wilmington, Del., has issued an attractive book of prepared advertisements for retailers' uses. Eighteen advertisements, in electrotype form have been prepared and will be furnished free to retailers. Instructions on how to secure the advertisements are given in the book, copies of which will be supplied on request.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

ICY-HOT LUNCH KIT

A new lunch kit has just been put on the market by the Icy-Hot Bottle Co., of Cincinnati. It is meant for school



children, shop or office employees and handy general use.

The kit consists of a pint Icy-Hot Vacuum Bottle and a metal carrying case. The container is light, durable and coated with black waterproof enamel.

The concave lid is held down by two clamps, this arrangement preventing the case from being twisted out of shape or being dented. The carrying strap is on the top. Inside, the bottle is held in the concave lid, strapped to it. The food is placed below the bottle.

The makers claim that Icy-Hot Bottles keep hot drinks hot for 24 hours and cold drinks cold for 3 days. The cap, used as a drinking cup, is nickel-plated.

The Icy-Hot Bottle Co., 529 W. Second St., Cincinnati, Ohio, will be glad to send particulars and prices on application.

SIMONDS DISPLAY STAND

Simonds Canada Saw Co., Montreal, Que., announces a new display stand, Form H 2060, 12 inches long, 4½ inches to top of letters. The stand is an exceptionally attractive one and holds a hand saw.



The stand can be used on a dealer's counter or in a display window.

Another feature is that it will hold any style or size hand saw. It will also hold a pruning saw. Possibly a cross-cut saw could be placed between two of them. The words apply equally well to any style of saw. One unique feature about this display stand is that when it is on the counter with the front turned toward the customer, on the back of it in plain view of the clerk, is a printed list of arguments which the clerk can use in making the sale of the saw. He can glance at the sign and be reminded of some point to bring out in his talk to the carpenter, at just the time when such a point will help to clinch the sale. The stand will be supplied free to dealers.

J. B. SLICING MACHINE

The Jacobs Bros'. Co., Inc., 78 Warren street, New York, announce that



they have made a very essential improvement on their slicing machines. The improvement consists of a special device that is equipped with an adjusting board. The machine can be used for slicing green dried beef, hard dried beef, Bologna, liver, salt pork, head cheese, pressed corn beef, boneless ham, Saratoga chips, and fresh bread. The knife is made of high grade steel and hardened. The manufacturers state that their slicing machines can be folded when not in use, so that it takes up no room whatever.

THE HYGIA CAN

Hygia Can Co., Inc., Duane and Elm street, New York, N.Y., offers to the trade the Hygia can, "The Waste Receiver de Luxe." The can is an all-steel product, finished throughout in pure white enamel, thus making it pleasing to the eye. All parts are securely spot-welded. No rivets are used. The cover raises automatically by pressing a foot pedal, leaving both hands free. Upon releasing pedal, the cover falls in place and as it does it sprinkles a powerful, yet odorless disinfectant over contents of the can, thus arresting decomposition, destroying objectionable odors, and keeping contents sweet and clean.



An ingenious device permits of locking cover shut by simply throwing handle forward. This, it is said, defeats efforts (by dogs or cats) to disturb contents and renders access by flies impossible. The can is said to be particularly adaptable for use in the kitchen, nursery, bath-room, doctor's office, sick room, hospitals, etc. For outside use, the makers state it is dog-proof, cat and fly-proof, because the cover automatically locks snug and tight.

WHAT OTHER PAPERS SAY

PRIZES FOR READING ADS.

(From Merchants Record and Show Window.)

All merchants appreciate the importance of having sales people read and study the store's advertisements, yet it is not always an easy matter to get clerks to do this. A scheme that is employed in a good many stores is to give a small prize to the first person detecting and reporting any mistake in an advertisement. Best & Co., of New York, do this in the manner described in the following announcement:

"There will be given to the member of our organization first reporting in writing an error in accuracy, false statement or mistake in price, material or item of merchandise in any of our advertisements, the sum of one dollar. This is open to every employee of Best & Co., and all are urged to participate. Such prizes will cover all our advertising—newspaper, circular, magazine or any other form of printed advertisement.

"Also comments, suggestions, remarks and criticisms made by customers of Best & Co. constitute in some cases valuable information. For such comments, remarks, criticism, etc., of a constructive nature, reported in writing, the firm will pay according to the value of the suggestion or comment, in exactly the same way as prizes are given on other store matters coming through the Suggestion Box. Such suggestions should be made the same way and should be placed in the suggestion box at the employees' entrance.

"Although our salespeople are the ones most likely to hear such suggestions, from their continual contact with customers, all our store members are urged to compete for these prizes, for the advertising being a matter of such primary importance, our people may not only win the prizes, according to the value of the suggestion, but they may contribute materially to the success of Best & Co. by helpful comment or suggestion of new ideas."

LOOKING TEN YEARS AHEAD

From *Highway Magazine.*

Another ten years will see national road systems covering every section of the country —the greatest practical step in the direction of preparedness that could be made," comments Dr. H. M. Rowe, the president of the American Automobile Association.

"In a decade we will begin to have separate roads for freight traffic and passenger traffic," predicts Dr. Rowe, "and the horse and mule will have practically disappeared. No other country on the face of the earth can make such good and profitable use of good roads as the United States of America. We will eventually excel in that as we do in many other things.

"But equal justice and fair treatment, for the users of motor vehicles must continue to be sought for some time to come. Everything the motorists ask for, everything the American Automobile Association and the clubs affiliated with it have worked for, has been based on these principles. We have worked for good roads for the reason that they are of equal economic benefit in the final analysis to all, and it is only just and right that the people of our country should have the advantages to which they are entitled. We have worked for unrestricted intercourse between the states through the use of motor cars, because that is a constitutional right that has been denied us. We have asked for equal taxation. That is another constitutional right that has been set aside, partly because we submitted to it willingly, I admit, but it is an injustice and constitutes unfair treatment just the same.

"In addition, the owners of motor cars are being subjected to all sorts of petty annoyances, special taxes, licenses, and rules and regulations regarding traffic, use of light, and many restrictions seldom alike in two places, and which subject decent men and women to arrest and conviction, often for the most trivial reasons. There are many who look upon an arrest of any kind as a disgrace, and when one is innocent of any intentional wrong, his arrest becomes a shameful disgrace, not only to him but upon the community which permits it."

EXPORTERS CANNOT CO-OPERATE

(From Hardware Age.)

Brief announcement was made last week of the failure of the United States Senate of the effort to pass the Webb bill authorizing the formation of combinations in the export trade. This ignominious ending of a praiseworthy movement received far much less attention in the daily press than it deserved. The bill had been fathered by the Federal Industrial Commission and was so free from what might be considered objectionable features that it should have encountered no difficulty in its passage through the Senate and its enactment into law. Unfortunately, however, the Senate embraces among its members some who feel that they must antagonize anything favored by manufacturing interests and see a menace to the public welfare in any proposition that even hints at co-operation. If the Webb bill had gone through, with this well-known feeling among certain political leaders, that would have been accepted as an indication that the animosity against manufacturers was at last softening and that a better era had dawned. But it seems that this was too much to expect. In view of what other countries are doing to promote the interests of those who seek foreign trade, it is to be hoped that our government may in time come under the control of men of broader vision.

AUTOMOBILE OCCESSORIES SELL BEST THROUGH RETAIL HARDWARE STORES

With the great increase in the number of automobiles which are being used for business as well as for pleasure there has naturally also come a heavy increase in the demand for repair parts, new appliances and the thousands of articles which are classed as automobile accessories.

In the early stages of the automobile the owner secured his repair parts and supplies from the manufacturers. Automobile parts had not been standardized, and there was no other way by which he could obtain what he wanted and be certain that when he'd get it, the particular article would fit his machine.

When standardization had taken place and as the automobile became a more common form of business and pleasure vehicle, it was deemed advisable to provide a quicker way for the owner of an automobile to secure such new parts or accessories than to send to the manufacturer for them, and automobile accessories became a "regular" class of merchandise, bought from the manufacturer by wholesalers and retailers and then distributed through these channels to the consumer.

The progressive retail hardware dealer at once saw the opportunity presented to him in this new line of merchandise. He appreciated the fact that here was a wide field—absolutely virgin—by the cultivation of which he could add very considerably to his sales and profits, and so the first automobile accessory departments were established in retail hardware stores. Being conducted along the same progressive policy as characterized the operation of the other departments of these stores they not only brought new customers into the stores who also bought other lines of hardware, but the automobile accessory departments proved themselves to be highly efficient in the matter of their own sales and profits.

As time has passed, it has been demonstrated very thoroughly that the retail hardware store is the preferred means of distribution which the automobilist seeks when in need of any new appliances, or repair part, or accessory of any kind for his machine. He has found that by doing business with a regular retail dealer he not only receives quicker service in cases where his order cannot be filled from the retail hardware dealer's stock, but that he can buy his automobile accessories at more reasonable prices in the retail hardware store than in other places.

THE GERMAN FRYING PAN

According to the English *Ironmonger,* the *Frankfurter Zeitung* publishes a half-page advertisement calling attention to the National War Frying-pan. It relates how, last year, there was scarcely a German Hausfrau who did not sacrifice her copper kitchen utensils, "to which so many family traditions were attached," to the Fatherland. The kitchens were empty, bereft of their ornaments. As a token of gratitude to the housewives of Germany, it has been decided to commemorate their sacrifice by a souvenir in the shape of a frying-pan, bearing the legend: "The German Hausfrau's sacrifice; she gave copper in return for iron in the World War, 1916." The War Frying-pan is solidly constructed of the best material (the particular metal used is not stated), and, what is more, good cooking results are said to be otbained with a minimum of fat. The pan is not presented as a gift, as it is assumed that the German housewife, although ever ready to help the Fatherland, is unwilling to accept any acknowledgment without at the same time furthering a noble cause. Therefore she will have to pay three and nine-pence for the pan. The entire profits secured from the sale of the pan will be devoted to funds for naval hospitals, sailors' homes, and "German prisoners languishing abroad." An honorary committee has been formed, containing the names of well-known personages, and the patrons are the Princess Friedrich Karl of Hessen and the Princess Margaret of Prussia. The committee, which consists of ladies belonging to the aristocracy, the high official and industrial worlds, and Jewish finance, has opened a shop in Frankfurt, where it is doing a roaring and sizzling direct trade. The retail ironmonger does not come into the scheme at all.

TRADE INQUIRIES

1285. **Calcium of carbide.**—A Cape Town firm makes inquiry regarding the possibility of agency of Canadian-made calcium of carbide.

1286. **Hardware.**—A Johannesburg firm of wholesalers requests catalogues and price-lists on household and building hardware.

1287. **Woodenware.**—A Johannesburg firm of wholesalers requests catalogues and price-lists of woodenware.

1289. **Guns and ammunition.**—A Johannesburg firm would like to hear from ammunition and rifle manufacturers; catalogues and price-lists requested in first correspondence.

1290. **Perambulators.**—A Johannesburg firm asks for catalogues and price-lists from Canadian manufacturers of baby carriages and go-carts.

WEEKLY PAINT DEPARTMENT

Show the Customer How

Instructions Should Go With Every Can of Paint Sold—Ignorant Use of Paint Breeds Discontent and Means Loss of Business to the Dealer

PAINT is a commodity that must bring repeats. Every householder has to use paint more or less continuously. If nothing is needed for outside application, there is always a floor to be painted or some walls to be decorated, or a little tinkering to be done with furniture. And so it is very important, from the standpoint of the dealer, that the paint he sells should give satisfaction. Otherwise his customers will not come back for more; they will seek out some other store for a new variety.

And this brings forward very forcibly the fact that in order to give satisfaction, the hardwareman must do more than carry a reliable brand of paint. That, of course, is the main essential. The paint that he sells must be **right.** But it is astonishing what poor results can be obtained from the best of paint when the user does not know how to use it properly.

Recently a prominent paint man gave out an interview on the proper use of prepared paint and, among other things, he said:—

"To properly stir any paint combination requires 10 to 15 minutes of constant agitation. This is best secured by using a broad, strong paddle which has been well perforated with half-inch holes. A constant up and down motion, after the manner of churning, is far more efficient than stirring around and around, as most amateurs try to stir paint. The up and down motion thoroughly combines the pigment with the oil, while the around and around method leaves the oil on top and the greater part of the pigment at the bottom of the container.

"Did you ever see a woman stir a can of paint? She usually takes a small twig or splinter, slightly larger than a broom-straw and stirs the paint around and around for about thirty seconds. Then she takes a so-called brush, purchased at the ten-cent store, and begins to apply the paint. After a few minutes she complains that the paint is too thin and that it is not the proper shade. But after the container is about half empty she begins to complain that the paint is too thick. But she easily remedies this by adding a little carbon-oil, sewing-machine oil, raspberry-vinegar, or anything in the liquid line she has in the house. The next day when she pokes the job with the end of her finger and discovers that the paint has not dried, she flies into a fit of denunciation and blames the paint."

This is but one way in many that good paint can be abused. It is surprising in how many ways the average man, or woman, can go wrong in applying a coat of paint—in selecting a brush and then in handling it, in attempting to thin the paint, in leaving it around in open cans, and so on ad infinitum. Ever see a little job of painting being done with a brush so hard that it was like working with a piece of knotted blackthorn—putting on the paint in scratchy blotches? Of course you have. It is done every day. When the head of the house is at last goaded into getting at that strip of floor in the spare bedroom, he generally has to dig out a brush from behind the furnace. It is, of course, hardened up with last year's paint and a little glue, perhaps; so he soaks it as well as he can and then goes at the job. Get good results? Of course he doesn't.

It Depends on the Dealer

And so it devolves on the merchant, on the salesman, to see that every customer who carries away a can of paint under his arm carries also a modicum of common sense and some sound instruction in his head. It is the duty of the salesman to see that the customer knows how to get the good out of the can. Otherwise, the purchaser will come back with a wrathful tale of woe, or, worse still, will quietly start dealing at some other store.

Sell Him a Brush

So much from the standpoint of future business. It is also in the interests of **present business** to thoroughly coach the customer. Ask him about his supply of brushes. The chances are that he hasn't a suitable one, but he won't think of that himself. Give him a brush reminder—and then sell him. Sell him everything that he will need in doing a good job of his painting. It's too bad that he can't be sold a pair of overalls—he'll need 'em.

About Painting on the Farm

Agricultural Paper Urges Farmers to Use More Paint and Gives Some Hints as to How to Select and Apply Paint—An Idea for the Dealer.

A VERY interesting article urging farmers to paint their buildings better and more often is found in a recent number of *The Wisconsin Agriculturist.* It is addressed to the farm, but contains much material that will be interesting to hardware dealers who have the selling of paint to the farmer.

Dealers generally value to a high degree the farmer's trade and especially since farming has become so profitable There was a time when dealers of all classes shunned the farmers' trade as a general proposition. The general average of farmers represented a class of small buying power, but happily all these conditions have changed. To-day dealers are seeking the farmers' trade as the most profitable, and farm journals in many instances have published good articles concerning this branch of the consumers' trade. Believing many dealers would be interested in an article on paint to the great American farmer, the following is reprinted:—

"Well painted buildings are a sign of prosperity, thrift and good management.

"When we consider a farmer's application for a loan on his property, we always take into account the appearance

A LIFE-LINE — that is what the Pratt & Lambert Line can be to you. It will save your business from the dangers of returned goods, dissatisfied customers and lost profits — and it will stand by you for life, turning in a consistent profit each season. More than this— it will tie up the *desirable trade* to *your* store, because the Pratt & Lambert Line has become familiar through national advertising, to the very buyers who want the *best*, not only in varnishes, but in everything else.



IF you were juststarting in business today, you would try to pick from the great mass of manufacturers in your line, just those firms of whose goods you were absolutely certain, and of whose business methods you had no doubts. *You owe it to yourself and to the business you have already built up, to be as careful now in selecting the concerns whose lines you carry.* For sixty-seven years we have been making and selling varnishes. There are many dealers on our books with whom we have spent a life-time of business co-operation. There is great significance in those two facts.

Pratt & Lambert, Inc.

Varnish Makers 67 Years

24 Courtwright Street, Bridgeburg, Ont.

Pratt & Lambert Varnish Proposition
Quality Sales Profits Repeats...

If interested, tear out this page and keep with letters to be answered.

of his buildings. If they are well painted and orderly, we will lend from 25 to 50 per cent. more than we would on property that looks shabby and untidy. Careless, slovenly people are generally slow to pay,'' remarked a banker recently.

The Economy of Paint

Besides giving property more apparent value, painting keeps property up to par. Buildings, fences, sheds and machinery protected by good paint are insured against weather wear—the wear that junks more farm machinery, takes down more fences, and makes more repair jobs on the buildings than anything else.

On farm machinery alone we farmers spend every year over $150,000,000. It has been estimated that at least 10 per cent., $15,000,000, goes for replacing worn-out machinery and parts. This is a heavy tax, much heavier than it should be, for rust can be prevented by paint, and machinery is oftener rusted out than worn out by use. The polished surfaces should be thoroughly smeared with a paste made of white lead and tallow, and the metal framework and parts carefully painted.

Buildings that are principally wood will last for a long time without painting, but they will last in good condition for centuries if they are kept well painted. While some of us can stand ugliness that costs nothing, we do not want to put up with ugliness that is more expensive than beauty. An unpainted or badly painted building costs more for repairs and tinkering in the course of a few years than it would cost to keep it well painted. Its actual value shrinks faster than its rotting shingles and blackened, warping clapboards.

Then, what do our neighbors and visitors think? We Americans live in awe of our neighbors. Our social standing is affected by our personal appearance and what our homes look like. A visitor also gets his impressions largely from appearances. Knowing that Wisconsin has won wealth and fame from her matchless success in the great dairy industry, that in variety and volume she is the premier State in the nation in the production of cheese and other dairy delicacies, he naturally expects to see evidence of this prosperity—and he does.

Comfortably furnished, well lighted homes, telephones, automobiles, and all that goes to make for an enjoyable home life, he finds on every hand. With justifiable pride we call attention to the many things that Wisconsin is proud of—her splendid schools and roads, the high average of patriotic, intelligent citizenship, her rapid progress and development as a manufacturing State, the high average of thrift and good management indicated by the immense volume of her bank deposits.

Colors, Tints and Tones

What colors to use in painting buildings is largely a matter of personal taste and preference, though it is well to bear in mind that a radical departure from the accepted colors may prove disappointing and freakish. The white house with green blinds is the most characteristic American color scheme. It is the standard for houses built in the colonial style and for those set among trees. Bungalows and cottage houses admit of successful treatment in many tones and combinations.

In choosing colors for interior decoration great care should be taken to secure colors and tints that harmonize with the colors in rooms and halls that are structurally connected. The selection of the proper colors follows definite laws and makes all the difference between an artistic, pleasing interior and a crude gaudy effect. It costs no more for the one than for the other. Manufacturers of paint issue booklets containing explicit directions for securing pleasing color harmonies. Painters and paint dealers generally have a file of such literature, and a few minutes spent in looking it over will well repay you for the little time it takes.

WEEKLY PAINT MARKETS

(Continued from page 104.)

Linseed Oil Holds Steady; Seed Easier

LINSEED OIL.—There was a slightly easier tone in linseed oil in certain quarters over the prices quoted last week of 2½c per gallon. That is, the higher quotations have shaded down nearer by that much to the lower level. The range for raw oil is consequently within narrow limits, $1.08 to $1.12½. There has been a decline of 5¼c in the price of November seed at Winnipeg over the price prevailing on Wednesday of last week. Flaxseed on Wednesday of this week closed at $2.48¾ as compared with the close of $2.54 for November last week. There is a feeling, however, that there will in all probability be still higher prices for the seed. There was a slump in wheat during the first part of the week, and flaxseed presumably followed in sympathy. There has been a fairly good demand for linseed oil. The demand for oil cake continues good, with quotations the same as last week, $44 to $45 per ton. The market in linseed oil at the present time might still be characterized as firm. Quotations are as follows:

	Raw.	Boiled.
1 to 2 bbls....	$1.08-1.12½	$1.11-1.15

3 to 5 barrels, 1c under 1-2 barrel lots, for both raw and boiled; 6 to 9 barrels, 2c under 1-2 barrel lots.

White Lead Remains at High Figure

WHITE LEAD.—There is a fair demand for white lead in oil. The market continues firm, due to continued strength in the pig lead market. The quotation for ton lots remains at $13.95 per 100 lbs. and 30c higher for less than ton lots.

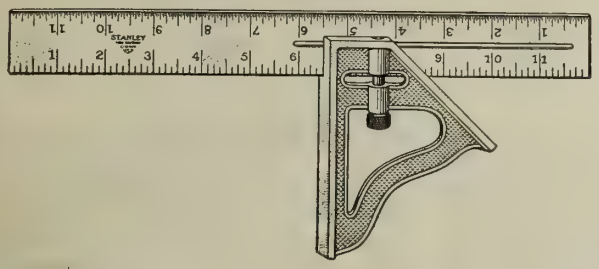
READY-MIXED PAINTS.—Ready-mixed paints are firm, and dealers are now booking more freely for spring delivery. There is a general feeling that price will not decline before spring, and there is every possibility that there may be an advance before the end of the year. Most authorities claim that it is a wise move on the part of retailers to cover now for spring requirements. Linseed oil continues to hold at much higher prices than were in effect when present prices on paint were made. The dry color situation has not improved, and lead is still high in the primary markets. Costs of containers, labels, paint literature, labor, etc., are even higher than they were a few months ago. Varnishes remain unchanged, but firm. Varnish gums are high in price. One manufacturer placed a contract this week for material used in varnish making. The price was 35 per cent. higher than was paid for the same class of material a year ago. In some lines of cheaper varnishes it is possible to secure goods at any price, the varnish being made to suit the price. The same might be said about some lines of very cheap grade ready-mixed paints.

Turpentine Firm at Former Prices

TURPENTINE.—Prices for turpentine locally have held firm without advances being recorded. Receipts of turpentine at the primary market points of Savannah, Jacksonville and Pensacola, from April 1 to October 26, have been considerably in excess of the receipts for the same period last year. For the present year there has been delivered 232,041 casks, as against 199,646 casks for the same time last year. A considerable foreign demand is developing for the American product, and this is expected to give a firmness to the market. In speaking of the turpentine situation, the ''Savannah Weekly Naval Stores Review'' says:—''Spirits of turpentine is the cheapest raw commodity in America to-day. It has not enjoyed the advances that have come to many other commodities, but there is a growing belief that its underlying strength has been underestimated and that the time is not far distant when it will likewise enjoy an improvement in values such as other products of this country have known in the past year or two. While no one hopes

(Continued on page 97.)

Stanley Tools



Stanley Adjustable Try and Mitre Square No. 21

The Blade is adjustable, and as it can be reversed, provides any size of try or mitre square within the capacity of the tool. In reversing, it is not necessary to remove the blade from the handle, consequently the tool is always assembled and ready for use.

The Edges of the Blade are machined, graduated in 8ths, 16ths and 32nds of inches, and the tool is square inside and out.

Both Handle and Blade are nickel-plated. Made in three sizes—6—9—12-inch blades.

Send for special circular.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.



No. 92

FACTORY PRODUCTS LIMITED TORONTO

PLUG Clusters

Two outlets from a single socket.

These plug clusters give an extra socket without extra wiring, and are very serviceable for attaching household electrical devices, such as portable lamps, flatirons, fans, etc.

Standard finish in brushed brass.

Quick and very profitable sellers.

Factory Products Limited
Toronto, Ontario



(One of the units in our group of finishing shops)

WE are not only varnish makers but varnish users.

All our products are tested in our own finishing shops under actual working conditions before shipping.

This rigid inspection and practical criticism of our finishes from the consumer's standpoint enables us to insure absolute dependability.

Berry Brothers' label is an efficient varnish salesman, even the smallest buyers have learned that "If it's Berry's it's right."

Make your varnish business grow by featuring Berry Brothers' line.

We make a specially adapted varnish or enamel for every known use.

Write for our price list and interesting dealers' proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858
WALKERVILLE, ONTARIO

(421)

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Nov. 3.—Firmness still rules in the paint market. Higher prices are hinted at for ready mixed paints unless prices of lead and oil recede. To date there are no signs of weakening. The pig lead market continues firm and linseed oil holds at much higher levels than were quoted when present paint prices were named. The dry color situation has not improved to any great extent. Turpentine is slightly firmer.

"Utter Failure" in Argentine Flax

LINSEED OIL.—Reports from the Argentine could hardly be worse. The crop which had been reported a week or two ago as a 50 per cent. crop is now declared to be utterly despaired of. If ten per cent. can be harvested for the market, observers will be surprised it is claimed. There has been rain at last in some few isolated districts, but the rain arrived too late. The shortage if reports are true, in flax seed will be felt over the whole linseed using world. Users of linseed oil in quantity are preparing themselves for a high priced product, well over a dollar a gallon from the crusher for some time to come. To the retail at present linseed oil prices are maintained at last week's quotations no change having taken place in crushers' price but very little retail business was being cultivated by the paint manufacturers. Instead of selling the paint, men were buying, and even holders of large stocks are adding to their stocks. Reports on the Canadian crop are not entirely satisfactory, and threshing has been retarded by bad weather in the North West. Undoubtedly linseed oil prices will continue to be exceedingly firm, and probably higher than present quotations although there have been oscillations in the market even during the upward trend when the first definite details of Argentine drought devastation came to hand. Prices at present in Montreal are:

Linseed oil	Raw	Boiled
1 to 4 bbls...	$1.10-$1.13	$1.12½-$1.16
5 to 9 bbls...	$1.10-$1.11	$1.12½-$1.14

For smaller quantities the Hardware Trade was quoting for raw linseed $1.15, and for boiled, $1.18, with discount 2 per cent. off and 30 days allowed.

Turpentine May Go Up a Little

TURPENTINE.—Indications in the market for turpentine were towards firmness. The prices quoted ran the same as last week, but there are hints of higher priced turpentine due to primary market influence rather than to actual firming factors locally. Most firms have experienced no particular difficulty in getting sufficient supplies, and an actual scarcity is not immediately anticipated. Nevertheless the present scale of prices is considered likely to alter upwards a little. In Montreal turpentine was being quoted this week as under:

Turpentine	Per Imp. Gal.
1 barrel lots	67c-70c
2-4 barrels	66c-69c
5-10 barrels	65c-68c

White Lead in Oil Price is Steady

WHITE LEAD IN OIL.—Notwithstanding the very firm condition of the linseed oil market at present there has been no change in prices of white lead in oil in Montreal so far. The metal is in exceedingly firm market also however, and it would surprise no one very much to hear of an increase in this product's price which is at present $13.80 for 1 ton lots, and $14.10 for orders of less than a ton at a time.

A Rise in Paint Prices Hinted At

MIXED PAINTS.—With linseed oil so very high in price, and the metals lead and zinc also in firm market, and with hints of higher priced turpentine it is not peculiar that there have been very frequent suggestions here and there that the prices of mixed paints must be increased before long. Certainly more than one or two paint manufacturers have thought seriously on the subject during the past two weeks, and there have been interchanges of ideas on the subject also. The all important factor in the situation is of course the linseed oil. As every painter and paint dealer knows one third of the contents of every gallon can of mixed paint is linseed oil. If linseed oil goes to the $1.50 per gallon as some of the more excited rumors suggest, the natural result as regards mixed paint prices is obvious. Even if, as is considered quite likely, the price of linseed oil reaches the height of only a 21 cent increase per gallon over its cost when paint prices were fixed last, the effect would be either an increase of something like seven cents per gallon in mixed paints, or a corresponding burden for the manufacturers of paint to carry until things improve. There are manufacturers very strongly disposed to carry the burden of reduced returns rather than risk the greatly reduced demand for paint that might follow further increase in price. Still of raw materials go very much higher, and linseed oil gets beyond bounds, paint prices cannot help but rise, and they would rise very quickly if these factors continue to bear more strongly on the condition of things." Talking further on the subject this manufacturer mentioned that the great lack of labor to apply paint really reduces demand considerably, and has done so since the war's effects became apparent. Interesting also is the fact that while the sales of outdoor paints have shown little or no increase for the past two years, all indoor paints and paints for jobs about the house have shown a decided increase, this being because it is the women now who are doing the painting. The men are painting France and Flanders red.

TORONTO

TORONTO, Nov. 3.—There is a fairly good demand for paints and varnishes. Retailers are booking more freely for spring delivery. There is a feeling that prices will not be lower, and may be considerably higher unless oil and lead come down from the present high levels. There is an improved demand for glass owing to the advent of cooler weather. Prices remain unchanged, but are considerably firmer. Turpentine holds firm, with higher levels predicted. Linseed oil remains unchanged locally.

(Continued on page 102.)

Canadian-Made

Paint Products of Highest Quality

THE paint products manufactured by Brandram-Henderson Limited, are not only in favor with eight million Canadians, but are becoming increasingly popular in foreign countries.

The following B.H. products, among others, have been received with great favor by foreign importers, and have given better satisfaction than others manufactured for similar purposes.

For Industrial Purposes

Concrete and Cement Stains in eight colors have permanent waterproofing qualities. They sink into the surface, leaving a soft, velvety effect.

Concrete Proofing is colorless, closes the pores of the concrete, and hardens like the base itself.

Concrete Floor Paints in four colors, resist friction and oil and grease stains.

Anchor B-H Graphite Paint for metals is an absolute protection against all corrosive influences. Its ingredients are ground to extra fineness. It is put up conveniently for all purposes, ready mixed, in paste and in special form for machinery.

B-H Pure Red Lead for metals, including bridges, stacks, roofs, etc., produces smooth, elastic film—put up in paste and ready-mixed.

Factory Enamel White gives 19 to 36 per cent. more daylight in factories. Produces a glossy, washable, hard, lasting pure white surface.

Further information as to the products above and also other standard paints and varnishes, and quantity prices, may be obtained by addressing our Montreal Factory.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM

Ingots, 99% pure, lb..... 66
Pattern, lb. 66
Sheets, $1 to $1.25 base.

AMMUNITION

Dominion Metallics—B.B. Caps, 25%; C. B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle smokeless, 7½%; other rim fire, 10%; center fire pistol, add. 35% list; center fire sporting, add. 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add. 35% list; empty shot shells, 5%; blanks, add. 25%; bullets, add. 40%.
Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, 2½% off list; "Regal" Dense Smokeless Powder, 2½% off list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

"Winchester" B.B. Caps, $3.05 M. net; C.B. Caps, $3.90 M. net; 22 short, black and Lesmok, 12½%; 22 short, smokeless, 25%; 22 long black and Lesmok, 12½%; 22 long rifle, black, add 2% advance; Other R. F. ball, 2½% advance; R. F. Shot, 12½%; Pistol and Rifle Shot, 32% advance; Military Pistol and Rifle Ball, advance 52½%; Military and Sporting advance 66 2-3%; Primers, $3.35 per M. net; Brass Shot Shells, 15%.

Shot, standard, 100 lbs., Toronto, $14.50; Montreal, $14.25; net extras, as follows, subject to cash discount only; Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.: ½c per lb.: f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.
Dominion Hand Traps, $3.50 each, net f.o.b. Montreal.

ANTIMONY

See weekly report.

AUGERS

Ford's Auger Bits, 30 and 10%.
Irwin's Auger, 40%.
Gilmour's Auger, 60 and 5%.
Gilmour's Special, 70%.
Rockford's Auger, 50 and 10%.
Gilmour's car, 47½%.
Clark's expansive, 40%.

AUGERS, POST

B.T.—8 in. net	3 00
B.T.—10 in. net	3 30
B.T.—12 in. net	3 90

AXES

Forrester, doz.	7 25	
Cherokee, doz.	9 00	
Hand made, doz.	9 00	
Model, doz.	9 25	
Black Diamond, doz.	9 50	
Samson, single bit, doz.	9 75	
Samson, single bit, handled doz.	13 50	
Samson, double bit, doz.	13 50	
Samson flooring axes, No. 2, doz.	10 75	
Single bit, doz.	7 75	10 50
Double bit	11 50	13 00
Hunters' Axes	6 00	6 50
"Boy's" Axes	6 25	7 00

Bench Axes, Samson

No. 2, doz., net	10 10
No. 3, doz., net	10 50
No. 4, doz., net	11 50
No. 5, doz., net	12 90
No. 6, doz., net	13 70

BABBITT

Canada Metal Co., Ltd. — Imperial Genuine Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy, Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 11 to 60c lb.

Thomas Robertson & Co., Ltd.,—No. 1, 32c; No. 2, 23c; No. 3, 19c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine Superior, A Special, Hoo Hoo, "A," "B," "C," "D." Nos. 1, 2 and 3.

Prices 11c to 60c pound.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA." Faultless "A." Reliance "AA." Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 11c to 60c.

Langwells—Extra, 16c; No. 1, 15c; No. 2, 14c; No. 3, 12½c.

BELTING (Leather.)

Extra, 40%.
Standard, 40 and 10%.
Lace leather, per side, $1.10; cut laces, No. 1, $1.30.

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

BENZINE

	Montreal	Toronto
Single bbls., gal.	0 31½	0 25½
Drums, gal.	0 28½	0 25½

BOLTS AND NUTS

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 35%.
Carriage Bolts ($1), list, 7-16 in., 20%.
Machine Bolts, ⅜ in. dia. and smaller, 35%.
Machine Bolts, 7-16 in. dia. and larger, 25%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 25%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 20%.
Coach and Lag Screws, 45%.
Skein Bolts, 40%.
Square Head Blank Bolts, 40%.
Bolt Ends, 35%.
Plow Bolts, 25%.
Elevator Bolts, 25%.
Fancy Head Bolts, 20%.
Shaft Bolts ($3 list), 25%.
Step Bolts, large head ($3) list, 25%.
Whiffletree Bolts, 25%.
Nuts, square, 1¾c off list.
Nuts, hexagon, 1¾c off list.
Stove Rods, per lb., 8c.
Stove Bolts, 60%.
Tire Bolts, 45%.

BORAX

Lump, Crystal Borax, lb.. 0 09½

BRASS

	Per lb.
Springs, sheets, 8 in. wide, up to 20 gauge	0 60
Rods, base ½ to 1 in. round	0 55
Tubing, seamless base	0 55
Tubing, iron pipe size, 1 in. base	0 50

Copper tubing same as brass.

BARS (Clothes)

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

BOILERS (Range)

30-gal. Standard	8 25—8 75
30-gal. extra heavy	11 50

BOARDS, BAKE

	Per doz.
No. 1—18 in. x 24 in.	6 60
No. 2—18 in. x 28 in.	7 20
No. 3—20 in. x 30 in.	7 80

BOARDS (Ironing)

Size 12x60 ins., doz.	7 20
Size 14x60 ins., doz.	8 40
Folding, 14x58 ins., doz.	16 50

BOARDS (Sleeve)

Basswood, stationary, doz.	2 00
Folding, per doz.	3 50

BOARDS STOVE

Wood lined, 50, 10%.
Paper lined, 60%.

BOARDS (Wash)

	Tin Plate Per doz.	Zinc
Pony	$....	$1 75
Crown	....	3 55
Dandy	....	3 75
Improved Globe	2 65	3 85
Standard Globe	2 75	3 95
Neptune	2 75	3 95
Original Globe	3 00	4 25
Newmarket King	....	4 25
Victor (Glass)	....	4 25
Jubilee	....	4 25
Diam'd King (Glass)	....	4 50
Western King (Enamel)	....	4 25
Beaver, brass	....	6 00
Wood, double faced	....	1 25

Subject to small discounts for quantities.

BRUSHES

Weighted, 15 lbs., per doz.	16 13
Weighted, 20 lbs., per doz.	18 50
Weighted, 25 lbs., per doz.	22 32

CANS

Milk factory cans, 15%.
Cream cans, 20%.
Railway cans, 20, 5%.
Hand delivery and creamery cans, 20%.
Cream cans, 35%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%.
Milk can trimmings, plus 10%.
Common, cork-lined, 3%.

CEMENT AND FIREBRICK

Less than carload lots	1 85
Portland, per bbl., carload lots, f.o.b. Toronto	1 50 1 50
White Bros. English	2 00 2 05
"Lafarge" cement, in wood	3 40
Fire brick, Scotch, per 1,000	23 00 28 00
Fire brick, English	17 00 21 00
Fire brick, Mm., low	23 00 25 00
Fire clay, 2½-lb. tins, doz.	1 25

CEMENT (FURNACE)

1¼ lb. tins, per doz.	1 00
6 lb. tins, per doz., lb.	0 05
25 lb. tins, per doz., lb.	0 04

CEMENT, ROOFING

	Per gal.
Roofing cement (in bbls.)	0 29
Cement (in 5 and 10 gals.)	0 23
Cement (in 2 gals.)	0 30
Cement (in 1 gal.)	0 35

CHALK

Carpenters' lead pencils, per gross	2 40	6 75
Crayons, per gross	0 20	0 20
Carpenter, red, gr.	1 25	1 30
Carpenter, blue, gr.	1 25	1 30
Carpenter, white, gr.	1 05	1 10

CHAIN

Quotations nominal.

Proof coil, per 100 lbs., ¼, $9.45; 5-16, $9.10; ⅜, $8.35; 7-16, $7.15; ½, $6.95; 9-16, $6.95; ⅝, $6.80; ¾, $6.70; ⅞, $6.55; 1, $6.40.

Electric Weld Coil Chain—BB 3-16 in., $10; ¼ in., $7.25; 5-16 in., $6.75; ⅜ in., $5.75; 7-16 in., $5.25 per 100 lbs.
Electric Weld Loading Chain, ¼ in., $11.50 per 100 lbs.
Steel Jack, 15% net.
Brass Jack, net.
Cow Chains, 37½%.

CHURNS

List No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, Fergus, London and St. Mary's, 35%; f.o.b. Ottawa, Kingston, and Montreal, 32½%.

CHOPPERS, FOOD

Universal No. 0	$13.20 doz.
1	15.00 doz.
2	18.00 doz.
3	24.00 doz.

COPPER

	Montreal	Toronto
Casting ingot, see weekly report		
Bars, ½ to 2 in.	46 50	46 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	45 00	45 00
Copper sheet, tinned, 14x60, 14 oz.	54 00	54 00
Copper sheet, planished, 14x60 base	57 00	57 00
Braziers' in sheets, 6x4 base	46 50	46 50

COPPERINE

No. 2, 25c; No. 1, 30c; finest, 35c; tough, 45c.

CORD (SASH)

No. 6, lb.	0 42½	0 43
No. 7, lb.	0 41½	0 42
Nos. 8, 9, 10, 12	0 41	0 41½

COAL TAR

Crude coal tar, per bbl. $4 50
Refined coal tar, per bbl. 5 50

CANADA PLATES

	Montreal
Ordinary, 52 sheets	5 00
All bright, 52 sheets	6 75

	Galvanized Apollo	Crown	Gorbals
18x24x52	6 25	6 25	6 50
60	6 50	6 50	6 75
20x28x47	6 75	6 75	7 00
20x28x94	13 50	13 50	14 00

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 14x20 base	$ 8 00
IX, 14x20 base	9 00
IXX, 14x20 base	10 25
IXXX, 14x20 base	10 25
Raven and Murex Grades—	
IC, 14x20 base	7 00
IX, 14x20 base	8 00
IXX, 14x20 base	9 50
IXXX, 14x20 base	12 00
"Allaway's Best" Standard Quality.	
IC, 14x20 base	8 75
IX, 14x20 base	9 75
IXX, 14x20 base	10 75

CHARCOAL TERNE PLATES

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 210 lbs., $11.50; 216 lbs., $12.

COKES, BRIGHT

Bessemer Steel—	
10x14x20 base	7 50
20x28, double box	15 00

CLOCKS, ALARM

Good Morning, each	0 95
Look Out	1 10
Big Ben, each	2 25
Baby Ben, each	2 25
Sleepmetre, each	1 10

CROWBARS, 5½c per lb.

DRILLS

Bit Stock Drills, 50%.
Wood Drills, 20%.

MOORE'S

House Colors



The people of your vicinty will look upon you as the "big value" paint man if you sell the Moore Line of pure linseed oil paints.

This means more trade, and each sale yields you a handsome profit.

Our agents are enthusiastic over the results. If you wish, we will put you in touch with some of them.

At any rate drop us a card now for our proposition.

Benjamin Moore & Company
LIMITED
WEST TORONTO

RAMSAY'S PAINT

"Making Good"

The only way for paint to "make good" under test of all climatic conditions is to make the paint so good that it is worthy to bear the name

RAMSAY

Since 1842 we have manufactured the best paint we knew how to make—and since the first can was used "Ramsay's Paints" have been "making good"—for us, for the dealer, and for the man who finally used them on the job.
Write us for the prices on whatever you need.
Ours is "The Complete Line."
"The Right Paint to Paint Right."

A. RAMSAY & SON CO.
Toronto MONTREAL Vancouver

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base	7 00	7 00
I X, 14 x 20 base	8 25	8 25
I X X, 14 x 20 base	9 50	9 50

FILES AND RASPS. %

Great Western, American	65
Kearney & Foot, Arcade	65
J. Barton Smith Eagle	65
Disston Brand	65
McClellan Globe	65
Nicholson	50
Black Diamond	50
Delta Files	65
Globe	65
Vulcan Brand	65

FITTINGS (IRON PIPE)

Prices below withdrawn. See weekly report.

Montreal discounts: Canadian Malleable, 25%; bushings, 60%; flanged unions, 50%; malleable bushings, 55%; nipples, 70%; 4½ in. and larger, 65%; malleable lipped unions, 60%; plugs, 55%.

London discounts: B. & C., 20%; A, net; bushings, ...; unions, ...; nipples, ...; plugs, ...; iron stop cocks, 52½%.

FIXTURES, STALL Doz.

Hollow and pressed steel	0 81
Solid	1 20

Special Stall Fixture, 40%.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	1 50
Smaller sizes	2 00
Mounted No. 115, each	3 75
Bi.-Treadle, each	4 25

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 7 75
Russet rope shank, 1¼ in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1¼ in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL)

7-16 in. gross, $15; ½ in., $18; 5/8-in., $21.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	11 00
Masons, 5 lbs. and over, per cwt.	13 00
Napping, up to 2 lbs.	0 13½

HANDLES (WOOD) Net

Axe, No. 3 culls, doz.	1 01
Axe, No. 1 hickory, doz.	2 14
Axe, 2nd growth, doz.	3 00

Extra quality, 40 per cent.

All second growth hickory handles, 40%.

All pick handlec (all kinds), 35%.

All other hickory handles, 37%.

All ash and maple axe handles, 40%.

All hickory team neck yokes, oval and round whiffletrees and wagon doubletrees and eveners, 25%.

All oak, ash and rock elm team neckyokes and singletrees, 30%.

All doubletrees and eveners, 25%.

All hickory cant hooks and peevies changed to 25%.

All maple cant hooks and peevies changed to 35%.

Second growth and No. 1 neckyokes, ash and hickory heavy team neck yokes and whiffletrees are struck off the list, and in future all these goods will be known as: White ash and hickory neckyokes and single teams, and will be sold at the present list price of second growth.

Boys' axe handles, 28 in., extra, $2.50; No. 1, $2; No. 2, $1.60; maple, $1.75; ash, $1.90 per dozen.

Prospectors, miners and drift pick handles, 32 in., $3.20; 34 in. and 36 in., $3.40 per dozen.

Manure fork handles, short, $3.60 per dozen.

Hickory pick handles, No. 1, $3, and No. 2, $1.75 per dozen.

Hickory axe handles, No. 3, 30 in. to 36 in., $1.60 per dozen.

All second growth ash hay fork, manure fork, shovel and spade, hoe and rake handles, 30%; extra quality, 40%, and No. 1, 45%.

HANGERS, BARN & PARLOR

Atlas, No. 1	6 40
Atlas, No. 1	7 00
Atlas, No. 2	8 20
Stearns, No. 1	5 80
Stearns, No. 1	8 05
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible, doz.	....
Steel King Hangers, doz. sets	....
Storm King and safety hangers, doz.	....
Steelall	9 00
Storm King rail	4 70
Crown	4 85
Crescent	7 25
Sovereign	6 50
Steel track, 1 x 3-16 in. (100 ft.)	3 25
Steel track, 1¼ in.	6 00

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch		14 40

Subject to discount of 40 per cent. off list.

Light.

3 in., doz. prs.	1 00	1 00
4 in., doz. prs.	1 20	1 10
5 in., doz. prs.	1 40	1 30
6 in., doz. prs.	1 70	1 50
8 in., doz. prs.	3 50	2 40
8 in., doz. prs.	2 50	1 80
10 in., doz. prs.	3 50	2 40

Discount 40% off list.

Screw Hook and Strap Hinge—

Under 12 in., per 100 lbs.	6 50
Over 14 in., per 100 lbs.	6 00
Extra hooks for above, 5/8 in., per lb.	07
Extra hooks for above, ¾ in., per lb.	6¾

Spring, per gross—No. 5, $18.60; No. 10, $19.50; No. 20, $11; No. 50, $30; No. 51, $10.20; No. 120, $18.60; No. 2255, $22.20.

HOOKS, CORN

Cyclone, doz.	2 40
Hoes, corn, doz.	5 40

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	2 40	3 25
No. 3, per doz.	2 50	3 70
No. 4, per doz.	2 60	4 00
No. 5, per doz.	2 80	....
Little Grant	4 40	....

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, $4.40; No. 1 and smaller, $4.65; show pattern, No. 2 and larger, $4.65; No. 1 and smaller, $4.90; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.85; No. 1 and smaller, $5.10; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $6.25; special countersunk steel, all sizes, 0-4, $6.75; toe weight steel shoes, all sizes, No. 1 to 4, $7.25.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.60; No. 2 and larger, $1.50; "Sharp" No. 2 and larger, $1.70; "Sharp" No. 1 and smaller, $1.80. Put up in 25-lb. boxes.

HOSE, LAWN

Corrugated, ½ in., ft.	0 12
Corrugated, ¾ in., ft.	0 16
Corrugated, 1 in., ft.	0 22

Less 5% for full reels, 500 ft.
Cable, 70%.
Leader, 60, 10%.

HAT AND COAT HOOKS

Coppered wire, 3 in., 75c gross

IRON AND STEEL

	Montreal	Toronto
Angles, base	3 50	2 75
Common bar, per 100 lbs.	2 90	3 40
Refined iron, per 100 lbs.	3 15	3 40
Horseshoe iron, per 100 lbs.	3 15	3 75
Norway iron	8 00	6 00
Mild steel	3 50	3 40
Band steel	3 50	3 65
Sleigh shoe steel	3 50	3 50
Domestic	3 50	3 50
Reeled machinery steel	5 50	5 50
Tire steel	2 60	3 65
Toe calk steel	4 50	4 25
Mining tool steel, per lb.	0 11½	0 12
Cammell Laird, lb.	....	0 22
Sheet, cast steel, lb.	0 20	0 22
Black Diamond tool steel, per lb.	0 12	0 12
Silver tool steel, lb.	0 17¼	0 22
Spring steel	5 50	5 00

IRON, TINNED

72x30 up to 24 gauge, case lots	14 25
72x30, 26 gauge, case lots	14 75

Less than case, 25c per 100 lbs. extra

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	90c-$1.00
Mrs. Potts, No. 50, nickel-plated, per set	$1-$1.10
Mrs. Potts, handles, japanned, per dozen	0 90
Sad irons, common, plain	5 00
Sad irons, common, plated	5 50
Princess Electric, each	2 75
Ideal Electric, each	2 50
Canadian Beauty	2 50
Gasoline Sad Irons, each	3 50
Ideal Gasoline, each	3 15
Dover, Electric, net	3 00
No. 70, Dover, per doz.	19 20

LADDERS, ETC.

(Step Ladders)

Shelf-lock	14c ft.
Ontario	17c ft.
Faultless	21c ft.
Mechanic	26c ft.
Hercules	24c ft.
Perfect	23c ft.
Faultless, extra heavy	26c ft.
Hercules, extra heavy	29c ft.
Mechanic, extra heavy	32c ft.
Chair ladders, each	$2 00
B.T. Standard	17c ft.
B.T. Economy	13c ft.
B.T. Iron Bound, 4-9 ft.	25c ft.
B.T. Iron Bound, 10-14 ft.	30c ft.
B.T. Iron Bound, 15-16 ft.	40c ft.
B.T. Iron Bound, 17-20 ft.	50c ft.
Crescent	16c ft.
Household	12c ft.
Standard	19c ft.
Electrician	25c ft.
Heavy duty	45c ft.
Extension	23c ft.

Common and Roped Extension

Up to 32 ft.	16c ft.
Up to 36 ft.	18c ft.
40 to 44 ft.	19c ft.
48 to 52 ft.	24c ft.
56 to 60 ft.	29c ft.

Single and Fruit Picking

10 ft. to 16 ft.	12c ft.
18 ft. to 22 ft.	13c ft.

LANTERNS Per doz.

Cold Blast, doz.	$ 8 00
Short Globe, doz.	8 00
Jumbo, doz.	9 25
Jap'd Dash, doz.	10 75
Search Dash, doz.	11 25
Searchlight, No. 20, doz.	19 00
All brass	24 25
Little Bobs, A.C., doz.	2 00
Copper, well japanned, doz.	13 75

LANTERN GLOBES

Cold blast, short	0 65
Cold blast	0 65
Prism globes	1 20
Cold blast, short ruby	2 50
Cold blast, common ruby	2 50

Less 5c a doz. in 6 doz. lots.

LATHS (METAL) Per sq. yd.

24-gauge, pa'ted metal lath	0 15
24-gauge, pa'ted metal lath	0 15
23-gauge, pa'ted metal lath	0 17
24-gauge, galv. metal lath.	0 21
22-gauge, galv. metal lath.	0 23

LEAD Montreal Toronto

Trail, 100 lbs., see weekly report.
Lead Wool, 11c lb.

Sheets, 3 lbs. sq. ft.	12 00	11 75
Sheets, 3½ lbs. sq. ft.	11 75	11 75
Sheets, 4 to 6 lbs. sq. ft.	11 50	11 50

Cut sheets, ¾c per lb. extra.
Cut sheets to size, 1c per lb. extra.

LINES, PLOUGH

Russian hemp, $3.80 doz. pair.
Bleached flax, $5.75 doz. pair.

MACHINES (WASHING)

List prices are withdrawn.

	List Each
Canadian	$ 8 50
Dowswell	8 50
Noiseless	14 50
Hamilton	10 50
Re-Acting	13 00
Snowball	14 00
Momentum	15 50
New Century, style A	16 00
New Century, style B	17 50
New Idea, electric	128 00
Playtime, engine drive	18 00
Ideal Power	26 00
Seafoam, electric	96 00
Seafoam, engine drive	40 00
New Idea, electric	18 00
Sunshine	8 00
Popular, No. 1	9 00
Economic	13 00
Champion	16 00
New Excell-All	17 50
Blue Bell, without stand	16 00
Puritan Water Motor Washer, complete	26 00
Hydro, One Tub, engine drive	41 50
Low pressure water motor washer, each	26 00
Connor ball-bearing, with rack	18 00
I X L	17 50
Gem	15 50
Winner	13 00
Connor Improved	8 50
Jubilee	8 00
Canada First	18 50
B.T. Bonnie, style A	8 50
B.T. Bonnie, style B	9 00
B.T. Ideal	12 50
B.T. Ideal Power	14 00
B.T. Ideal Water Motor	24 00
B.T. Cyclone	12 50
B.T. Cyclone Water Motor	25 50
B.T. Vollmar, No. 2	13 00
B.T. Vollmar, No. 3	14 00
Forest City, engine-driven	40 00
Forest City, electric	88 00

Discount, 50%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

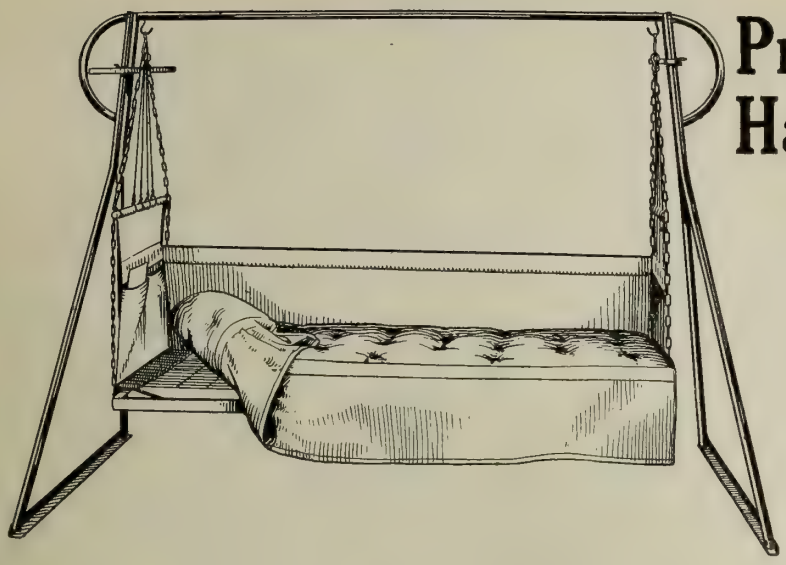
Tinsmiths', 2½ x 5½ in.	1 65
Carpenters', round hickory	1 95
Lignum Vitae, round, 5 in.	3 65
Caulking, No. 8, oak	17 80

MOPS

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	3 75
Mop Sticks, doz.	1 40
Cast head mops, doz.	1 40
Lemon oil mops	9 00
Crescent, doz.	1 75
Crank wringing, doz.	6 00

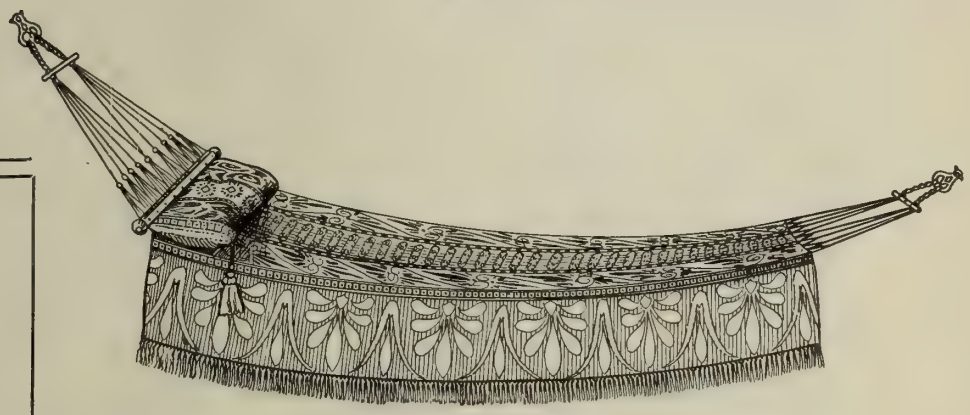
Extra Cloths.

Challenge, doz.	2 10
Woven, cloths, doz.	1 75



Protect Your 1917 Hammock Business

Raw materials are scarce and hard to get. No improvement in conditions is in sight. Demand is likely to be abnormal next summer. You are wise, therefore, in making sure of your requirements—this by placing your order now.



Direct from Factory to Dealer

Our Travellers are out with Our 1917 Line of

HAMMOCKS

Give them your order when they call —as a safeguard.

Remember this; we sell directly to dealers. There is a price advantage to you in this circumstance. Also, we have exclusive designs which protect you against cut-price competition.

We are well supplied with raw stock and will guarantee to deliver within specified time, all Hammocks for which we receive orders given through our travellers.

Please note this carefully. We are not trying to stampede you into buying. At the same time we urge you *in your own interests* to give your orders now at present prices and when we can guarantee deliveries.

Galt Robe & Hammock Company

GALT, ONTARIO

If interested, tear out this page and keep with letters to be answered.

NAILS

Standard steel wire nails,, Toronto, $3.95 base; Montreal, $4 base; London, $3.95 base; Collingwood and Owen Sound, $3.95 base.

Cut nails — Montreal, $3.70; Toronto, $3.70; London, $3.70.

Miscellaneous wire nails, 65 p.c.

Coopers' nails, 15 p.c.

Pressed spikes, ⅝ diameter, per 100 lbs., $4.10, Montreal base.

Galvanized roofing nails, $10.15.

NAILS (HORSE)

M. R. M. cold forged process

Size	Length	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 35
No. 4,	1¾-inch	4 05
No. 5,	1 15-16	3 50
No. 6,	2½	3 25
No. 7,	2 5-16	3 10
No. 8,	2½	2 90
No. 9,	2 11-16	2 80
No. 10,	2⅞	2 70
No. 11,	3 1-16	2 75

London, Hamilton, Montreal, Toronto.

Less 10 per cent.

NETTING POULTRY, Canadian

Discounts given below on 1 in. and 2 in. mesh only. Other prices withdrawn.

Montreal, 30-10%; Toronto and London, 30-10%.

POULTRY FENCING	Per rod
Invincible, 1640	0 68
Invincible, 1848	0 73
Invincible, 2060	0 83

Put up in 10, 20 and 30-rod rolls.

OAKUM	Per 100 lbs.
Best (American)	19 25
U.S. Navy (American)	18 50
New hemp (English)	15 00
U.S. Navy (English)	15 00
Plumbers (spun)	8 00

OIL	Montreal	Toronto
Can. prime white petrol	0 14	0 13½
Royalite	0 14	0 13½
Palacine	0 17½	0 17
Castor Oil, per lb.	0 45	0 25
Black Oil (Summer)	0 14½	0 12½
Black Oil (Winter)	0 12½	0 13½
Cylinder Green	0 35	0 35
Paraffine	0 24	0 22
XXX Machine	0 25½	0 21

OLD MATERIALS

Tea lead, pack, 5½c lb.
Tea lead, chest, 5½c lb.
Lead, heavy, pipe, etc., 6½c.
Brass, heavy, 15½c lb.
Brass, light, 11½c lb.
Zinc, heavy, 7½c lb.
Copper, heavy, 20c lb.
Old cast iron, $14.75 per ton.
Wrought iron, No. 1, $18.75 ton.
Wrought iron, No. 2, $11 ton.
Stove plate, $11 ton.
Mach. compos., No. 1, 15c lb.
Compos. turnings, No. 1, 13c lb.

Rubbers, such as old rubber boots and shoes, according to trim, 7c to 8c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4½c; bicycle tires, 2½c.

PACKING	Per lb.
Fine jute	0 11½
Coarse jute	0 09½
Square braided hemp	0 25
No. 1 Italian	0 30
No. 2 Italian	0 23

PAPER, ETC.

Per 400 ft. roll.

Silk Paper, per roll	0 95
Resin sized Fibre, per roll	0 55
Tarred Fibre, No. 1	1 05
Tarred Fibre, No. 2	0 58
Tarred Fibre, Good Luck Brand	0 71
Dry Fibre, Good Luck Brand	0 59
O.K. Brand corded sheathing	0 95
Sheathing, Shield Brand, dry	0 43
Sheathing, Shield Brand, tarred	0 51
Sheathing (Surprise)	0 43
Dry fibre, No. 1	0 95
Dry fibre, No. 2	0 50
Sulphate, Black Cat, tarred	0 80
Sulphate, Black Cat, dry	0 60

	Per 100 lbs.
Heavy dry straw	2 20
Heavy tarred straw	2 20
Spruce sheathing	6 25
Carpet felt, 16 oz.	4 00
Carpet felt, 20 oz.	3 50
Tarred felt	3 25
Asbestos, Bldg., per 100 lbs.	5 50
Heavy fibre, 32 ft. x 60 ft.	2 00
Oiled waterproof building paper, 600 sq. ft. roll	1 50
Cyclone, dry	0 68
Cyclone, tarred	0 08
Surprise sheeting	0 52

PAPER, EMERY

Emery paper and emery cloth, 25%; B and A, 25%.

PAPER, SAND

Sandpaper, sheets or rolls, 25%; "Garnet," add 37½%.

PARERS

Gen. Hudson, per doz.	$7 75
Little Star, per doz.	6 50

PICKS (CLAY)	Rock	Clay
5 to 6 lbs., doz.	....	5 50
6 to 7 lbs., doz.	....	5 95
7 lbs., doz.	....	6 75
7 to 8 lbs., doz.	....	6 25
8 lbs., doz.	7 00	6 50

PINS, COTTER

Cotter pins, 85 and 10% discount.

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	$0 85
5 gross, 4½-in. (loose)	0 90
5 gross, 5-in. (loose)	1 00
4 ross, 4-in. (12 pkgs. of 4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each)	1 00

PIPE, STANDARD WROUGHT

See new price this week in weekly report.

Buttweld.

	Per 100 feet Black	Galv.
⅛ in.	$ 3 50	$ 5 00
¼ and ⅜ in.	2 18	5 31
½ in.	4 08	5 65
¾ in.	4 95	7 07
1 in.	7 31	10 46
1¼ in.	9 89	14 15
1½ in.	11 83	16 91
2 in.	15 91	22 76
2½ in.	25 16	35 98
3 in.	32 90	47 05
3½ in.	39 56	56 58
4 in.	46 87	67 04
Lapweld.		
2 in.	17 76	24 24
2½ in.	26 33	36 56
3 in.	34 43	47 81
3½ in.	41 40	57 50
4 in.	49 05	68 13
4½ in.	59 69	82 19
5 in.	69 56	96 94
6 in.	90 24	125 80
7 in.	121 40	165 40
8 in.	127 50	173 80
8 in.	146 90	200 20
9 in.	176 00	239 80
10 in.	163 20	222 40
10 in.	210 10	286 30

Prices Ontario, Quebec and Maritime Provinces.

PIPE (LEAD)

Lead pipe, $13 net.
Lead waste pipe, 14c net.
Traps and bends, 10% off.

PIPE (SOIL)

Medium and extra heavy pipe up to 6-inch, 60 and 5% off.
8-inch, 45% off.

PIPE (CONDUCTOR)	List
2-inch, in 10-ft. lengths	8 00
3-inch, in 10-ft. lengths	9 70
4-inch, in 10-ft. lengths	12 80
5-inch, in 10-ft. lengths	17 50
6-inch, in 10-ft. lengths	21 30

Discount, 45%.

PITCH	
Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

PLASTER	
Paris, per bbl., London	2 25

PLANES

Wood bench, Can., 15%.
Wood, fancy, 15%.
Button's, genuine, 37½ to 40%.

PLATES (BOILER)	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	4 75	4 50
Heads, per 100 lbs.	5 25	4 75
Tank plates, 3-16 in.	5 25	4 75

PLUGS (METAL)	
Painted wall plugs, 1,000	$20 00
Galv. wall plugs, per 1,000	23 00

POLISH

O-Cedar, 4-oz. bottles	$ 2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1 gal. cans	24 00

PUMPS

B.T. Pump, No. 1, net	$ 3 96
B.T. Pump, No. 2, net	4 80
B.T. Pump, No. 3, net	7 20
B.T. Pump, No. 4, net	9 00
B.T. Pump, No. 5, net	9 60
B.T. Pump, No. 6, net	10 80
B.T. Pump, No. 7, net	15 00

RIVETS AND BURRS

Iron rivets, blacked and tinned, 35%.

Iron burrs, 35%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb.

Coppered Rivets, net extras, 3c per lb.

ROOFING	Per roll
Samson, 1-ply, roll	1 60
Samson, 2-ply, roll	2 15
Samson, 3-ply, roll	2 65
Comet, 1-ply	1 05
Pluvius, 1-ply	1 30
Pluvius, 2-ply	1 70
Comet, 1-ply	1 10
Pluvius, 2-ply	1 35
Pluvius, 2-ply	1 80
R. S. Special, 1-ply	1 05
R. S. Special, 2-ply	1 30
R. S. Special, 3-ply	1 60
Excello, 1 ply	1 60
Excello, 2 ply	2 15
Excello, 3 ply	2 65
Jewel, 1 ply	1 25
Jewel, 2 ply	1 65
Jewel, 3 ply	2 00
Amazon, 1 ply	2 00
Amazon, 2 ply	2 50
Amazon, 3 ply	3 00
Everlastic, 1 ply	1 50
Everlastic, 2 ply	1 75
Everlastic, 3 ply	2 00
Liquid roofing cement, per gal., in barrels	0 22

Roofing Pitch, 85c per 100 lbs.
F.o.b. Toronto, London, Montreal.

ROPE	Lb.
Pure Manila basis	22½
British Manila basis	18
African hemp basis	18
Sisal basis	16
Single lath yarn basis	16
Double lath yarn	16½
Yacht marline	41
White polished halyards	23
Hemp, deep sea line basis	31
Hemp, tarred ratline basis	27
Hemp, tarred bolt rope basis	29
Marline and Houseline	29
Jute rope basis	15-16
Italian rope basis	21

Above quotations are basis prices (⅝" and larger), and are subject to usual advances for small sizes.

Sisal Clothes Line.	Per doz.
3 ply, 30 ft.	0 48
3 ply, 40 ft.	0 64
3 ply, 48 ft.	0 76
3 ply, 60 ft.	0 96
3 ply, 72 ft.	1 15
6 ply, 60 ft.	1 44
6 ply, 72 ft.	1 72
6 ply, 100 ft.	2 40

ROPE (Cotton)		
1-16-in.	0 34½	....
¼-inch and up	0 33½	....

ROPE (Cotton Clothes Line)	Per doz.
40 foot	$1 40
48 foot	1 70
50 foot	1 75
60 foot	2 10
72 foot	2 50

SCALES

Imperial Standard	25%
Champion	25%
Steel weigh beams	20%
Gurney Standard	25%
Fairbanks Standard Scales	25%
Crown Even Balance	40%
Richelieu Union Scale	40%
Dominion Plates Scales	40%

Net prices on Champion scales are as follows:

Champion, 4-lb., $4.60, plus 20c for stamping; Champion 10-lb., $6, plus 30c for stamping. Champion 240-lb., $9, plus 50c for stamping. Champion 600-lb., $25, plus $1 for stamping. Champion 1200-lb., $30, plus $1 for stamping. Champion 2000-lb., $39, plus $1 for stamping. Champion 2000-lb. with drop lever, $46, plus $1 for stamping. Household, 10-lb., $4. 10c net extra for stamping; 25-lb., $5.20, 30c net extra for stamping. Discount from list on above 25%.

SCREWS (MACHINE)

Flat head, iron, 27½%; flat and round head, brass, net; Fillister head, iron, 10%; Fillister and oval head, brass, net.

SCREWS

Discounts off Standard List	
Wood, F. H., bright	77½
Wood, R. H., bright	72½
Wood, O. H., bright	72½
Wood, F. H., brass	45
Wood, R. H., brass	42½
Wood, O. H., brass	42½
Wood, F. H., bronze	37½
Wood, R. H., bronze	35
Wod, O. H., bronze	35
Square cap	35
Hexagon cap	35

SHEETS (BLACK)	Montreal 100 lbs.	Toronto 100 lbs.
10 gauge	5 25	4 80
12 gauge	5 35	4 90
14 gauge	5 10	4 60
16 gauge	5 15	4 60
18-20 gauge	4 05	3 85
22-24 gauge	4 10	3 95
26 gauge	4 15	4 00
28 gauge	4 25	4 00

Re Gauges of Sheets.

On account of it being practically impossible to secure galvanized sheets from England, owing to the war, American mills have decided that they will no longer roll the English gauges to meet this competition. However, they will continue to roll at 10¾ oz., which will be known as such or a 30 gauge, and will take the place of the former English 28 gauge.

SHEETS, CORRUGATED

	Per 100 sq. feet. Galvanized	Painted
28 ga.	$ 5 50	$3 75
26 ga.	6 00	4 25
24 ga.	8 00	5 25
22 ga.	9 00	6 25
20 ga.	11 00	7 25
18 ga.	12 50	9 00

Above prices are subject to 7½ per cent. discount to dealers.

Galvanized B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16-20	7 15	6 65	7 15
22-24	7 25	6 95	7 25
26	7 50	7 10	7 50
28	7 75	7 40	7 75

"Premier" galvanized sheets — 10¾ oz., $6.75; U.S. No. 28, $6.45; U.S. No. 26, $6.15; 22 and 24 gauge, $6; 18 and 20 gauge, $6.10; 16-gauge, $5.70; 14-gauge, $5.55. F.o.b. Hamilton and Toronto.

Colborne Crown—16-20 gauge, $6.65; 22-24 gauge, $6.80; 26 gauge, $6.95; 28 gauge, $7.25.

Apollo Brand.	Montreal	Toronto
14 gauge	5 80	5 30
16 gauge	5 80	5 30
18-20 gauge	5 90	5 65
22-24 gauge	6 00	5 85
26 gauge	6 25	6 00
28 gauge	6 65	6 25
10¾ ozs.	6 95	6 50

Add 25c for less than case lots.

SHOVELS AND SPADES

Shovels, 1st, 45%; 2nd, 40%; 4th, 20 and 7½%.
Socket scoops, 30 and 10%; 4th, 20, 10 and 5%; Rivet scops, 35%.



—and Sun Spar Varnish

You Can't Go Wrong by Recommending Sun Varnishes

Each of these superior varnishes covers best a particular field of uses. The three cover every possible use for which a varnish may be desired. There are none better at any price, yet they offer a very comfortable margin of profit.

Better ask us now about our exclusive agency proposition and benefit by our big 1917 consumer advertising plan.

The Canada Paint Company, Limited

572 William St., Montreal **112 Sutherland Ave., Winnipeg**

If interested, tear out this page and keep with letters to be answered.

Drain spades, 45%.
Hollow backs and sand, 1st, 45%, and 4th, 20 and 7½%.
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SHINGLES Per square
Standard galvanized $5 75
Shipping weight, 90 lbs.
Standard painted 4 15
Shipping weight, 80 lbs.
Discount 7½%.

SOLDER Montreal Toronto
See weekly report.

SOLDERING COPPERS.
Base, per lb., 52 cents.

SOLDER, BAR
Guaranteed 0 28½
Strictly 0 26¾
Commercial 0 24¾

SOLDER, WIPING
Star extra 0 26½
Easy 0 24½
Acme 0 23¾

SPELTER. See weekly report.

SPOUTS
Warner Malleable Winged Shank, per 1,000 .....$18 00

STAPLES Per cwt.
Montreal, Toronto and London
Fence staples, galv., in kegs 5 05
Fence staples, bright, in kegs 4 20
In 25-lb. boxes, 25c extra.
Poultry netting staples, 100 lb. kegs 12 00
Galvanized discount 40 and 5%; bright, deduct $1.10 from galvanized net. Extras, 50 lb. kegs, 30c; 25 lb. kegs, 40c; 10 lb. kegs, 80c.

STUFFERS
Enterprise No. 25, each.... 6 25
No. 35, each.... 8 50

SWEEPERS, CARPET Bissell's
Boudoir 31 00
Champion Nic..... 25 00
Champion Jap... ..... 23 00
Univ. japd., cyco bearing... 26 00
Univ. N.P., cyco bearing... 29 00
Grand Rapid, japd., ball-bearing 28 00
Grand Rapid, N.P., ball-bearing 31 00
Princess, N.P., ball-bearing. 32 00
Elite, ball-bearing 36 00
Am. Queen, N.P., bal-bear.. 34 00
Parlor Queen 37 00

SWEEPERS (Vacuum)
Grand Rapids Vac, doz.....$77 00
Household Vac, doz..... 63 00
Superba Vac, doz. 92 00

SWINGS
Baby, 2-passenger, each ...$2 75
Ontario, 2-passenger, each... 3 75
Ontario, 4-passenger, each... 4 50
Stratford, 4-passenger, each 6 00
Boyers Gliding Settees with awning, each 13 50
Without awning, each 9 00

TACKS
Strawberry box tacks, bulk; cheese box tacks, blued, bulk; trunk tacks, blank and tinned, bulk; carpet tacks, blued; carpet tacks, tinned; carpet tacks (in kegs); cut tacks, blued, in dozs. only; cut tacks, ¼ cut tacks, blued and tinned, in weights; Swedes; Swedes upholsterers' bulk; Swedes brush, blued and tinned, bulk; Swedes gimp, blued, tinned and japanned; zinc tacks, prices quoted on application; leather carpet tacks; copper tacks. Discount 75%.

NAILS
Copper nails; trunk nails, black; trunk nails, tinned; clout nails, blued; clout nails, tinned; chair nails; cigar box nails; patent brads; fine finishing; picture frame points; lining tacks solid head (in bulk). Discount 75%.

CAPPED GOODS
Lining tacks, in papers; lining tacks, in bulk; saddle nails, in papers; saddle nails, in bulk; tufting buttons, 22 line, in dozs. only; tin capped trunk nails; zinc glaziers' points, prices quoted on application. Discount 75%.

SHOE FINDERS' LIST
Shoe tacks, in dozens; shoe tacks, 1 lb. packages; Swedes shoe nails; soft steel nails; iron nails; zinc nails, prices quoted on application; hard steel nails; tempered steel shoe nails; channel nails; Hungarian nails; miners' tacks; hob nails; zinc shank nails, prices quoted on application; steel wire shoe rivets; brass wire shoe rivets; clinch point shoe rivets, steel; Swedes shoe; clinch point shoe rivets, brass; steel cobblers' rivets; brass cobblers' rivets. Net list.

TAPES—Lufkins
Ass skin, No. 713, 50 ft., doz. 3 60
Ass skin, No. 714, 66 ft., doz. 4 20
Linen, No. 404, 66 ft., each. 1 50
Metallic, No. 603, 50 ft., ea.. 1 60
Challenge steel, No. 263, 50 ft., each 3 45
Reliable Jr., No. 103, 50 ft. 3 25

THERMOMETERS
Incubator, doz. 5 40
Dairy, dozen .....2 40—4 45

TIES (METAL)
Galv., wall ties, per 1,000..$5 00
Painted wall ties, per 1,000.. 5 00

TIES, COW
Open Ring, Closed Ring, 40 and 5 per cent.
3 Chain and 4 Chain, 40 and 5%.
Stall Fixture Bars, 35%.
Tie Out Chains, 70%.

TIN See weekly report.

TINNERS' TRIMMINGS
Discount, 27½%.
Plain, 66 2-3%.
Re-tinned, 60 and 10%.

TOOLS, HARVEST
Ordinary brands, 40%.
Samson and Sovereign, 30 and 10%.

TROUGH (EAVE)
C. G. Square bead and half round
Size in girth Per 100 feet
8 in. .....$ 6 90
10 in. 7 70
12 in. 9 10
15 in. 12 50
18 in. 16 00
Discount 45 and 2%.

TRACK
B.T. Single Rail .....24c ft
B.T. Double Angle .....22c ft.
B.T. Double Tee .....20c ft.
Discount off above, 40%.

TRAPS (GAME) %
Victor 67½
Jump 60-5
Hawley & Norton 55
Newhouse 35

TRESTLES
6 ft., each $1.50 14 ft., each $4.20
8 ft., each 2.00 16 ft., each 4.80
10 ft., each 2.50 18 ft., each 5.40
12 ft., each 3.60 20 ft., each 6.00

TWINE (Binder) Per lb.
650 ft., per lb. ....
600 ft., per lb. ....
550 ft., per lb. ....
500 ft., per lb. ....
5-ton lots, ½c per lb. allowance.
10-ton lots, ¼c lb. allowance.
Delivered in 300-lb. lots and over.

TWINE (COTTON) 5-lb.
Montreal Toronto
4-ply London, 38c 35½-42½
3-ply, London, 35c 32½-40
5-ply and up 35½
Variegated 40½

TUBES
Boiler Tubes, Lapwelded.
100 ft., 2 in. 20 50
100 ft., 2½ in. 26 00
100 ft., 3 in. 30 00
100 ft., 3* in. 35 00
100 ft., 4 in. 43 00

TUBS Samson Galvanized
No. 1, doz., net 13 20
No. 2, doz., net 15 60
No. 3, doz., net 17 40
Hercules
No. 4 .... 12 40
No. 5 .... 13 83
No. 6 .... 15 40
Common Galvanized
No. 0, doz. 8 33
No. 1, doz. 11 16
No. 2, doz. 12 15
No. 3, doz. 13 86
Per nest
Nests of 3—0, 1 and 2 .....$2 38
Nests of 3—1, 2 and 3 .. ... 2 05
Nests of 4—0, 1, 2, and 3 .. 2 95

WOOD TUBS
No. 0, per doz. 11 00
No. 1, per doz. 9 50
No. 2, per doz. 8 00
No. 3, per doz. 7 00
Less 15 p.c. Ont., $20.00 lots.

VALVES, ETC.
Ground work, 56 p.c.
Stand, compr. work, 65 p.c.
High grade compr. work, 59 p.c.
Cushion work, 50 p.c.
Fuller work, bibs, 58 p.c.; No. 0 basin cocks, 58 p.c.; and 1 and 2 basin cocks, 53 p.c.; bath cocks, 64 p.c.
Flatway stop and stop and waste cocks, 60 p.c.; roundway, 60 p.c.
J. M. T. Globe, Angle and Check Valves, 35 p.c.; Standard, 45%.
J. M. T. Radiator Valves, 50 p.c. Standard, 57½; patent quick opening valves, 70 p.c.

WARE, COPPER AND NICKEL
Copper boilers, kettles, 10%.
Copper tea and coffee pots, 10%.
Copper boiler and tea kettle pitts, plus 10%.

WARE, JAPANNED
Colored, 22½%; Coal hods, 17½%

WARE, ENAMELED
Scotch grey, 65, 10%.
White ware, 66 2-3%.
White decorated, 12½%.
Colonial, 50, 12½%.
Premier, 40%.
Hollow ware, tinned steel, 30%
Enameled street signs, on application.

WARE, GALVANIZED.
Dufferin pattern pails, list.
Crescent, 65 and 10%.
English pattern, list.
Galvanized washtubs, list.
Galvanized coal hods, plus 10%.
Other lines, list.

WARES, JAPANNED.
Japanned ware, 22½%.
Japanned ware, white, 17½%.
Japanned feed pans, 25, 5%.

WARE, TIN, PIECED
Discount, 10%.
6, 10 and 14-qt. flaring pails, 17½%.
Copper bottom tea kettles and boilers, list.

WARE, STAMPED. Plain 66 2-3%.
Retinned, 60-10%.
Tinners' trimmings, plain, 66 2-3%.
Tinners' trimmings, retinned, 60, 10%.
Tinners' trimmings, general, 27½%.

WASHERS, IRON.
Full box, 25%; smaller lots, 25%, assorted. Price less 50 lbs. add 1c lb.; less 25 lbs., 2c lb.

WEIGHTS, SASH.
Sectional, 1 lb., per 100 lbs.. 2 40
Sectional, ½ lb., per 100 lbs. 2 40
Solid, 3 to 30 lbs., per cwt. 1 80

WEIGHTS. Horse, 5c lb.

WHEELBARROWS.
Navvy, steel wheel, doz.....31 25
Garder, steel wheel, doz....43 20
Light garden, each 2 50
Heavy garden, L-side, each. 3 75
Heavy farm, solid side, ea.. 3 75

WHIFFLETREES.
No. 70—F.D. & B.D.
Whiffletrees—
28", each $0 70
34", each 0 90
36", each 1 00
No. 73—Doubletrees, 44", ea. 1 25
No. 74—Doubletrees, lumbermen's, 44", each..... 1 30
Neckyokes—34", each 0 81
36", each 1 20
40", each 1 29
44", each 1 35
Plow Sets—No. 79, each..... 2 37
No. 80, each..... 2 45
No. 81, each..... 2 50
No. 82, each..... 3 05
No. 72—Singletrees, 40", ea. 1 14
2-Horse Sets, Nos. 75, 76, 77, set 5 40

WIRE. Copper wire, 10%.
Brass wire, 3 to 24 gauge, add 40%; 25 to 36 gauge, add 25%.

WIRE, CUT HAY BALING.
No. 9, $4.10; No. 10, $4.15; No. 11, $4.25; No. 12 and 13, $4.35; No. 13½, $4.45; No. 14, $4.65; No. 15, $4.85. Plus 7½%.
F.o.b. Toronto, Hamilton and Montreal.

WIRE CLOTH (Galvanized)
4 mesh 7 70
6 mesh 8 15

WIRE, STOVE PIPE.
No. 18, $5.75; No. 19, $6.25.
F.o.b. Toronto, Hamilton, Montreal, and freight equalized.

WIRE CLOTHES LINE.
No. 17, $6; No. 18, $4.55; No. 19, $4 in 1,000 feet coils, including reels. F.o.b. Hamilton, Toronto, London and Montreal.

WIRE, FINE STEEL.
Discounts 15 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $3; Nos. 26-31, $5; Nos. 32-34, $7; Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.
Montreal and Toronto, No. 13, $4.30; No. 14, $4.35; No. 15, $4.45. No. 0-9 gauge, $4.40 base; No.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, $4.25 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE CLOTH.
Black Fly Screen Cloth, $2.35 per 100 sq. ft. in 100-ft. rolls; $2.40 in 50-ft. rolls.

WIRE (FENCE) Toronto & London Montreal
Barb 4 25 4 50
No. 9, coil spring. 3 95 4 55
No. 9, plain galv. 3 90 4 50
No. 12, plain galv. 4 05 4 65
No. 13, plain, galv. 4 15 4 75
O. & A., No. 10.... 4 56 4 56
O. & A., No. 11.... 4 62 4 62
O. & A., No. 12.... 4 70 4 70

WIRE BALE TIES.
Single Loop— Per cwt.
No. 12 ..... $4 70
No. 13 ..... 4 80
No. 13½ 4 85
No. 14 ..... 4 95
No. 15 ..... 5 15
No. 16 ..... 5 40

WRINGERS.
Royal Can., 11 in., doz. list.$ 84 80
Eze, 11 in., per doz..... 91 80
Trojan, 12 inch 185 00
Favorite, 511E 105 80
Unexcelled, 1041E 129 40
Easy Work 90 50
Challenge, 2111E 94 30
Gem, 141E 91 80
Sunlight, 111 ..... 82 80
Ottawa, 341E 103 30
Empire, 11 in. 93 80
Superior, 11 in. 84 80
Majestic, 11 in. 88 00
Perfect, 11 in. 97 50
Bicycle, 11 in. 103 30
Daisy, No. 2 ..... 114 72
Daisy, No. 1 ..... 105 84
Maple Leaf No. 2 ..... 103 20
Maple Leaf No. 1 ..... 94 32
Sun 78 36
Safety 97 50
Rapid 82 80
Universal 63 00
Eureka, 10" 65 00
Eureka, 11" 71 00
Eclipse 97 70
Discount off above list.
Prices—50%
Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES. Regular, 65%.
Trimo, 55% off list; parts, 50 and 5%; Stillson, 57½%; parts, 35%. Coes, 10%.

WRINGERS—MOP.
White, No. 1, each..... 1 50

ZINC (SHEET) Montreal Toronto
5 cwt. casks 0 25
Part cask 0 25½

MUNRO'S DRY COLORS

REDS
GREENS

Specify this brand and ensure satisfaction in every respect.

BLUES
YELLOWS

The Allan Munro Color Co., Ltd., Montreal

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

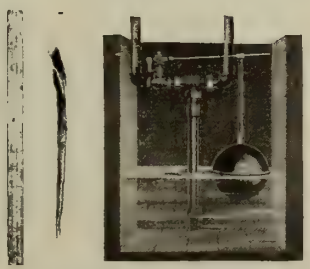
Boiler Mountings, Steam Specialties, Engineers and Plumbers' Supplies



J.M.T. REDUCING VALVE

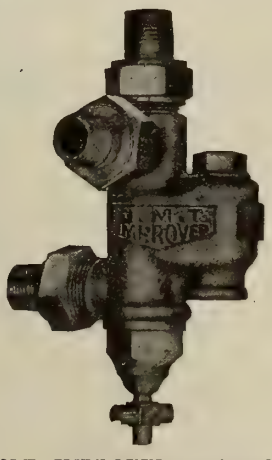
Will not equalize, is extremely sensitive and will maintain a steady reduced pressure regardless of the variation of the initial pressure.

Made in sizes ½" to 6".



MORRISON AUTOMATIC CELLAR DRAINER

Automatically drains flooded areas by means of water jet. These machines have been in use for four years without requiring the slightest attention.



J.M.T. IMPROVED INJECTOR

Operates successfully on steam pressures from 20 to 220 lbs. per sq. inch. 4 to 400 horse-power.
Made in sizes ⅜ in. to 2 in.

The James Morrison Brass Manufacturing Co., Limited

93-97 Adelaide Street West, Toronto, Ontario, Canada

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors—2½ lb. packages, $6.80 per 100 lbs.; 5 lb. packages, $6.60 per 100 lbs.; White, 5-lb.. $6; 2½-lb., $6.20 per 100 lbs.

BEESWAX

Small quantities, per lb... 0 50
Larger quantities, per lb.. 0 45

BLUE STONE

	Montreal	Toronto
Per lb.	0 14	0 16

London, 20.

BRONZING LIQUID

Bronzing liquid, No. 1 ....$1 20
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz. $16 13
Weighted, 20 lbs., doz. 18 50

COATING

Cement Coating $2 55 2 40

COLORS (DRY) Per lb.

Raw Umber, 100 lb. keg.. 5-12c
Burnt Umber, 100 lbs..... 5-12c
Raw Sienne, 100 lb. kegs.. 5-12c
Burnt Sienna, 100 lb. kegs 5-12c
Imp. green, 100 lb. kegs... 0 22
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs.. 0 12
Indian red, No. 1, 100 lb. k. 0 05
Venetian red, best bright. 0 04
Venetian red, No. 1 ..... 0 02
Drop black, pure dry 0 25
Golden ochre, 100 lb. kegs 0 06
White ochre, 100 lb. kegs. 0 03
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02¾
Spruce ochre, 100 lb. kegs 0 03½
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure 0 13
Indian red 0 18
Chrome yellow, pure 30-35
Golden ochre, pure 0 18
French spruce ochre, pure 0 15
Chrome green, pure 15-22
French permanent green, pure 0 20
Signwriters' black, pure.. 0 24
Marine black, 25-lb. Irons 0 07
Lampblack 0 21

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins ..
Alba-Gloss enamel 4 50
Anchor Floorlustre 2 10
O.P.W. Sunshine White .. 4 10
Old Dutch Enamel 4 00
Jas-per-lac floor enamel .. 1 90
Jas-per-lac art enamel 3 10
Martin's Enamel 4 25
Mooramel 4 35

FILLER Gal.

Luxeberry Enamel $5 00
Screen Enamel, BB. 1 65

FORMALDEHYDE Per bbl.

Demi-johns, 50 lbs. 0 15½
$1.10 for demi-john extra.

GLUE Per lb.

French medal 0 20
English common sheet .. ....
English prima 0 25
White pigsfoot 0 23¾
Perfection amber, ground, No. 1230 ..... 0 20
Cake, bone, 112-lb. bags.. 0 12
Hide, 112 lb. bags 0 35
Gelatine, 112 lb. bags 0 45
Ground glues, 112 lb. bags—
No. 1 ..... 0 20
Extra 0 18
Dreadnought, lb. 0 14½

GLASS

(TORONTO QUOTATIONS)

Size United Inches	Double Star	Diamond
Under 25	$7 80	$11 90
26 to 24	8 15	12 85
25 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 15	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84	....	22 75
85 to 90	....	24 35
91 to 94	....	25 00
95 to 100	....	29 00
101 to 105	....	32 00
106 to 110	....	37 00

Discount single or double dia., 20%; 50 cases and over, open; cut lights, 50-5%.

MONTREAL QUOTATIONS

Country Base Price

United Inches	Star	Double Diamond
Up to 25	$7 80	$11 90
6 to 34	8 15	12 85
5 to 40	8 50	13 60
1 to 50	11 75	15 50
1 to 60	12 25	15 85
1 to 70	13 10	16 80
1 to 80	14 75	18 35
81 to 85	....	22 75
86 to 90	....	24 35
1 to 95	....	25 00
96 to 101	....	29 00
101 to 105	....	32 00
106 to 110	....	37 00

Discount, single or double dia., 15-5%.

50 cases and over open.

GLASS PLATE

Montreal:

City, 25 and 5% off list.

Country discount, 20 and 5% off list, delivered.

Toronto city discount, 20 and 5% off.

Country discount, 20 and 5% off list delivered.

F.o.b. warehouse on orders up to $75 gross list value. Orders over $75 delivered free.

GLAZIERS' POINTS

Zinc coated, 18c per lb.
Zinc, pure, prices withdrawn.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor Pure	$13 80	$13 95
Green Seal	13 80	13 95
Tiger Pure	13 80	12 95
Ramsays Pure	13 80	13 95
Moores Pure	13 80	13 95
O.P.W. Decorators Pure	13 80	13 95
Red Seal	13 80	13 95
Decorator's Pure	13 80	13 95
O.P.W. English	14 05	14 20
Elephant Genuine	14 05	14 20

B.B. Genuine Lead, less than tons, $15.65 Toronto; $15.50 Montreal. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt..	13 50	13 50
Genuine, 100-pound kegs, per cwt..	13 87½	13 87½
Less quantity		0 13

LEAD, ARSENATE OF

Per 100 lbs.	Dry	Paste
1-lb. bottles	$35 00	$21 00
2-lb. bottles	....	18 00
5-lb. bottles	31 00	14 00
10-lb. bottles	29 00	....
25-lb. irons	25 50	13 00
50-lb irons	....	12 50
100-lb. irons	24 00	11 75
200-lb irons	....	11 60
Barrels	....	11 00

F.o.b. Toronto, Montreal and Hamilton.

MURESCO

Tints in 5 lb. packages, per 100 lbs., $6.00.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED.

Price per gallon in quarts.

B.H. English white $2 85
B.H. English, colors 2 60
Fresco Tone white 2 70
Fresco Tone colors 2 50
Moore's Egypt., all colors 1 90
C.P.C. Pure, white 2 75
C.P.C. Pure, colors 2 35
O.P.W. Can. Brand, white 2 60
O.P.W. Can. Brand, colors 2 40
O.P.W. Can. Brand, floor. 2 00
O.P.W. Flat Wall, white.. 2 60
O.P.W. Flat Wall, colors.. 2 40
Ramsay's Pure, white.... 2 65
Ramsay's Pure, colors 2 40
Martin-Senour 100% Pure, white 2 85
Martin-Senour 100% Pure, colors 2 60
Senour's Floor Paint 2 30
Senour's Porch Paint 2 60
Senour's New-Tone, white 2 60
Senour's Neu-Tone, colors. 2 50
Sherwin-Williams, white.. 2 85
Sherwin-Williams, colors.. 2 60
Flat Tone, white 2 70
Flat Tone, colors 2 50
Minerva, white 2.65
Minerva, colors 2 45

PARIS GREEN

	Munro's	C.P. Co.	Bergers
600-lb. bbls.	42¾	38¾	39½
250-lb. kegs	43	39	39¾
100-lb. drums ...	44	40	40¾
50-lb. drums	44	40	40¾
25-lb. drums	44¼	40¼	41
1-lb. 100s, pkgs..	46¼	42¼	43
½-lb. 100s	48¾	44¼	45
1-lb. 100s, tins ..	47¼	43¼	46

Prices f.o.b. Toronto, Hamilton and London.

PARIS, PLASTER

Per bbl. $2.25-2.50

PRIMER

Luxeberry Primer 2 25

PASTE WOOD FILLER

	Pound
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
½ barrels	0 06½
Barrels	0 06

PUTTY

	Standard Montreal	Toronto
Bulk, in casks ...	2 70	2 80
Bulk, 100-lb drums	2 90	3 00
Bulk, 25-lb. drums.	3 00	3 10
Bladders, in bbls..	3 30	3 40

Pure Putty, 70c cwt. advance.

SHELLAC

Gum, 34c lb.; finest orange, 42c lb.; finest white, 46c lb.

TAR (PINE TAR)

Half pint tins, per doz. 0 65
Pint tins, per doz. 1 10
London, pints, $1 doz.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans 2 10
Cumoff 2 10
Dreadnought, gal 2 75
O.P.W. Presto 2 25
Lingerwett 2 65

TURPENTINE

	Montreal	Toronto

See weekly report for prices.

SLATING Gal

Liquid Slating, B.B.....$3 00

STAINS Gal.

Oil and Spirit, Berry Bros.$2 73
Water Stains, Berry Bros.. 1 95
Berrycraft, stain finish 2 80
Creo-lac 0 85
C.P. Oil Stans 1 98
Sun Varnish Stains 2 20

VARNISHES Per gal cans

Brandram-Henderson, Ltd., "Gold Medal" 1 90
Copaline Varnish 2 50
C. P. Co.'s Sun Varnish 2 50
Dependon Light Hard Oil Finish 1 70
Dulgloss 3 00
Elastic Interior 1 40
Elastic Exterior 1 55
Elastic Excello 2 00
Everlastic (Floor) 2 55
Elastilite 2 25
"Flint-Lac" coach 1 30
Flattine Floor Finish 3 00
Gold sized Japan 2 00
House painter's White Jap.. 1 95
Jas-per-ite exterior finishing 2 25
Jas-per-ite pale hard oil ... 1 60
Jas-per-ite floor finish 2 25
Kopi 2 30
Kyanize cabinet rubbing.. 3 50
Kyanize spar 4 75
Kyanize stains 3 50
Liquid granite 2 80
Luxeberry light 2 60
Luxeberry spar 4 10
Luxeberry exterior 4 50
Marble-ite 2 30
Mar-Not 2 70
Martin-Senour finest interior 2 60
Martin-Senour Wood-Var... 2 30
Maritime spar varnish 4 00
No. 1 Furniture Varnish .. 1 25
Pure White Shellac 2 55
Pure Orange Shellac 2 40
Sherwin-Williams "Kopal" Varnish 2 75
Stove-Pipe Varnish, ½ pints, gross 9 00
Sun Waterproof Floor Finish 2 75
Sun-Spar Varnish 4 00

WATER PAINTS

Opalite, 200 lb. bbls. 0 12
Opalite, 100 lb. kegs 0 12½
1 gal. package, per pkg... 0 65
½ gal. package, per pkg.. 0 35
Coralite, 5-lb. pkgs 0 04½

WASTE (POLISHING)

Cream 0 17½

WASTE, WHITE WIPING

XXX Extra 0 16
X Grand 0 15
XLCR 0 14
X Empire 0 13
X Press 0 12

WASTE, COLORING WIPING

Fancy 0 11¼
Lion 0 10¼
Standard 0 09¼
Popular 0 08¼
Keen 0 7¼

WASTE, WOOL PACKIG

Arrow 20
Axle 16
Anvil 12
Anchor 10

WIPERS, WASHED COTTON

Select White 12
Mixed Colored 9
Dark Colored 8

This line subject to trade discount for quantity.

WAX .. ..Per lb.

C. P. Floor Wax 0 30
Ronuk Floor Wax, lb. 0 38
Berry Bros. 0 37
Anchor 0 33
O.P.W. Lion Brand 0 30
Old English 41-44c
Johnsons 41-44c
Gold Medal 0 30

WHITING

Paris white 1 90
Plain, in bbls. 1 75
Gilders, bolted, in bbls. 1 85
Per 100 lbs.

WOOL ALCOHOL Per gal.

In gallons 1 25
Barrels 0 87
$4 extra for barrels.

For Your Own Good

as well as for the good of your customers, you should see to it that the varnish you carry is dependable and will do what is required of it.

You can put your faith in

Dougall Varnish "The Varnish that Lasts Longest"

a varnish for every use—each guaranteed to stand the test of endurance. Don't waste time and energy on poor varnishes. The best costs no more.

The Dougall Varnish Co., Limited, Montreal

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION
Powder, per keg, $11.00.
Shot, soft, per cwt., $15.25; chilled, $16.75; buckshot, $16.05; ball, $16.45.

ANVILS
Peter Wright, 80 lbs. and up, 14½c per lb.; clip horn, 15½c.
Norris, 41 to 56 lbs., 15c; 57 to 70 lbs., 13½c; 71 to 83 lbs., 12½c; 84 lbs. and over, 12c.

AXES
H. B., 1 lb., $7 per doz.; 1⅝ lbs., $7.40; 2 lbs., $7.75; 2½ lbs., $8.50; 2¾ lbs., $8.75; 3, 3½ and 4 lbs., $9.50; H. B. Handled Axes, 2 lb., $10; 26 lb., $10.75; 3 lb., 3½ lb. and 4 lb., $11; Black Prince Axes, unhandled, $9.00; Black Prince Axes, handled, $11.50; lb. and 4 lb., $11.75; Black Prince Bench axes, 35 p.c.; broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW. $5.50 per 100 lbs.

BAR IRON
Bar iron, $3.35; Swedish iron, $5; sleigh shoe, steel, $3.50; spring steel, $4; machinery steel, $4.50; tool steel, Black Diamond, 100 lbs., $10.25.

BELTING
Rubber, 6 in. and under, 50 and 10%; over 6 in., 50%.
Agricultural leather belting, 66 2-3 p.c. off list.
Standard, 50 and 5 p.c. off list.
The "double" list is just twice the price of "single."

BELT LACING
In sides, tanned, $1.20 per lb.; cut, $1.35 per lb.; rawhide, sides, $1.15; cut. $1.50.
Blue Stone (Vitrol) 12½c lb.

BOLTS
Carriage, ⅜ and smaller, 30%; 7-16 and larger, 15%; machine, ⅜ and under, 30%; 7-16 and over, 20%; machine set screws, 55%; plough bolts, 20%; nuts, small lots, 1¼c advance over list; case lots, ¼c advance over list; stove bolts, 50%; shaft bolts, 20%; tire bolts, 30%; sleigh shoe bolts to ⅜, 20%; 7-16 and up, 15%.

BORAX. Borax, per lb., 12c.

BUILDING PAPER
Tarred, 85c to $1.45 per roll, cording to quality; plain, 55c to to $1.25.

CHAIN
Coil, 3-16 in., $10.75; ¼, $8; 5-16, $7.10; ⅜, $6.25; 7-16, $6; ½, $5.75; 9-16, $5.75; ⅝, $5.65; ¾, $5.50; Logging. 5-16, 7½c; ⅜, 6½c; tie out, 70%.

CHURNS
Barrel, No. 0, $5.60; No. 1, $5.60; No. 2, $6.25; No. 3, $6.90; No. 4, $8.15 each

CLEVISES, MALL. 8½c per lb.

CLIPPERS
Stewart's 25 p.c. off Canadian list.

COPPER
Sheet and planished copper, 60c per lb. Tinned, 47c; Braziers' soft copper, 10-24 ft., 26c; 27½c.
Soldering irons, 55c base.

DRILLS
Bit stock, 45 p.c.; Blacksmith, ½ in. round shank, 40 p.c.

EAVESTROUGH. 8 in., per 100 ft., $3.70; 10 in., $4.50; 12 in., $5.50.
Conductor pipe, 2 in., per 100 ft., $4.50; 3 in., $5.25; 4 in., $6.50.

ENAMELWARE
Canada, 33 1-3; Imperial, 50, 2½; Premier, 33 1-3; Colonial, 50, 2½; white, 60, 7½; diamond, 33 1-3; pearl, 50, 2½ per cent.

FIXTURES
Star hollow ware, No. 3, $1.
Galvanized ware, heavy, 25 and 2½ p.c. light, 25 and 12½ p.c.

FORMALDEHYDE
400-lb. bbls., 17c lb.; 125-lb. kegs. 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE.
10% advance on net list, except heavy tubs and heavy pails, which are net list.

GLASS, WINDOW

	Single	Double
Up to 25 in.	7 25	11 00
26 to 40	8 25	12 75
41 to 50	10 75	14 25
51 to 60	11 25	15 00
61 to 70	12 25	16 00

GLASS (Plate)
30 p.c. off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HINGES
Light T and strap, 30 p.c.
Corrugated Strap Hinges — 4, $1.05; 5, $1.45; 6, $2; 8, $3.20; 10, $4.75; 12, $7.20.
Corrugated Tee Hinges — 4, $1.25; 5, $1.90; 6, $2.35; 8, $4.15; 10, $5.90; 12, $8.35.

HORSESHOES
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS
55 per cent. off list.

KNOBS. Door, 307, $1.45.

IRON BAND.
1½ in., $3.80; 1¼, $3.80; 1 in., $3.90.

IRON GALVANIZED

	Apollo and Premier	de Lis"
10¾ oz. or 28 Eng.	7 00	7 00
28 Am. or 26 Eng.	6 60	6 60
26 Am. or 26 spec.	6 20	6 20
24	6 00	6 00
22	6 00	6 00
18 and 20	5 80	5 80
16 Am.	5 60	5 60
14 Am.	5 60	5 60

IRONS, SAD
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set 0 95
Mrs. Potts No. 50 set 1 00
Mrs. Pott's common sad iron handles, 85c dozen. Mrs. Pott's improved, $1.10. a dozen.

LAMP CHIMNEYS
A, per case 8 doz., $4.80; per doz., 65c; B, per case 6 doz., $4.50; per doz., 85c.

LANTERNS
No. 2, plain 8 25
No. 20, X-ray 12 00
No. 22, Dash-board 10 75
Trulite, short globe, doz... 8 25

LEAD PIPE, $13.40.

LEAD WASTE, $14.40.

LINSEED OIL
Raw, per gal., $1.31; boiled, per gal., $1.34.
These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cans, etc.

MATTOCKS
Pick, $6.75; cutter, $6.75.

NAILS
Wire, f.o.b. Fort William, $4.00 base; Winnipeg, $4.40 base. Cut, f.o.b., Winnipeg, $4.40.

NAILS, HORSE
Capewell, 10 per cent off list.

NETTING. Poultry, 40 per cent.
Banner Netting, 24 in., $3.50; 36 in., $4.50; 48 in., $5.25; 60 in., $6.25; 72 in., $7.

NUTS
Square, small lots, 1¼c advance over list; case lots, ¼c advance over list; Hexagon, small lots, 1¼c advance over list; case lots, ¼c advance over list.

OIL CANS

	Tin	Galvanized
½ gal., dome top	$2 73	$....
1 gal., dome top	3 35	4 25
2 gal., dome top	5 17	6 75
5 gal., dome top	8 24	14 85

OILS
"Buffolite," 20c; Ideal Thresher, 35c; "B" Castor machine oil, 30c; Buffalo Engine gasoline, 31c; Buffalo "A" gas engine oil, 45c; Royal gasoline, 32c; Family Safety coal oil, 19½c; "Engoline" engine coal oil, 15*c; Summer Black oil, 19c; Kelso engine oil, 45c; Silver Star oil, 16*c; Royalite oil, 17c; Standard gas engine oil, 42c; Prairie Harvester oil, 40c.

DRY COLORS
Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c; less than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $14; 15 lb. for less.

PICKS, Clay, 6-7, $6.25 per dozen.

IRON PIPE

Per 100 Ft	Black	Galv.
¼ inch	$ 3 87	$ 6 30
⅜ inch	3 96	6 39
½ inch	5 09	6 89
¾ inch	6 21	8 60
1 inch	9 14	12 74
1¼ inch	12 23	17 19
1½ inch	14 76	20 57
2 inch	19 90	27 68
2½ inch	31 42	43 74
3 inch	41 04	57 15
3½ inch	49 41	.....
4 inch	58 50	.....
4½ inch	73 22	.....
5 inch	85 40	.....
6 inch	110 70	.....

PLASTER, Paris, per bbl., $3.75.

PARIS GREEN
In 1-lb. pkgs., full cases, 44c lb.; less, 44c lb. In ½-lb. pkgs., full cases, 46c lb; less, 46½c lb.

PLATES, CANADA
18 x 21 per box, half polish, $5.25, full polished $6.25; 18 x 24, half polished $5.25, full polished $6.25; 20 x 28, half polished $5.50, full polished $6.50.

PLOW SHARES.....10c per lb.

POINTS
Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY
100-lb. irons 3 50
25-lb. irons, per cwt. 3 80
1½-lb. tins 0 07

RIVETS AND BURRS
Iron rivets, 30 per cent; copper, No. 7, 66c lb.; No. 8, 66c; No. 9, 67c; No. 10, 71c; No. 12, 75c.
Five-lb. assorted boxes, No. 8 gauge, 74c lb.; No. 10 gauge, 79c lb.
Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 68c; No. 10, 71c; No. 12, 76c.

ROPE
Sisal, 17c base; pure Manila, 24c base; British Manila, 19c base; lath yarn, 17c base; African hemp, 19c base; cotton rope, ¼ and over, 34c.
Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell.) 25 per cent. off.

SAWS, BUCK
Happy Medium and Watch Spring, $5; Lance Tooth or Lightning Blades, $5.25; New Century, $7.25.

SCREWS
Bright iron round head, 62½ p. c.; flat head, 67½ p.c.; round head, brass, 30 p.c.; flat head, brass, 32½ p.c.; coach, 40 p.c.

BLACK STEEL SHEETS
10 gauge 5 45
12 gauge 5 55
14 gauge 5 40
16 gauge 5 45
17-20 gauge 4 85
22 and 24 gauge 4 95
26 gauge 5 00
28 gauge 5 15

SHOVELS AND SPADES
Shovels—Fox and Olds, D.H., Sqr. Pt., $9.40 per doz.; D.H., Rd. Pt., $9.40; L.H., Sqr. Pt., $9.40; D.H., Rd. Pt., $9.40; Bulldog and Jones, D.H., Rd. Pt., $10.95; D.H., Sqr. Pt., $10.95; L.H., Rd. Pt., $10.95; L.H., Sqr. Pt., $10.95; Black Cat and Crescent Scoops—No 4, $10.15 per dozen; No. 6, $10.80; No. 8, $11.50; No. 10, $12.20. Moose and Jones Scoops—No. 4, $11.20; No. 6, $11.85; No. 8, $12.50; No. 10, $13.05 per dozen.

SOLDER Per pound, 30 to 31c.

SPIKES
Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES
Bright wire, per cwt., $4.05 at Fort William, $4.45 Winnipeg; galvanized staples, $4.85 Fort William; $5.25 Winnipeg.

STEEL
Sleighshoe, $3.50 base per cwt.; plow, common, $5.50; crucible plow, $6.60; angle, $4; harrow, $3.25 base; east, octagon tool steel, 10¼c base; square tool, 11¼c base; spring, $4; machine, $4.50 base; tire, $4.

STEEL BLACK SHEETS
10 gauge, $5.45; 12 gauge, $5.55; 14 gauge, $5.40; 16 gauge, $5.45; 17 to 20 gauge, $4.85; 22 and 24 gauge, $4.95; 26 gauge, $5.00; 28 gauge, $5.15.

STEEL HOOPS
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES
40 per cent. off list.

TACKS. Carpet, 70-10% off list.

TIES. Cow, 40 per cent.

TIN AND TIN PLATE

Block tin, 58c per lb.	Per Box
20 x 28 I.C.	$15 50
20 x 28 I.X.	17 00
20 x 33 I.C.	18 00
Terne plates	13 00

TURPENTINE
Per gal., barrel lots, 80c.

VISES
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $7.50 each; over 45 lbs., 18c lb.

WASHERS
Iron, small lots, 25 p.c. + 75c; full boxes, iron, 30 p.c. + 75c.

WHITE LEAD
Decorators' pure, ton lots, $14.55; less than ton lots, $14.85.

WIRE, BARB
Lyman, 4-point, $3.50 f.o.b. Ft. William, $3.75 Winnipeg; Glidden Cattle, 2 pt., $3.35 Ft. William, $3.60 Winnipeg; Baker 2 pt., $3.20 Ft. William, $3.55 Winnipeg; Winnipeg, $2.95; plain twist, cwt., Ft. William, $3.90; Winnipeg, $4.30; plain galvanized, Ft William, No. 9, $4.25; No. 12, $4.50; Winnipeg, No. 9, $4.65; No. 12, $4.90; coil spring, Ft. William, No. 9, $4.05; No. 12, $4; Winnipeg, No. 9, $4.35; No. 12, $4.30.
Patented screen in 100-ft. rolls. $2.50 per hundred sq. ft.; in 50-ft. rolls, $2.60 per 100 sq. ft.

WIRE, PLAIN
Bale ties, 14 gauge, single loop. $5.25 Winnipeg; $5.15 Fort William.
Brass snare wire, per lb., 80c.

WIRE, ANNEALED.
No. 9, $4.60; 10, $4.65; 12, $4.80; 14, $4.95; 15, $5.10; 16, $5.25 per 100 lbs.

WRINGERS
Royal Canadian, $43.40 per doz.; Eze. $46.90 per doz.; Bicycle, $51.65 per doz.; Ajax, $8.75 each.

6000 Ton Stock in Winnipeg

A complete range of standard and miscellaneous steel and iron—and the equipment to execute special orders with the utmost despatch. Our stock comprises:

Beams, Channels, Angles, Plates, Zee and Tee Bars, Broad Flange Beams, Rounds, Squares, Flats, Rivets, Bolts, Square Cold Twisted Medium Steel Bars for Concrete Reinforcement, Splices, Rails, Nuts, Spikes, Grey Iron Castings, Heavy Forgings.

This stock enables us to give you exceptionally prompt delivery—*we can ship* your order for stock material the same day it is received.

Get our monthly Stock List.

Manitoba Bridge & Iron Works,
WINNIPEG MANITOBA LIMITED

FALL NEEDS ARE URGENT

Galvanized Sheets, Black Sheets, Canada Plate, Tin Plate and Solder

Wanted now, are needed in a hurry

Our stock is in good shape, well assorted in a variety of sizes and gauges. It will help you give your customers quick service at a time when material is hard to get.

We can also give you quality and service in "Max" Brand Corrugated Sheets, Winnipeg Shingles, Metal Sidings, Metal Ceiling, Eavestrough, Conductor Pipe, Stock Water Troughs, Trough Heaters, etc., etc.

Send your orders to us. We will get them on the way to you quickly.

WINNIPEG CEILING & ROOFING CO., Limited
P.O. Box 3006 **WINNIPEG, MAN.**

If interested, tear out this page and keep with letters to be answered.

They Always Like to Spin The Grinders

EVERYONE interested in a grinder likes to see and hear it run. Put your Carborundum Niagara Grinders on this display stand—it is made so that every grinder on the display can be turned. Let your customers realize how easily and smoothly a Niagara machine runs—how well they are made, how nicely finished.

With this stand you get a mighty attractive store fixture with a real display and sales influence. It will help you sell

Carborundum Niagara Grinders

Made in two sizes—quartered oak—given free with order for Niagara Grinders—ask for details



THE CARBORUNDUM COMPANY
NIAGARA FALLS, N. Y.

If interested, tear out this page and keep with letters to be answered.

Condensed or "Want" Advertisements

There is always someone, somewhere, who is looking for just such a proposition as you have to offer—and it is more than likely that he is a hardwareman and a subscriber to HARDWARE AND METAL. Let an advertisement on this page bring you together.

RATES (payable in advance): 2 cents per word first insertion, 1c per word subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word.

SITUATIONS WANTED

THE "CHANGING TIME" IS GETTING near. There are many firms who have vacancies on their sales or office staffs to fill during the next few months. If you want to qualify for some of these vacancies, tell your story briefly in a Condensed Advertisement, and try it out in Hardware and Metal. A twenty-five word advertisement may land you a permanent position with splendid prospects.

HARDWAREMAN, 13 YEARS' RETAIL EXperience, desires better position, either retail, wholesale or travelling. Age 29, married, teetotaler. Apply Box 402, Hardware and Metal. (45)

AGENCIES WANTED

MANUFACTURERS' AGENT IN CANADA desires Canadian rights on small article to sell through display advertising. Correspondence and catalogues solicited. Frank R. Burgess, 407 Hope Chambers, Ottawa, Canada.

MANUFACTURERS AGENT WITH WIDE connection among retail and wholesale hardware trade, desires agency for good lines in Toronto district. Would not object to covering larger territory when necessary. Have own car for local work. George H. Carson, 60 Wilson Ave., Toronto. (45)

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

STORE EQUIPMENT FOR SALE

YOU MUST HAVE A LOT OF OLD FIXtures around the store which are no longer of any value to you, but would prove very useful to someone else in the hardware business. Find a purchaser for this equipment through an advertisement on Hardware and Metal's Condensed Ad. Page.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using, would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

HARDWARE WINDOW DRESSING—THIS is the first book ever written devoted exclusively to Hardware Display. There are 256 pages and over 200 illustrations with full working descriptions. It is the purpose of this book to illustrate and explain how hardware windows may be dressed to the best advantage—how they can be made to sell goods. It is not a theoretical work but a collection of specimens of the best work and ideas of the most expert window dressers in the world. These men have contributed their experience covering the many phases of hardware window display. This volume, therefore, represents the sum total of information on this subject presented as concisely as is consistent with clearness. By following the simple illustrated directions given in "Hardware Window Dressing" any clever clerk can put in good hardware displays at no cost whatever. Size 8 x 11 inches. Price $2.60 postpaid. MacLean Pub. Co., 143 University Ave., Toronto.

SITUATIONS VACANT

WANTED — AN EXPERIENCED HARDware clerk. Apply, stating experience, wages expected, also give references, to Box 270, Orillia, Ont. (45)

WANTED — AN ALERT TRAVELLING salesman with hardware connections in Province of New Brunswick, to represent a large Canadian paint and varnish manufacturer. Apply to Sales Manager, P.O. Box 429, Montreal. (45)

WANTED—GOOD HARDWARE MAN WITH at least ten years' experience; permanent position, eastern Ontario; interest in the business open for the right man. State age, experience and salary expected. Box 403, Hardware and Metal. (44)

WANTED—TWO LOCK AND HARDWARE travelling salesmen by a prominent Manufacturer. One to cover Eastern and the other Western Canada. Experience in the sales of both stock and contract builders' hardware necessary. Address X. Y. Z., Box 404, Hardware and Metal. (45)

BUSINESS CHANCES

$15000 — HARDWARE — ONE OF THE best in western Ontario; splendid stand; large town; owner up in years, retiring. John New.

LET JOHN NEW, 154 BAY STREET, Toronto, sell your business. (4)

HARDWARE AND FURNITURE BUSINESS for sale in one of the best towns in western Ontario; reason for selling, outside interests. Apply Box 401, Hardware and Metal. (44)

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited. Room 314, Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

MR. HARDWARE DEALER—YOU CANnot recommend any ash sifter with the talking points that the Burrowes Patent Dust-Proof Rocker Ash Sifter has. What other sifter has a closed scuttle, double rims, easy rocker motion, etc.? You can ought to sell this sifter because of its merit. The Burrowes Mfg. Co., 607 King St. W., Toronto. (50)



There's good Profit in

HEARTH FURNITURE

and an extra profit. For in selling hearth furniture — **Fire Irons, Andirons, Portable Baskets, Grate and Spark Guards**—you are increasing turnover. That is, you are not merely replacing our line with another, but are **Creating Brand New Business.**

The Season for good selling is at hand. Have stock now. Seeing it sells it. Have our catalogue to show customers. Remember, we specialize in hearth furniture. This gives you variety, close prices and immediate service.

Write us to-day.

Winfield Brewster
HESPELER, ONT



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

15½ Toronto Street, Toronto. 52 Canada Life Bldg., Montreal.

Trulite The Original Short Globe Lantern.

Made only by

Ontario Lantern & Lamp Co.,

HAMILTON, CANADA Limited

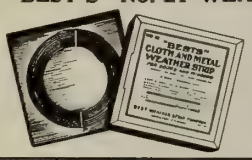
BEAR BRAND LAMP BLACKS



A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO. 135 WILLIAM ST NEW YORK

"BEST'S" No. 21 WEATHER STRIP



Double Felt and Zinc.

Write for Samples and Prices

Best Weather Strip Co., Ltd. Hamilton Ont.

BATH ROOM FITTINGS

K NIAGARA KINZINGER, BRUCE & CO., LIMITED

NIAGARA FALLS, CANADA

WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES



THE STURDY ASH SIFTER

Fast Sifter. Best Price

Collins Manufacturing Company, Toronto

BOLTS, RIVETS, WIRE & WIRE NAILS

Quality Rite Prices Rite



Quick Service

NORTHERN BOLT & SCREW CO., LIMITED, Owen Sound, Ont.

Metal Checks

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD. HAMILTON, ONT.



"CONDOR"

—the name that means quality and service in lamps—more light, less current. A money-saver, a money-maker. Write

The Basters, Jackson Co. 22 College Street, TORONTO

FOOD CHOPPERS



Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F.W. Lamplough & Co., Unity Bldg., Montreal



Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry

PERTH, ONT.

The PARMENTER BULLOCH CO., Ltd.

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



MADE BY

A. SHAW & SON, London, England

Hale Brothers, Canadian Agents, 3 St. Nicholas St., MONTREAL



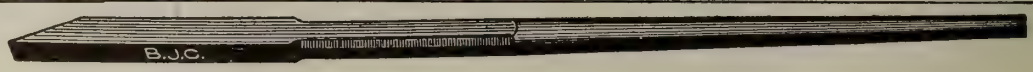
Winter is Here

Weatherstrip wanted for doors. Specify Swan Brand. Made of solid oak, and best green felt. Comes ready to put up.

SWAN MFG. CO. Winnipeg

CROWBARS

No. 102-A—CHISEL POINT



We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

If interested, tear out this page and keep with letters to be answered.

Auger Bits, Bolts and Nuts, Bolster Springs, Chain, Drills, Files, Handles, Horseshoes.

LET US QUOTE YOU

IRON AND STEEL HARDWARE TOOLS

WILKINSON AND KOMPASS

TORONTO HAMILTON WINNIPEG

WE SHIP PROMPTLY

Cotter Pins, Rivets and Burrs, Cap and Set Screws, Wood Screws, Tacks, Washers, Varnishes, Waste.



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

THE BEST BRAND

D. Ackland & Son, Limited, Winnipeg, Calgary

IRONED AND PAINTED WHIFFLETREE SETS

— CRESCENT PLOWSHARES —

Our new Implement Repair Catalog shows them. Write us.

TRADE D&S LTD MARK

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar MONTREAL

You can talk across the continent for two cents per word with a WANT AD. in this paper.

C. J. SHURLY, Pres. R. F. SHURLY, Vice-Pres. FRED. SHURLY, Gen. Man. & Treas. H. W. BYRNE, Gen. Supt. M. M. PARKS, Sec.

ARROW HEAD SAWS

Made from Vanadium Steel. The Steel of Ultimate Quality, Elasticity, Strength, Toughness and Endurance. Will do 20 per cent. more work.

Write for full particulars.
R. H. SMITH CO., LTD.
St. Catharines, Ont. Canada.



Quality behind the selling of your lines enhances your reputation and business.

Our goods meet the highest standard and make you good profits.

Selling Quality Goods is the greatest Asset to any Hardware Merchant.

If interested, tear out this page and keep with letters to be answered.

CLASSIFIED LIST OF ADVERTISEMENTS

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Abrasive Wheels
Carborundum Co., Niagara Falls, N.Y.

Aluminum
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.

Aluminum Solder
British Aluminium Co., Toronto.
Canada Metal Co., Ltd., Toronto, Ont.

Aluminum Ware
The Thos. Davidson Mfg. Co., Ltd., Montreal.
Ware Mfg. Co., Oakville, Ont.

Aluminum, Alloy, Ingot, Sheet, Wire
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.

Ammunition
Dominion Cartridge Co., Montreal.
Dupont Powder Co., Wilmington, Del.
Remington Arms Union Metallic Cartridge Co., Windsor.

Animal Traps
Oneida Community, Niagara Falls, Ont.

Asbestos Papers
Roofers Supply Co., Ltd., Toronto.

Auto-Skid Chains
Fox Chain Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines, Ont.

Ash Sifters
The Burrowes Mfg. Co., Toronto.
Collins Mfg. Co., Toronto.
The Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.

Asphalt Shingles
Bird & Son, Hamilton.

Auger Bits
Russell Jennings Mfg. Co., St. Catharines.

Auto Accessories
The Carborundum Co., Niagara Falls, N.Y.
Caverhill, Learmont & Co., Montreal.
C. Kloeffer, Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Richards-Wilcox Co., Ltd., London, Ont.
The Stanley Wks., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.

Axes, Safety, Pocket and Camp
Marble Arms & Mfg. Co., Gladstone, Mich.

Axles
B. J. Coghlin, Montreal.

Babbitt Metal
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton.

Baits, Spoon
The Andrew B. Hendryx Co., New Haven, Conn.
Marble Arms & Mfg. Co., Gladstone, Mich.

Bale-Ties
Frost Steel & Wire Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Hamilton, Ont.
The Stanley Works, New Britain.
The Steel Co. of Canada, Ltd., Hamilton.

Bar Clamps
National Machinery & Supply Co., Ltd., Hamilton.

Bar Iron
Canadian Tube & Iron Co., Montreal.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Steel Co. of Canada, Hamilton.
London Rolling Mills Co., London.

Barn Door Hangers
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Canada Steel Goods Co., Hamilton.
R. Dillon & Sons, Oshawa.
Richards-Wilcox Co., Ltd., London, Ont.

Barn Equipment
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

Bath Room Fittings
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clark, New Britain.

Batteries and Accessories
Canada Dry Cells, Ltd., Winnipeg.
Interstate Electric Novelty Co.
Mainer Electric Co., Ltd., Winnipeg.

Belting
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber Mfg. Co., Toronto.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Bird Cages
Andrew B. Hendryx Co., New Haven.

Bicycles and Accessories
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.

Bits
Progressive Mfg. Co., Torrington, Conn.
Russell, Jennings Mfg. Co., St. Catharines.

Boilers, Hot Water
Clare Bros. & Co., Ltd., Preston, Ont.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
London Bolt & Hinge Wks., London.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Northern Bolt & Screw Co., Owen Sound, Ont.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton.

Bolts, Panic
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Box Chisels
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Openers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Scrapers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.

Box Hinges and Locks
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.

Braces
Goodell-Pratt Co., Greenfield, Mass.
Miller's Falls Co., New York.
Stanley Rule & Level Co., New Britain.

Brackets, Shelf
Atlas Mfg. Co., New Haven, Conn.
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Brakes, Metal Working
Brown, Boggs Co., Hamilton.
Steel Bending Brake Works, Chatham.

Brass Goods
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Dennis Wire & Iron Works, London, Ont.
Eley Bros., Ltd., London, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Brass, Sheets, Tubes and Rods
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Bread Mixers
Landers, Frary & Clark, New Britain.

Brooms
Boeckh Bros. Co., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Port Elgin.
Walter Woods & Co., Hamilton, Ont.

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Boeckh Bros. Co., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Port Elgin.
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Builders' Tools and Supplies
Caverhill, Learmont & Co., Montreal.
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Howland, H. S., Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Lufkin Rule Co., Windsor, Ont.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Hamilton.
North Bros. Mfg. Co., Philadelphia.
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Stanley Rule & Level Co., New New Britain.
The L. S. Starrett Co., Athol, Mass.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.
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Goodell-Pratt Co., Greenfield, Mass.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co.,
Richards-Wilcox Canadian Co., Ltd., London, Ont.
The Stanley Works, New Britain, Conn.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Building Paper
Bird & Son, Hamilton.
Roofers Supply Co., Ltd., Toronto.

Buildings, Portable
Pedlar People, Ltd., Oshawa.

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Parmenter & Bulloch Co., Gananoque.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Hamilton.

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Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

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Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

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Chicago Spring Butt Co., Chicago.

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R. Dillon & Sons, Oshawa.
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Winnipeg Ceiling & Roofing Co., Winnipeg.

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Landers, Frary & Clark, New Britain, Conn.

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McKinnon Chain Co., St. Catharines

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McFarlane, Douglas & Co., Ottawa.
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.

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Landers, Frary & Clark, New Britain, Conn.

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The Andrew B. Hendryx Co., New Haven, Conn.
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Greening, B., Wire Co., Hamilton.
The Andrew B. Hendryx Co., New Haven, Conn.
McKinnon Chain Co., St. Catharines.

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Fox Chain Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines, Ont.

Chair Seats, Fibre
J. E. Beauchamp & Co., Montreal.

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Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., N. Britain.

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Cummer-Dowswell, Ltd., Hamilton.

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The Western Clock Co., La Salle, Ill.

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Wm. Cane & Sons Co., Newmarket.
Meakins & Sons, Hamilton.
Walter Woods & Co., Hamilton.

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McFarlane Ladder Works, Toronto.
Stratford Mfg. Co., Ltd., Stratford, Ont.

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Hamilton Cotton Co., Hamilton, Ont.

Clothes Reels
Cummer-Dowswell, Ltd., Hamilton.

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Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Cummer-Dowswell Co., Hamilton.
The Maytag Co., Ltd., Winnipeg, Man.
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The Dennis Wire & Iron Works, London, Ont.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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Allan Munro Color Co., Montreal.
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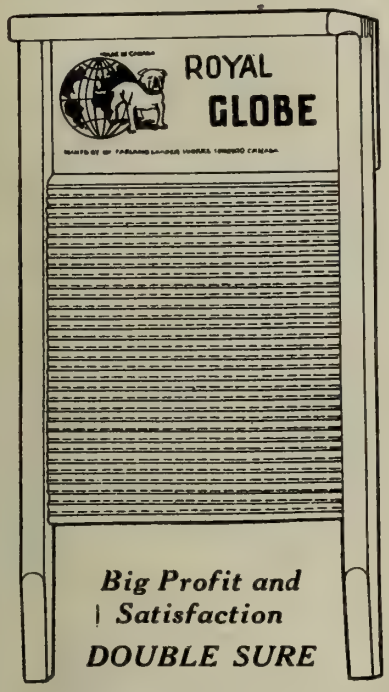
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Wheeler & Bain, Toronto.
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The Steel Co. of Canada, Limited, Hamilton.

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Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Ltd., Oshawa O,nt.
Roofers Supply Co., Ltd., Toronto.
Winnipeg Steel Granary & Culvert Co., Winnipeg.
Wheeler & Bain, Toronto.

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Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

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McKinnon Chain Co., St. Catharines.

Cranes, Hand Power
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Cranes, Overhead Travelling
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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McGlashan, Clarke Co., Ltd., Niagara Falls.
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Pratt & Whitney Co., Dundas, Ont.

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The Stanley Works, New Britain.

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Door Hangers
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Cushman Motor Works, Winnipeg, Man.
Myers, F. E., & Bro., Ashland, O.
Richard Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain.

Door Springs
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Draw Pulls
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Drills, Brick and Stone
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Canadian Carbon Co., Ltd., Toronto.
Interstate Electric Novelty Co., Toronto.
Mainer Electric Co., Ltd., Winnipeg.
The Maytag Co., Ltd., Winnipeg.
Northern Electric Co., Ltd., Montreal.

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Metallic Roofing Co., Ltd., Toronto, Winnipeg.
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Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg

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Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Oshawa, Ont.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

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National Electric Heating Co., Toronto.
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Marble Arms & Mfg. Co., Gladstone, Mich.
Remington Arms U.M.C. Co., Windsor.

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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Fire Clay
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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Pedlar People, Oshawa, Ont.
The Stanley Works, New Britain.
Richard Wilcox Can. Co., London.

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Canada Wire & Iron Goods Co., Hamilton
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

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Canada Wire & Iron Goods Co., Hamilton.
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Toronto Plate Glass Importing Co., Ont.

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A. Ramsay & Son Co., Montreal.

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Grinding Compound
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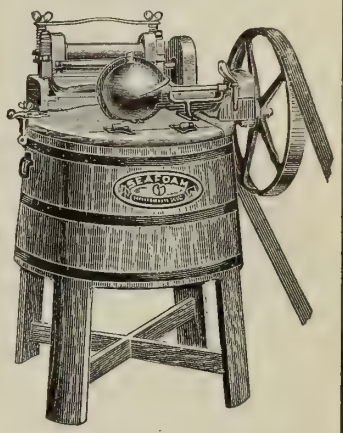
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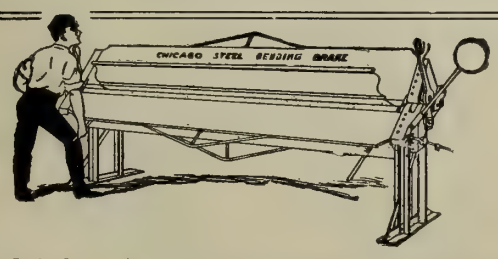
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Henry Disston & Sons, Toronto.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Hamilton, Ont.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Ltd., Hamilton.
Victor Saw Works, Hamilton, Ont.

Hack Saw Machines
Victor Saw Works, Hamilton, Ont.

Halters
Samuel Trees & Co., Ltd., Toron

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Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines.

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Still, J. H., Mfg. Co., St. Thomas.

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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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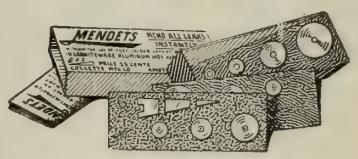
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Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Caverhill, Learmont & Co., Montreal.

Sieves and Screens
B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Silo Irons
Beatty Bros., Limited, Fergus, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

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Metallic Roofing Co., Ltd., Toronto Winnipeg, Man.

Silverware
Geo. Butler & Co., Ltd., Sheffield, Eng.
Canadian Wm. A. Rogers, Ltd., Toronto.

Oneida Community, Ltd., Oneida, N.Y.

Skylights
Metallic Roofing Co., Ltd., Toronto and Winnipeg.
Pedlar People, Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Sliding Door Hardware
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

Snow Shovels
The Thos. Davidson Mfg. Co., Ltd., Montreal.

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Canada Metal Co., Ltd., Toronto.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.

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Canadian Carbon Co., Ltd., Toronto.
Eclipse Mfg. Co., Indianapolis, Ind.
Hyslop Bros., Ltd., Toronto.
Interstate Electric Novelty Co., Toronto.

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Thos. Davidson Mfg. Co., Montreal.
Horton Mfg. Co., Bristol, Conn.
H. S. Howland, Sons & Co., Toronto.
Lewis Bros. Ltd., Montreal.
Marble Arms & Mfg. Co., Gladstone, Mich.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

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Collins Mfg. Co., Toronto.
Eureka Planter Co., Woodstock.

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The Dennis Wire & Iron Works, London, Ont.

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Berry Bros., Walkerville, Ont.
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Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

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Berry Bros., Walkerville, Ont.
Dougall Varnish Co., Ltd., Montreal.
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The Stanley Works, New Britain.
Steel Co. of Canada, Ltd., Hamilton.

Staple Pulleys
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Steel, Cold Rolled Strip
The Stanley Works, New Britain, Conn

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J. E. Beauchamp & Co., Montreal.

Steel Wire Hoops
Dominion Iron & Steel Co., Ltd., Sydney.
Steel Co. of Canada, Ltd., Hamilton. Winnipeg, Man.

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Hamilton Stamp & Stencil Co., Hamilton Ont.

Stepladder Chairs
McFarlane Ladder Works, Toronto.
Stratford Mfg. Co., Ltd., Stratford.

Store Ladders
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Stocks and Dies,
Butterfield & Co., Rock Island, Que.

Stoves, Electric.
Mainer Electric Co., Ltd., Winnipeg.

Stoves, Furnaces
Clare Bros. & Co., Ltd., Preston, Ont.
Findlay Bros., Carleton Place.
Kir-Ren, Ltd., Almonte, Ont.
Thos. Davidson Mfg. Co., Montreal
Wrought Iron Range Co., Toronto.

Stoves, Sheet Iron
Collins Mfg. Co., Toronto.

Stove Pipes
Collins Mfg. Co., Toronto.

Sweat Pads
Samuel Trees & Co., Ltd., Toronto.

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Continental Oil Co., Winnipeg.

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Interstate Electric Novelty Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

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Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.

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Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

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MacLean Publishing Co., Toronto.

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J. Pickles, Winnipeg.

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Pratt & Whitney Co., Dundas, Ont.

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Collins Mfg. Co., Toronto.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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The Barton-Netting Co., Ltd., Windsor, Ont.

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Bridgeport dwe. Mfg. Corp., Bridge- Ont.
Brown, Boggs Co., Ltd., Hamilton.

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Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain, Toronto.

Tinware
Soren Bros., Toronto.
The Thos. Davidson Mfg. Co., Ltd., Montreal.

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Tire-Savers
Richards-Wilcox Canadian Co., London, Ont.

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Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

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The Goodell-Pratt Co., Greensfield, Mass.
Frank Mossberg Co., Attleboro, Mass.
Millers Falls Co., Miller Falls, Mass.
National Machinery & Supply Co., Hamilton.
Pratt & Whitney Co., Ltd., Dundas.
Stanley Rule & Level Co., New Britain.
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Cleveland Stone Co., Cleveland, Ohio.

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Richards-Wilcox Canadian Co., London, Ont.

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Lewis Bros., Ltd., Montreal.
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The L. S. Starrett Co., Athol, Mass.

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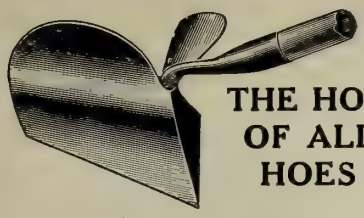
Tubing, Brass, Copper, etc.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Tubing, Draught
Canadian Consolidated Rubber Co., Montreal.

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Canadian Consolidated Rubber Co., Montreal.

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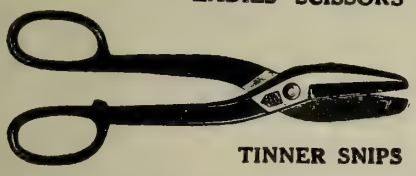
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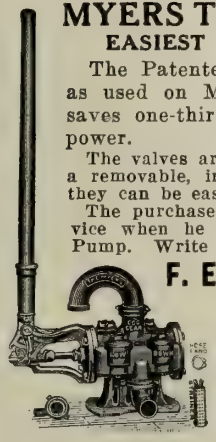
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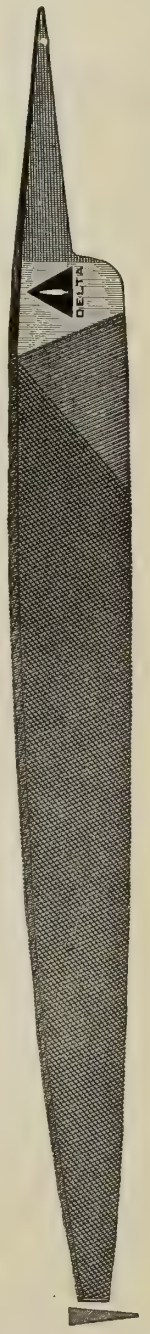
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North Bros. Mfg. Co., Philadelphia.

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National Machinery & Supply Co., Ltd., Hamilton.

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National Machinery & Supply Co., Ltd., Hamilton.

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London Rolling Mill Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
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The Dennis Wire & Iron Works, London, Ont.

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Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

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Pedlar People, Oshawa, Ont.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

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Hamilton Whip Co., Hamilton.
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Boeckh Bros. Co., Toronto.
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Lewis Bros., Ltd., Montreal.

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The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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The British Aluminum Co., Ltd., London, Eng.
Colonial Wire & Mfg. Co., Ltd., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, C.B.
Frost Steel & Wire Co., Ltd., Hamilton.
B. Greening Wire Co., Hamilton.
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Northern Bolt & Screw Co., Owen Sound, Ont.
The Western Wire & Nail Co., Ltd., London, Ont.

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R. M. Bowser & Son, Renfrew, Pa.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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A Straight Talk from the Manager

No. 49

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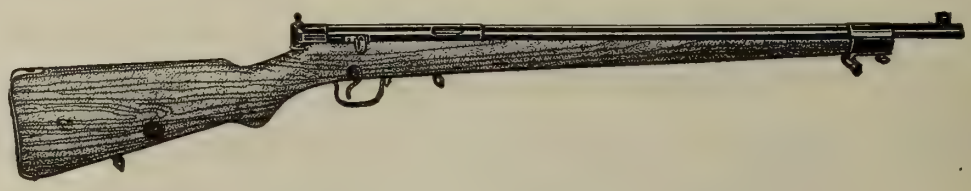
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J. G. L.

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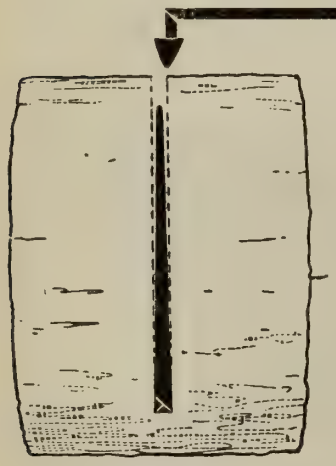
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When you sell Hoyt's metals you give your customers alloys that will result in absolute satisfaction and make the highest bid for their future patronage.

"Hoyt Frost King" Babbitt

for sawmills, planing mills, threshing machines, traction and stationary engines. Takes care of high speed and stands up to heavy duty.

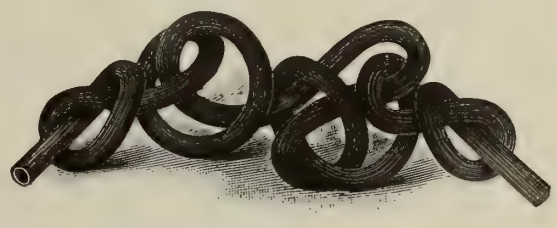
Hoyts Nickel Genuine Babbitt

for gas engines, gasoline engines, and all classes of marine engines, and is especially adapted for automobiles. Exceedingly tough and durable.

Sales over $5,000,000 annually. Send a trial order.

"Multiped"

The Garden Hose That Doesn't Kink



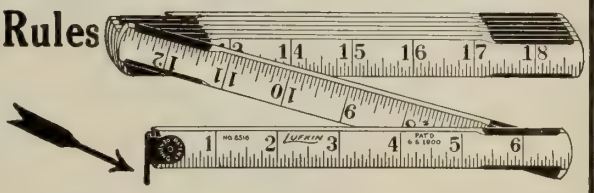
A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

LUFKIN Spring Joint Wood Rules

WITH FOLDING HOOK



ENTIRELY NEW

WILL CERTAINLY APPEAL TO MECHANICS

Just the thing for taking measurements out of arm's reach, and handy for most any measuring. Zero end of rule fitted with a small, substantial steel hook, which will very readily fold up and remain so when not wanted, making the rule same as ordinary ones without hook.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Manufacturers of a complete line also of

COMMON SPRING JOINT WOOD RULES - BOXWOOD RULES - MEASURING TAPES

TINKER TOM'S TALKS.



Talk Number Seventy-four

Working up quality? What makes one sheet soft yet strong, with a smooth even coating while another is brittle, stiff, uneven and roughly coated? They cost about the same so why not play safe and stick to "PREMIER"—the sheet that's always right? See your jobber now.

TINKER TOM.

Look for Talk No. 75 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

The Vogue of Community Plate

A Few Distinguished Patrons of Community Silver

(By permission)

Mrs. O. H. P. Belmont
New York

Hon. Mrs. Beresford
London

Baroness de Meyer
New York

Countess Festetics
New York

Mrs. James B. Haggin
New York

Baroness Huard
Paris

Mrs. F. C. Havemeyer
New York

Mrs. Oliver Harriman
New York

Mrs. Robert Jordan
Boston

Mrs. Frederick Neilson
New York

Mrs. Honoré Palmer
Chicago

Princess Troubetzkoy
New York

Mrs. James Viles
Chicago

Mrs. Reginald C. Vanderbilt
New York



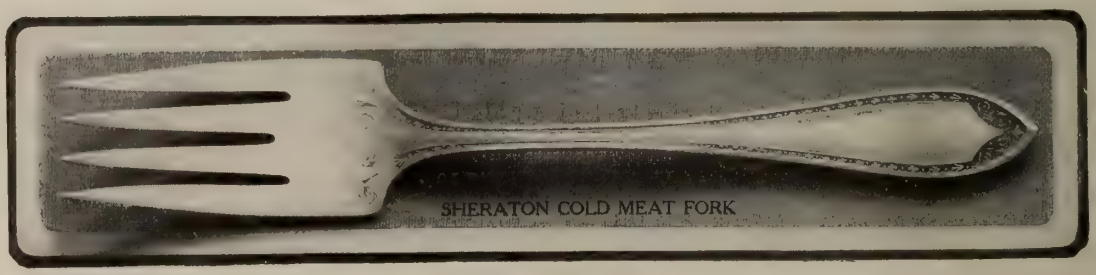
Photographed by Permission.

DINING ROOM *of* MRS. HONORÉ PALMER

Mrs. Palmer, leader of Chicago's younger social set, was Miss Grace C. Brown, and is the daughter-in-law of Mrs. Potter Palmer. The Sheraton design in Community Plate is used on her dining table.

Whether one rejoices in a dining room furnished with veritable antiques, or cunningly secures her effects with the more accessible furniture of today—the "Sheraton" Community Plate distinctly belongs. A chest containing a complete outfit for the table can be bought at prices ranging from $75.00 to $500.00. Or in individual sets; for instance, teaspoons, $5.00 the dozen (in U. S. A.).

ONEIDA COMMUNITY, Ltd.,
Niagara Falls, Ont.



The above advertisement will appear in the leading magazines this fall.

HARDWARE AND METAL

Vol. XXVIII No. 46 PUBLISHED EVERY SATURDAY SINCE 1888 Nov. 11 1916

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

"FROST" FENCE FIRST





"Canadianize Your Business"

The up-to-date Wire Drawing and Galvanizing Mills behind "FROST FENCE" gives the Hardware Merchant the absolute guarantee that his customers will get service and satisfaction, and you know that satisfaction means repeat business and the development of a permanent business.

The Fence is not only "Made-in-Canada," but more than that, the wire is drawn and galvanized in Canada. Keep your dollars in the country.

We make complete lines of Gates, Ornamental Woven Wire and Iron Fences. O. & A. Wire, Barb, Coiled, Staples and Baling Wire.

Get the Agency.

The Fence with the Hold-Tight Lock

Frost Steel & Wire Co., Limited

HAMILTON, CANADA

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

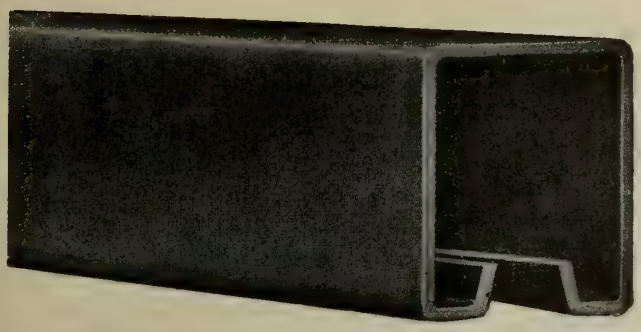
TRADE MARK

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - - MONTREAL



That Good "Richards-Wilcox" Trolley Track

PICK up a length of it and look it over carefully. Run your eye down one side and then down the other side, and see how straight it is.

Look through it and see how straight the runway is. See if there's any twist or bend or warp in it.

It is the only track on the market in which the wheels cannot scrape the side of the box, or the pendant scrape the flange.

There are cheaper hangers than "R-W" —there are none so good.

When a farmer buys a trolley hanger, he thinks he is buying the best. Sell him THE BEST rather than the second best.

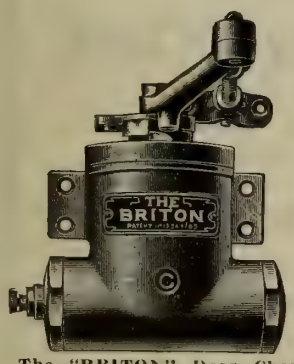
Now put a Champion 321 Hanger in it. Observe that the only point of contact is right on the tread, where the machined wheel runs on a flat surface, eliminating all friction.

Richards-Wilcox

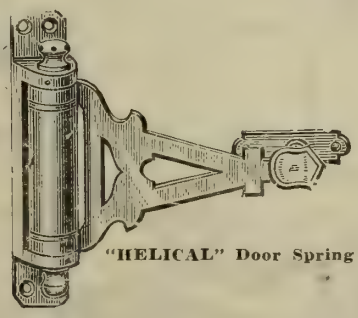
CANADIAN COMPANY, LTD.
LONDON, ONTARIO.

WHEN YOU CAN HAND OUT A HANGER AND SAY HONESTLY, "JOHN, THAT'S THE VERY BEST HANGER I KNOW OF," THE SALE IS HALF MADE.

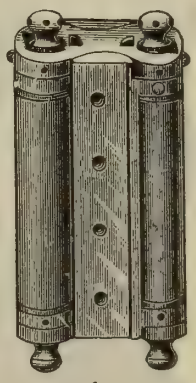
Look for the name on every length of track.



The "BRITON" Door Check and Spring



"HELICAL" Door Spring



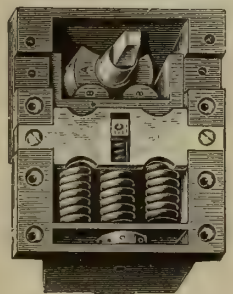
Regulating Spring Hinge

There is an abundance of profit and satisfaction in selling

NEWMAN'S LINES

of SPRING HINGES, FLOOR HINGES, DOOR CHECKS and SPRINGS OF ALL KINDS, PANIC BOLTS, FANLIGHT GEARING, Etc.

Be sure to get lists and full particulars now



"INVINCIBLE" Floor Spring



Rod Spring

WM. NEWMAN & SONS, Limited

BIRMINGHAM, ENGLAND

ENQUIRIES TO

FREDERIC SARA & COMPANY

326 Ninth Ave. West, Calgary, Alta.

If interested, tear out this page and keep with letters to be answered.

With a Given Amount of the Same Ingredients

one woman will turn out a loaf of bread that is sweet, light and wholesome—a pleasure to behold and a delight to find before you on the table.

Another with fully equal opportunity will produce a loaf that is best passed by with a brief look and a few kind words.

Neither woman can be always sure of just the same results as so many elements enter into the successful accomplishment of this difficult task.



UNIVERSAL Bread Makers

are designed to remove this element of risk for both the good cook and those who are not so good.

The excellence of the bread is either made or marred in the mixing.

Proper mixing may be effected, every time the same and much more efficiently than by hand, by means of the Universal Bread Maker.

Real home made bread far better than any which may be bought can in this way be made quickly, cleanly and to the satisfaction of all concerned.

If we have told you something new
Then tell your customer also.

Landers, Frary & Clark

New Britain, Conn.

Canadian Representatives: A. MacFarlane & Co.
Coristine Bldg., Montreal

UNIVERSAL

No. 2 Each $1.75
Capacity, 2 loaves

No. 4 Each $2.50
Capacity, 2 to 6 loaves

No. 44 Each $2.25
Capacity, 2 to 6 loaves
With table Clamp and Top

No. 8 Each $3.50
Capacity, 4 to 10 loaves

If interested, tear out this page and keep with letters to be answered.

"-I have used them all, but I find DISSTON best"

Extract from a letter from one of our customers who sells "DISSTON SAWS"



No. D8—DISSTON

Could You Ask for a Better Trade-Builder Than This Kind of Customer-Satisfaction?

This satisfaction is the result of seventy-six years' uninterrupted effort in the part of HENRY DISSTON & SONS to produce not only the best SAWS on the market but the finest that could be made.

This reputation for quality which cost the DISSTON COMPANY years of study and costly research is an active asset in the development of YOUR business for you to avail yourself of at no expense whatever.

A man buys where he has already had satisfaction. DISSTON SAWS are a means of cementing the good-will of your customers that has a tangible dollar-and-cents value to you. Avail yourself of it.

WE CARRY A COMPLETE ASSORTMENT DISSTON'S SAWS, TOOLS AND FILES



Reg. U.S. Patent Office

LEWIS BROS., LIMITED, MONTREAL

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

If interested, tear out this page and keep with letters to be answered.

PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.
Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



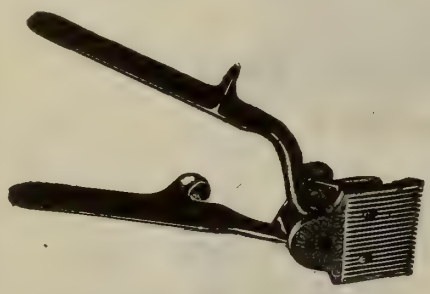
STANDARD No. 0, No. 1 and No. 2.
Retailing at about $2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about $2.25.



SPEED
Best low-priced Clipper made. Retailing at about $1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.

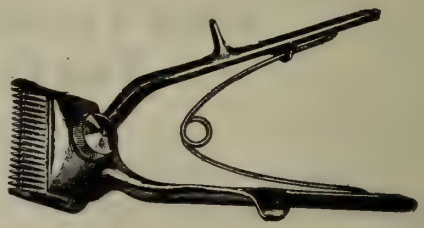
A. MacFarlane & Co.

Coristine Building, Montreal

Canadian Agents for

Wiebusch & Hilger, Ltd.

New York City



CADET
with visible spring, retailing at about $1.00.

TINNERS, ATTENTION!

LABOR AND MATERIAL are at a premium. PROMPT DELIVERIES on some lines are impossible. We therefore suggest that you anticipate your requirements AS FAR IN ADVANCE AS POSSIBLE. ALWAYS REMEMBER B. B. tools are the STANDARD for QUALITY, SPEED AND ACCURACY. Write us when in need of SHEARING MACHINES, STEEL AND IRON BRAKES, FOLDERS, BEADERS, PUNCHING MACHINES, SOLDERING COPPERS, SMALL HAND TOOLS, ETC., ETC.

THE BROWN, BOGGS CO., LIMITED

HAMILTON, CANADA

Montreal Agent:
W. L. HALDIMAND, Jr.

Western Agents:
BISSETT & WEBB, Winnipeg.

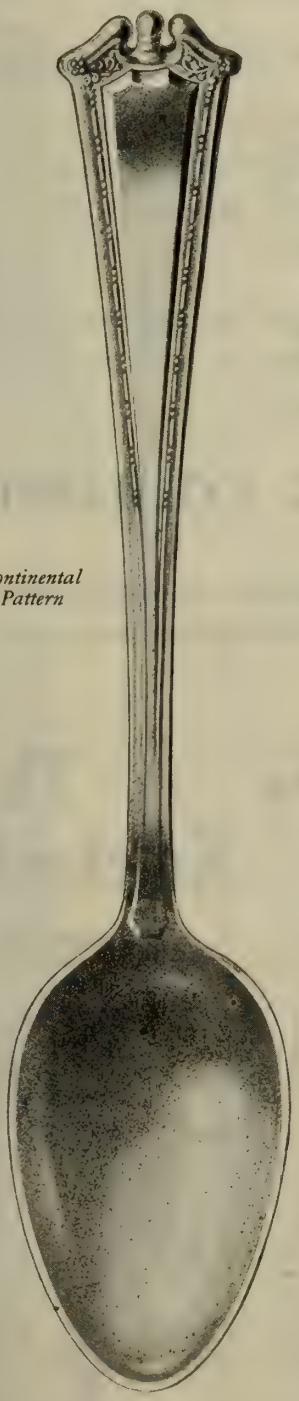
British Columbia Agents:
E. A. EARL & CO., Vancouver

If interested, tear out this page and keep with letters to be answered.



1847 ROGERS BROS.
SILVERWARE





Continental Pattern

Maintenance of Price Will Benefit All

BY closing the source of supply to those who persist in "Price Cutting" we shall act within our rights, giving you the protection that is necessary for the successful conduct of your business. In return we ask your assistance by not retailing our ware at a less price than suggested in our Catalogue No. 27.

We predict a very material shortage in the supply of Cutlery and Flatware during the coming season, and those who do not anticipate their requirements well in advance will be disappointed in the deliveries obtainable.

Remember

1847 ROGERS BROS.
Flatware and Cutlery
"Silver Plate that Wears"

is sold with an unqualified guarantee made possible by the actual test of over 65 years. There are other "Rogers" and other kinds of silverware, but there is only one genuine "1847 Rogers Bros." Send for Catalogues No. 27 and No. 28.

MERIDEN BRITANNIA COMPANY
LIMITED
Hamilton, Canada



If interested, tear out this page and keep with letters to be answered.

DAVIDSON'S "STERLING" ASH SIFTER



"Special Features"

It separates the ashes from the Cinders quickly and efficiently.

It does the work without making any dust.

It is easy to operate. By turning the handle the ashes fall through to receptacle beneath, and cinders are automatically discharged into the coal hod.

It is made of galvanized steel and will not rust, while there is nothing to get out of order.

THE THOS. DAVIDSON MFG. CO., LIMITED

TORONTO MONTREAL WINNIPEG

You can put a stop to faulty hot water systems by installing

The Knickerbocker Generator

It is a positive remedy that is easily applied to the open or closed systems of hot water heating.
Entirely automatic.
Connects with one-inch nipple to outlet of expansion tank.
Makes a hot water system equivalent to a low pressure steam plant.
Increases radiation from 25 to 30% with same firing.
Reduces the size of pipes and fittings.
Temperature of water can be varied up to 250 degrees.

A top-notch profit producer.

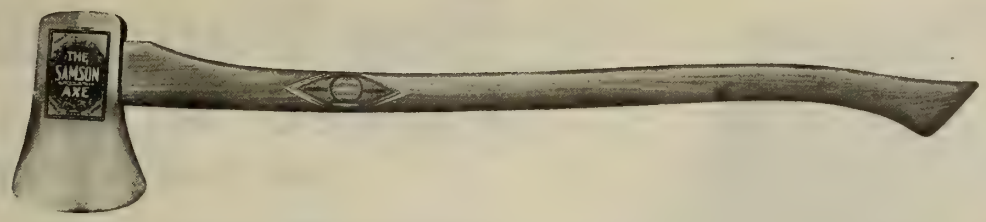


Particulars on request.

The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide St. West, TORONTO

If interested, tear out this page and keep with letters to be answered.







SAMSON CHOPPING AXES

are

Supreme for Good Service

The Crucible Steel Bit, the careful tempering and testing, the high grade workmanship have built a reputation which makes the SAMSON axe one that you can sell with absolute confidence.

FULLY GUARANTEED

HOWLAND'S SAMSON—The Name Insures the Quality

HOWLAND'S SAMSON QUALITY H.S. HOWLAND SONS & CO. TORONTO

H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE MERCHANTS

TORONTO

HOWLAND'S SAMSON QUALITY H.S. HOWLAND SONS & CO. TORONTO

If interested, tear out this page and keep with letters to be answered.



No. SC 935

Buy Your Hinges
Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

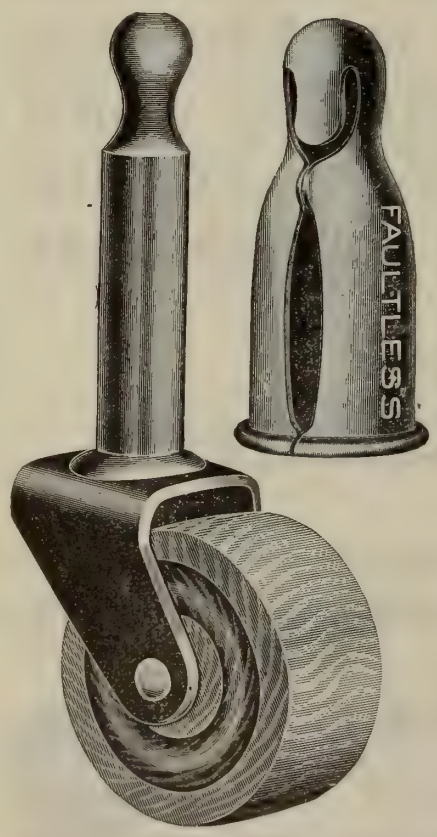
Light Strap Hinges	Pair in a Box	SC 900
Light Tee Hinges	" " "	SC 904
Heavy Strap Hinges	" " "	SC 209
Heavy Tee Hinges	" " "	SC 609
Corrugated Strap Hinges	" " "	SC 935
Corrugated Tee Hinges	" " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.
Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Canada



Full Size F-2-8. One of the 2500.

Faultless Quality Casters

They're the kind that will please your customers.



Faultless Caster Co.
Evansville, Ind.

Dept. A

Gold Medal, Highest Award, at the Panama-Pacific International Exposition in 1915 on

"Furniture Casters of All Types"

If interested, tear out this page and keep with letters to be answered.

Quality Service

Courtesy in Business

* * *

Fittingly framed and hanging in the Offices of one of the most important Public Service Corporations on this North American Continent is the following

'Did you say Please and Thank you?'

Broad minded men direct the destiny of that Corporation, men who know that public or private enterprises to be lastingly successful must operate for the public good.

Quality and Service are the two important factors in our business life today, but Courtesy is the door through which they must enter.

We are large producers of Hamilton Pig Iron and our output of Open Hearth Steel Blooms and Billets, Iron and Steel Bars of all shapes and size runs into enormous tonnage.

The products of our mills include practically everything that can be manufactured from Iron and Steel and these we distribute to thousands of satisfied customers.

Our business is an extensive one and a successful one. The World is our market: but our prosperity and success in the future, as in the past, depend upon the continued confidence, co-operation and good-will of the people we serve.

The Steel Company of Canada, Limited

HAMILTON TORONTO MONTREAL WINNIPEG

If interested, tear out this page and keep with letters to be answered.

MACLEAN'S *for* NOVEMBER

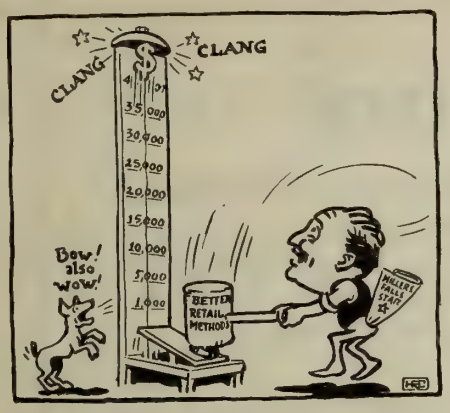
WANTED—A NATIONAL ANTHEM. Perhaps you yourself have felt in these times of intense patriotism Canada's lack of a real National Anthem; and, if so, Arthur Stringer's magnificent presentation of Canada's need in the November MacLean's will make you say "Amen and Amen." : : : The problem of the returned Soldier—a phase of it—is the subject of a special article which has the sanction and approval of Sir James Lougheed, President of the Military Hospitals Commission; a contribution of genuine interest to all business men : : : Business men will be glad to learn that the fine monthly Business Outlook article is to be added to by a department headed "Information on Investments" : : : Another excellent and timely contribution is "Putting the Crop Across" — how Canada markets her wheat.

CONTRIBUTORS:

Arthur Stringer
Arthur E. McFarlane
Robert W. Service
Peter McArthur
Betty Thornley
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Hopkins Moorhouse
H. M. Tandy
Hugh S. Eayrs
C. W. Jefferys
J. W. Beatty
Harry C. Edwards
E. J. Dinsmore
Lou Skuce
Henry Raleigh

H. F. GADSBY writes on "Conserving the Conservatives"—a political article that both Liberals and Conservatives will find good reading : : : Peter McArthur, farmer-author, begins a series of stories in the November Number with "The Witch of Atlas"—extremely good : : : Robert W. Service has another "At the Front" poem—"Fleurette," strong yet tender : : : H. M. Tandy, a Canadian writer of fine ability, has a story, "Straw-Stack Strategy"—fine! : : : Serial stories by Arthur Stringer and Arthur E. McFarlane.

At all News-Agents Fifteen Cents



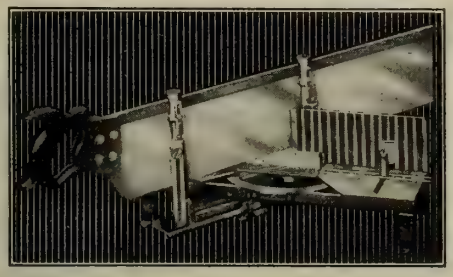
Better Retailing Means A Better Business

Every month "The Millers Falls Star" is crowded full of valuable suggestions on better retailing. Every month it gives you many new ideas on modern hardware merchandising and shows you ways to improve your methods and strengthen your organization.

Just now we are running a series of articles on sales training that outlines in detail a method of grading up your sales force that will run up the sales total on your cash register and the net profit on your books.

Are you reading the good things in the "Star" and putting them to work? Are you taking full advantage of the merchandising service we are offering you?

Don't let the fact that you are buying Millers Falls Tools through a jobber prevent you from writing us at once and getting our Service. There are several thousand more dealers who ought to be on our mailing list. If you aren't there, write us to-day.



Sell Standard Tools

Here's the mitre box that is known the country over as the standard tool for doing fine and accurate work. Quick-acting—unusual capacity range—rigid construction that will last for years.

If you only have a small tool stock, you need to carry the Standard tool.

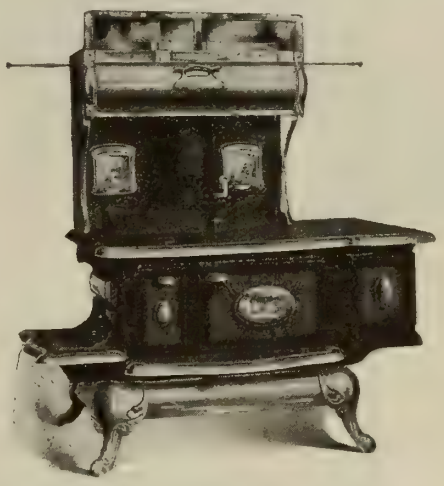
MILLERS FALLS CO.

"Toolmaker to the Master Mechanic"

MILLERS FALLS, MASS.

N. Y. OFFICE, 28 WARREN ST.

The KIR-BEN Kir-Ben Cast Range



In a cast Range we provide a variety of styles and finishes—plain, ebony, standard, nickeled; and with right and left hand reservoirs. They are convertible for either coal or wood.

In them all the essential Kir-Ben ideals are fully realized—

FUEL ECONOMY
BAKING ABILITY
DURABILITY

Some of the notable details of Kir-Ben Cast Ranges are:

Grates and Linings—Either brick or iron linings for coal and duplex, dockash or flat grates as customer may desire. For regular wood burning a complete set of wood linings with sliding bottom-grate can be supplied.

Fire Box—Large and roomy, will take wood 27 inches long.

Oven—Heated by improved flue on five sides. Movable oven rack. Pedal door opener.

Damper—Only one to regulate. Shows at a glance whether opened or closed.

Broiler Door and Pouch Feed.—Large and opens down out of the way. Convenient for adding feul when heavy utensils are in use.

Reservoir—Very large capacity and quick heating.

Ash Pan—Large and snug fitting.

Clean Out Door—On front under oven door—easiest place to get at.

This is only a partial summary of distinctive and meritorious features of a **Kir-Ben Cast Range.**

Our catalogue gives the whole story.

You should be a Kir-Ben Agent
—for your own sake and to give your customers the perfect range.

Kir-Ben Ranges, Stoves and furnaces are **Masters.**

The very name, **Kir-Ben** is a passport to attention and favor.

Write us about representation—Our terms, proposals, etc.

It is worth while.

KIR-BEN, LIMITED

ALMONTE, ONTARIO

KIR-BEN AGENCY is the BEST

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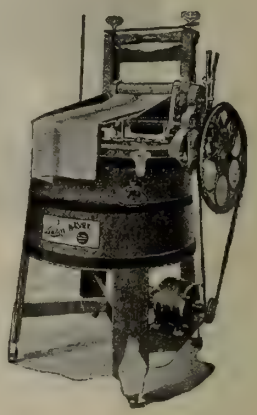
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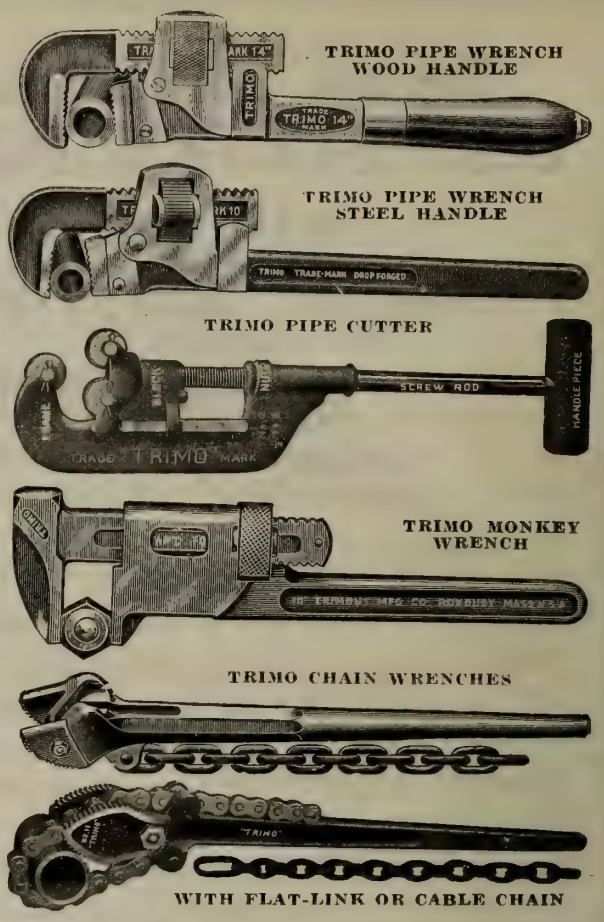
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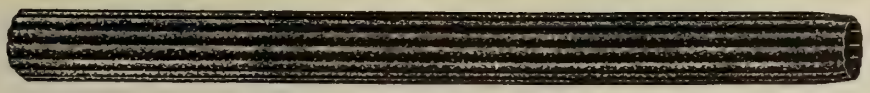
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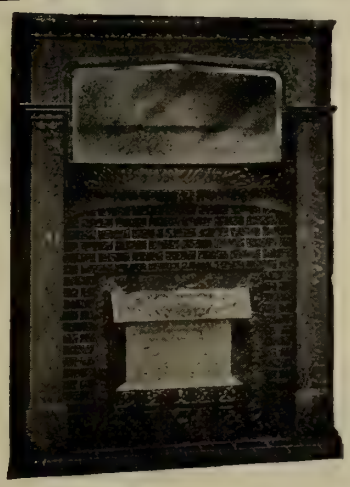
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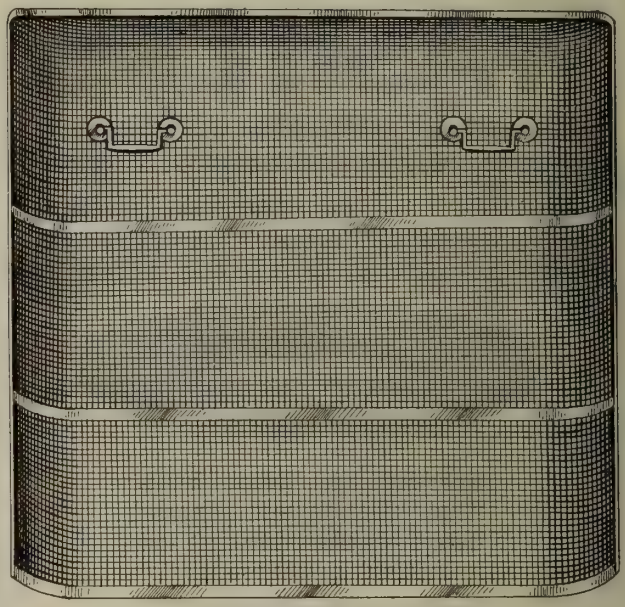
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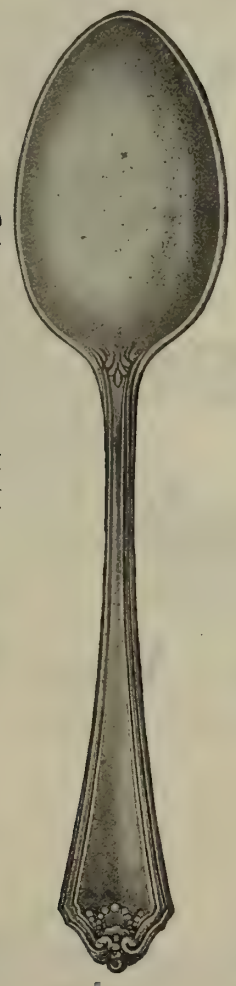
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Note on the back of all spoons and forks the Sterling Silver mound at the point where ordinary plated ware first shows signs of service.

Remember, too, that long life is also assured by the heavy deposit of silver on an 18 per cent. nickel base.



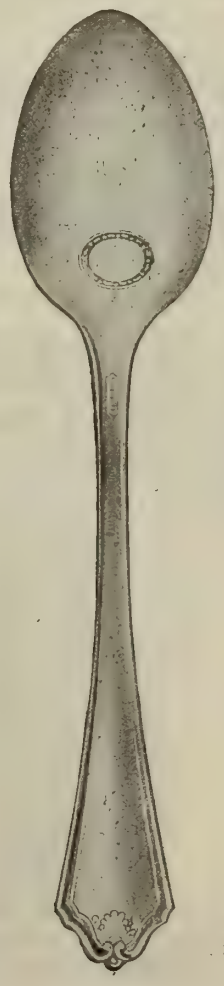
FRONT
Note Sterling character imparted by combination of Colonial and Bead design.

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WITH THE SILVER MOUND

This, our latest production, is an answer to the trade. Everywhere they have asked for a reasonably-priced ware. Here, in the Patricia line, you have a really saleable, really serviceable ware, to sell at a moderate price. Moreover, there is in these moderate prices a discount that should interest you.

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Niagara Falls : Ontario



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Note the position of Sterling Silver Mound, which prevents wear.

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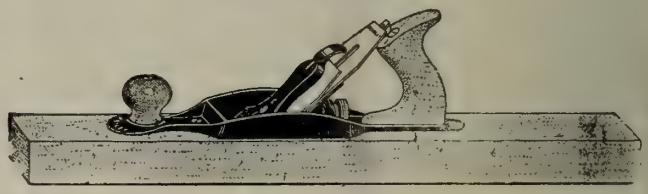
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Carpenters' Wood Planes

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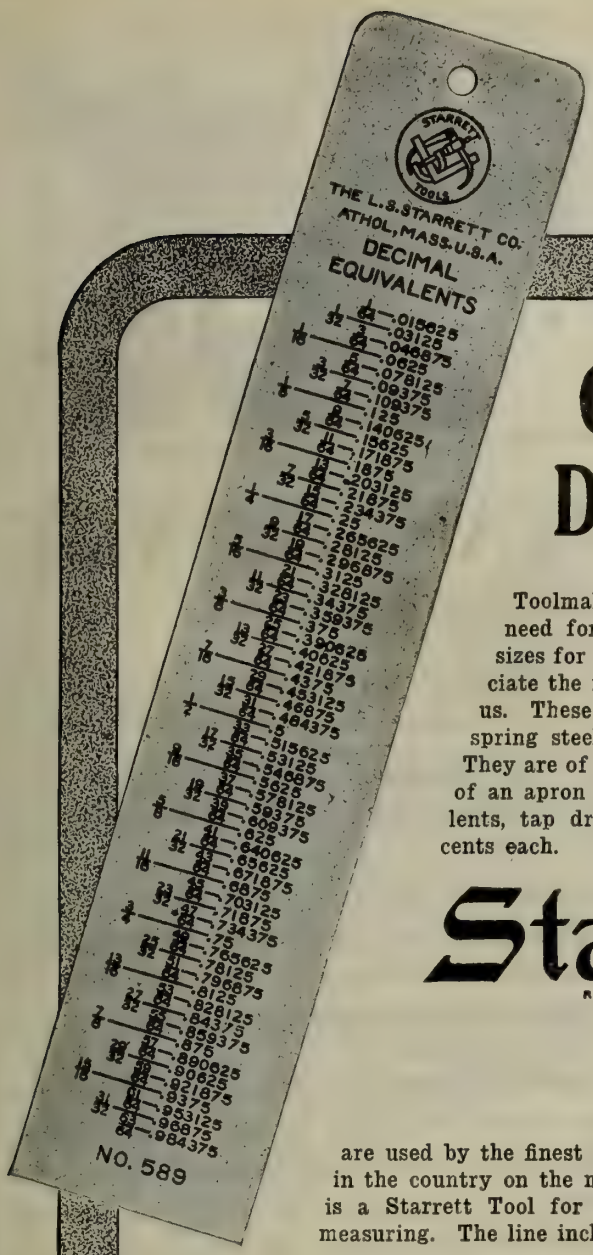
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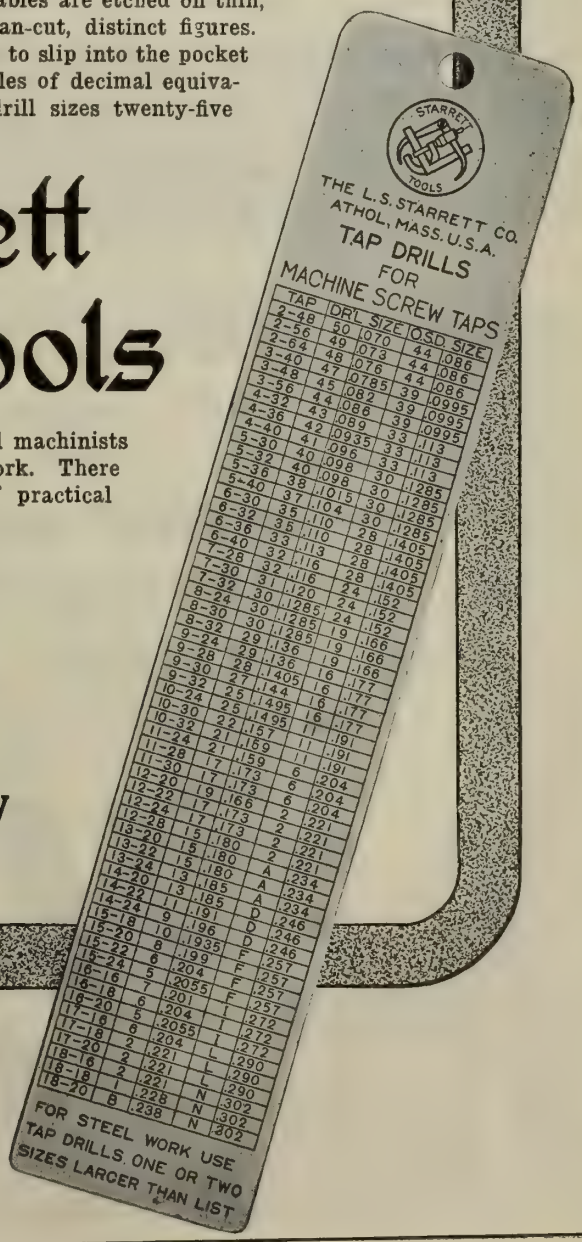
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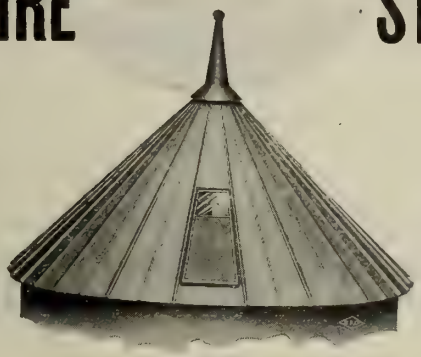
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QUALITY and VARIETY

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CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, NOVEMBER 11, 1916 No. 46

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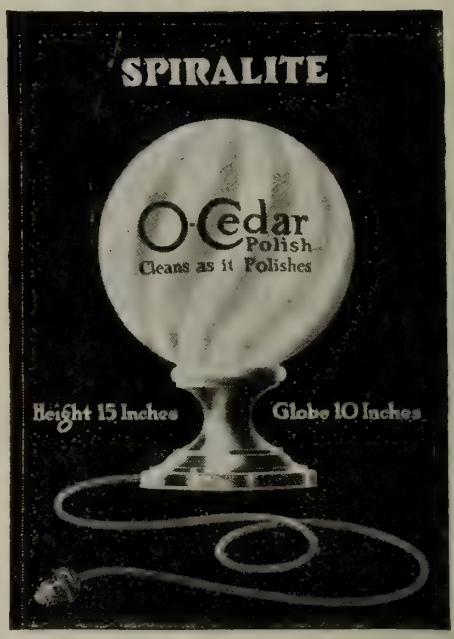
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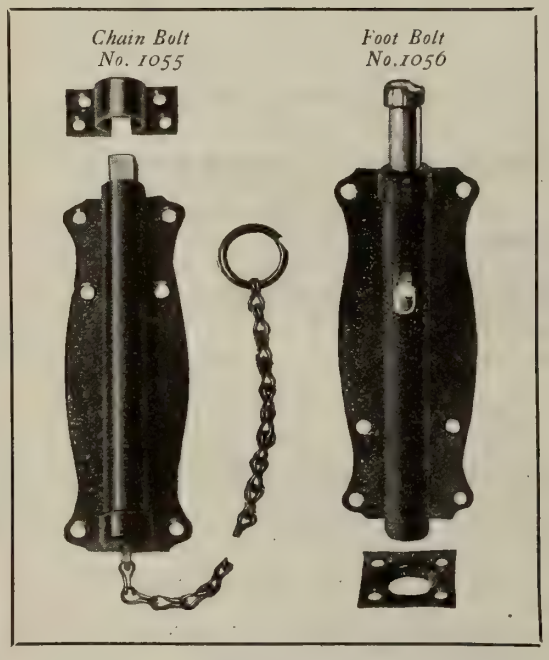
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It pays the garage owner to buy it because Stanley Hinges and Fastenings keep the doors from sagging, creaking or binding, and close them weather-tight.

It pays you to handle it because it is a very profitable, easy-selling line which attracts and pleases a most desirable class of customers.

Are you getting the Garage Hardware business of your town? If not, write our Service Department for Catalog R-211 and information concerning our Sales Helps.

Stanley Works

NEW BRITAIN, CONN., U.S.A.

Canadian Representatives:

A. MACFARLANE & CO., Coristine Bldg., Montreal

If interested, tear out this page and keep with letters to be answered.

Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 28 TORONTO, NOVEMBER 11, 1916 No. 46

The Enemy Goods Exhibit

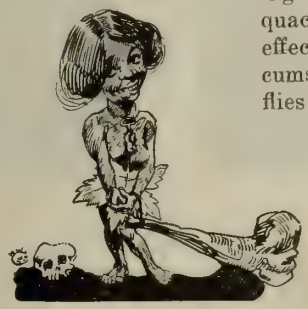
THE purpose behind the exhibition of enemy goods, now being shown in large Canadian industrial centres, was unquestionably a good one. But after paying a visit to the exhibit one cannot conscientiously refuse to voice some criticisms and suggestions. That it has been of assistance to Canadian business men, intent on improving their grasp of trade, is apparent, but it has not been fully effective.



The method of collecting the material was such that the goods displayed necessarily were somewhat shopworn. The visitor expected to see articles that had passed through the regular channels of trade and that showed all the signs of it. Nevertheless the general tawdriness of the display came as a distinct shock. "Tawdry" is the only word that describes the goods as a whole. Germany has dumped on the markets of the world a lot of cheap goods, it is true, but Made-in-Germany has been stamped also on a wide variety of the very finest goods sold; and that the exhibit should consist very largely of the dregs of German manufacture lessened its practical value.

The goods had been collected by British consuls from the four corners of the earth. One saw clothing from Trinidad, hats from the Straits Settlement and padlocks from Mombassa. The supplies from Mombassa, by the way, were a distinct feature. That Mombassa consul, apparently an energetic chap, had combed the Mombassan stores and had sent through specimens of everything. One searched in vain for the German skates that once were sold in Canada but as a solace found combs that Deutschland provided for the dusky belles of Mombassa. The display of German toys might be meagre but what of that? Were there not cow bells and loin cloths from Mombassa?

The mention of skates and toys lays emphasis on two of the weakest features of the exhibit. German skates have been sold in huge volume in Canada but the representative of HARDWARE AND METAL failed to find any on display. The German toy industry was wonderful in its scope and ingenuity but the toys included in the exhibit looked like the relics of a rather neglected Orphan's Asylum. Another weak feature was the collection of lithographs. In Germany lithography and printing have been developed to a very high degree of perfection; in fact, some of the latest improvements and inventions in the art of reproduction have come from the land of the Kaiser. But the prints on exhibition were without exception "chromos." German lithographers may still turn out these prints. They may still sell them—in Mombassa, of course—but there is little information in this for the British and Canadian manufacturer. What we want to replace is the best of German industry. Why were there not specimens on hand of rotogravure printing and the better specimens of German poster art?



It is perhaps unfair to suggest that the consuls went out into the highways and by-ways of trade and were accommodatingly sold goods of German origin that had stuck on the shelves of the storekeepers for years. But the idea carried away by the visitor was that most of the goods were of the cheaper variety of German manufacture and that a large share of them had been on store shelves for long periods.

It goes without saying that the exhibit had many interesting points for the manufacturer. "I had no idea that such goods were sold in such and such a place," was a remark frequently heard. Manufacturers might not want to duplicate some of the goods shown, but they gained ideas as to where certain lines could be sold. Full credit must be given to the men who planned the exhibition on that score. Furthermore, it demonstrated that Germany has done a huge business by turning out the kind of goods that the people of foreign countries want, instead of endeavoring to develop a demand for the goods that sell best in more civilized countries. The tawdriness of so much of the material shown conveyed this lesson. British industry has been too rigid on that point perhaps and, even if Germany's adaptability to foreign demand has resulted in the production of goods that are of poor quality, it has brought big trade to the land of the Kaiser.

An exhibit of this nature should also show, however, those articles of German manufacture that command a ready sale on the best markets of the world, the goods that have sold here in Canada, the goods that we must compete against. Such an exhibit would be of inestimable value to Canadian business men.

The exhibit, as it stands, gives a very inadequate idea of German industry. It almost suggests that the German manufacturer is the rag-peddler and the junk dealer of the world of industry when in reality he has been the most formidable competitor that John Bull has faced.

It is gratifying to learn that the directors are already arranging a fresh exhibit which will contain a better assortment and which in due course will also be brought out to Canada. It is promised that this show will be along more thorough lines and the directors are deserving of credit therefor, for having seen the inadequacy of their present effort and taken steps to effect an improvement. Perhaps under the circumstances this stricture is too severe—but, time flies and if a word of criticism will hasten the preparation of the new exhibit the above frank, though kindly-meant expression of opinion is justified. War is a time of outspoken thought. It is better to point out the faults in this laudable enterprise than to stifle the possibility of real results by perfunctory praise.

Meeting the Customer at the Door

A Hardware Man's Rule of Success—Friendliness as a Business Asset—The Evolution of the Small Town Hardware Store—An Example of What Can be Done.

"I meet my customers at the door." That is the way E. E. Johnson of Lansdown states a simple fact, that has in no small measure contributed to his success.

It is more than a mere statement of fact. It is an outline of a policy, one of friendliness, courtesy and competent service, that has been the backbone of the business, from the days when the little store on the hill was opened till the summer when Mr. Johnston moved into his new store.

The Hardware Store in the Small Town

Lansdown is only a small town that can number its inhabitants in hundreds, and not so many hundreds at that. In such towns Lansdown is generally found sandwiched in somewhere between the cheese and the calico in the general emporium. It is usually shy on the exact size of the nails one's heart hankers for, and hinges for the garden gate have often to be foregone. The hardware department of a country store often lays the emphasis on patience. This is not a condemnation. It met a certain demand, but could not in the nature of things meet all the demand. when its slender resources were unequal to the emergency the anxious buyer must needs wait for the first visit to a larger town.

Mr. Johnson, saw the need and believed that there was enough business to be done in even a small town, in one single line, to make it an assured success.

It was an experiement, but one that has amply proved itself. There are now



E. E. Johnson,

two distinct hardware stores in Lansdown, both doing a first class business, neither of their owners having to spend sleepless nights devising means to corall the other man's trade.

It has been demonstrated that the country hardware store is a possibility and Mr. Johnson is at present busily engaged in demonstrating the fact, that a small town store may be just as well equipped, just as well stocked and just as attractive generally as any city store.

No Formula for Success

There is no stated formula for success according to Mr. Johnson, other than hard and persistent work. "I don't leave the store much," he said, "I'm usually here, my customers are mostly farmers and I try always to be at the door when they stop."

When you come to the last analysis, in Mr. Johnson's opinion, its always the goods that make the business. He carries a full line in everything, complete to the last volt. "It's first class stock," he says, "bought at right figures." And I always try to tell a customer just what he is buying. Once is enough to sell any article. If they come again, I want them to come to buy something else, not to return in exchange something they have already bought."

When asked why he had moved into a new store when he was doing so well in the old, Mr. Johnson replied that if a man was going to continue in business throughout life, the greatest amount of his pleasure must be derived from it, and nice surroundings give an added zest to the work. "Why if I had to go back to my old place now," he said, "I believe I'd have to quit."

And if a man can take pride in his surroundings, so can a community. This has been proved by Mr. Johnson's experience. He has only been six weeks located in his new stand and is as yet hardly settled, but already, there has been a very considerable increase in business.



A view of the paint department.



A view of the hardware and tools section.

A Farmer's Store

The store is open every night, because it is first and foremost a farmers' store, and the farmer is a man whose days are full from dawn to dusk. But the farmer has an automobile now and once the cows are tucked away, leisure and a car just naturally lead him to the town. Therefore the closed night scheme would be a mistake, in Mr. Johnson's opinion.

Accessory Department

The fact that so many of the customers have cars has led Mr. Johnson to instal a very complete tire and automobile accessory department that has proved very successful. In fact there is very little that ever distantly approaches hardware that Mr. Johnson does not stock from salt to cement, big selling lines to fences and general hardware. He is also at present arranging a very attractive silverware and agateware department.

A Modern Store

The store of which Mr. Johnson is so justly proud is 40 ft. square with open faced and low cases in polished oak covering most of the wall space, and lending the whole store an unusually rich and attractive appearance.

Facing you as you enter, lighted by windows on three sides, is the tool and smallware department. It covers the whole wall right to the roof and is supplied with glass fronted drawers with a red plush face for displaying the sample. These drawers are shaped especially for the article they display, which breaks what might be a monotonous regularity. A large glass fronted compartment is for saws, axes and other larger tools. The drawers are reached by a ladder that faces sideways instead of leaning conventionally against the cases. Thus the salesman can reach the drawer from the side.



The hardware store of E. E. Johnson, at Lansdowne, Ont.—A modern store in a small town—Note the doorway at the rear, opening on the receiving room for incoming goods.

Under the main counter are bins for nails each capable of holding two kegs, a convenient and sightly arrangement, as the decorative volume of nails is limited.

Attractive Paint Display

To the left of this main counter is the paint department, arranged in adjustable oak shelving. In this way the stock need never appear depleted or over crowded, a simple change of the shelving almost doubling the capacity. In front of this is a show case for paint brushes of all varieties.

Facing the side window with its back to one wall of the office is another large display case. Its lower half, two feet in depth, and faced with grained oak is used for agate ware, while the narrow shelves reaching to the roof are for the silverware department. Handsome glass show case counters in front of these are used for displaying cutlery and similar goods.

Hanging Up the Shovel and the Hoe

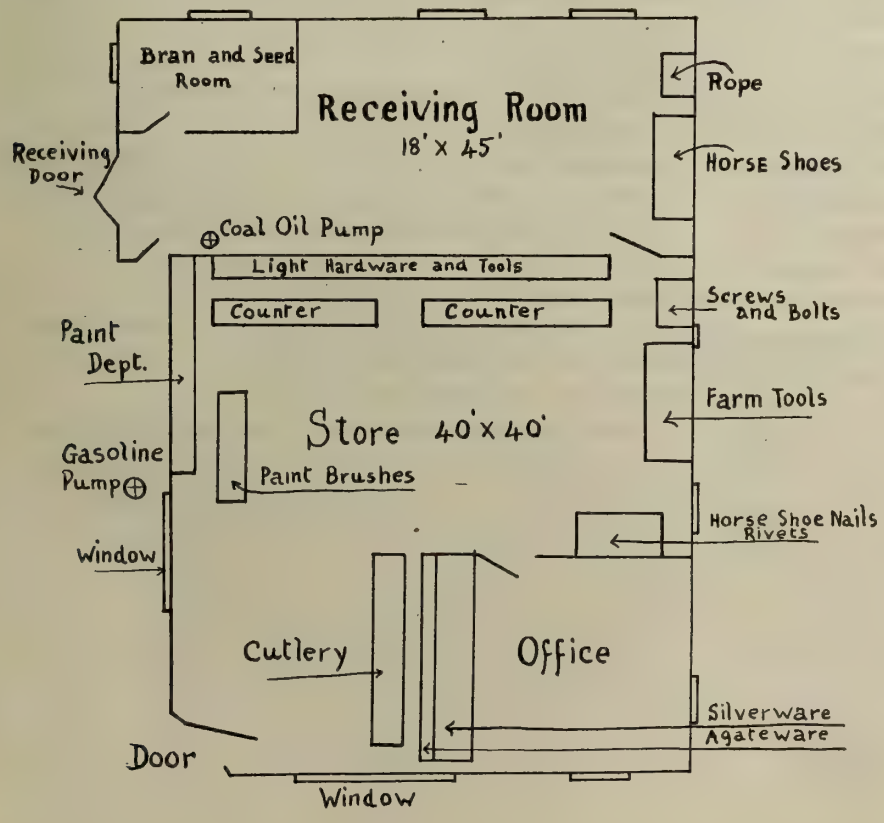
To the right of the store proper—are the farm tools. Framed in a large oak cabinet hung on double hooks in orderly array, they make a surprisingly attractive display. One realizes that the decorative value of the humble spade has been given full credit and that "Old Black Joe" said something when he suggested "hanging up the shovel and the hoe."

On either side of the case are two cabinets looking for all the world like a glorified card index system. Well, they are something of the kind. They index every screw and rivet and horse shoe nail and bolt to the fraction of an inch. For Mr. Johnson believes not only in service, but in prompt service, and he says many a man will drop in because he knows you can given him exactly what he wants, without a delay, where a slower service might lose his custom entirely.

Behind the Screws

So much for the store itself. The completeness does not stay there. Behind the store proper is the receiving room where the rough work of the business is done. Here everything is received.

(Continued on page 39.)



A plan of the ground floor of the store of E. E. Johnson, of Lansdown.

HARDWARE & METAL
CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, NOVEMBER 11, 1916 No. 45

TIME TO think of the Christmas trade.

* * *

REMEMBER that Christmas is getting closer all the time.

* * *

PAPER continues to advance. Printed matter will soon be getting into the luxury class.

* * *

THE BUSINESS outlook is most promising. The hardwareman should be able to get his share.

* * *

IT SEEMS fairly certain now that the war will last for another year and war contracts are being renewed.

* * *

THE PUBLISHER has bad dreams nowadays, dreams in which the goblins of Higher Paper Costs play a prominent part.

* * *

AT TIME of writing it is doubtful who has been elected president of the U.S., but it begins to look like a triumph for the razor.

* * *

THE WILSON sweep of the West was rather surprising in view of the fact that Watchful Waiting has been the keynote of his policy. The motto of the west has always been "Get Out and Hustle."

THE ENEMY GOODS EXHIBIT.

MANY manufacturers who visited the exhibition of enemy goods were disappointed. It did not show the goods that they were chiefly interested in—the lines that they might want to compete against. The exhibit was made up very largely also of the cheaper grades of German goods.

That it has done a large amount of good is incontestable, as it has conveyed to business men ideas with reference to the classes of goods that are sold the world over. HARDWARE AND METAL contends, however, that an exhibit, arranged by officials of the Imperial Government and sponsored by the Department of Trade and Commerce, should have been more thorough and complete. There are, for instance, scores of articles of German manufacture formerly handled by the hardware trade that were not shown. That the inadequacy of the exhibit is realized is evidenced by the steps now being taken to get another together which will be more complete. As plans for industrial and trade campaigns after the war are now being laid, this supplementary exhibition, if it is to do any good, must be ready for the public soon.

It is desired to point out that better results could be obtained if the co-operation of business men were secured in getting the goods together. The advice of manufacturers and retailers would be invaluable in placing the new exhibit on thoroughly practical basis.

THE WHOLESALE TRADE FAIR

ELSEWHERE in this issue is an article which gives an outline of the Leipzig Wholesale Trade Fair which is described as the pivotal point of German industry. The British Industries Fair and the Lyons Fair are Allied imitations of it. Another is planned for in Utrecht in Holland in 1917.

The movement for the establishment of such fairs is said to be sweeping the Allied nations of Europe. Undoubtedly that movement will be reflected here. The extent and manner of this development is unknown at present and this fact renders doubly necessary the viewing of it from every angle at present in order that we may intelligently prepare for the future.

Several plans suggest themselves in this connection. The most obvious one is that the Canadian Manufacturers' Association which so well represented this country at the Lyons Fair might act in conjunction with the British Industries' Fair Association to secure and maintain a permanent representation of Canadian manufactures in that exhibit. Or again a Canadian Fair might be feasible, although there are undoubtedly many arguments to be advanced against the latter plan in view of the present undeveloped scale of our manufacturing industries.

On the occasion of the recent fair in London the promoters were unfortunately so hampered by a lack of space that they had to restrict the exhibit to four principal trades, which resulted in hundreds of valuable exhibits being turned away. It is hoped that by next year this difficulty will have been overcome. The participation of the overseas Dominions in the London Fair would undoubtedly contribute to making that a gigantic exhibition.

The vital importance of these fairs cannot be too strongly emphasized as a factor in creating a prosperous condition of trade. They furnish a degree of permanence to it offered by no other agency. Orders are booked a year ahead. Goods are standardized, production costs lessened. In short, the manufacturer can plow ahead. It is further pointed out that as a stimulus to the creative faculty of the nation these fairs are unsurpassed. The development of the idea in Canada appears to be a necessary corollary of any plan of trade expansion.

Advertising with Warmth In It

The Advertising of Ashdown's, of Winnipeg—The Luke-Warm (or Colder) Advertising of a Nova Scotian—Teaching the Public to Become Larger Buyers—A Little Sermon on Success

By John C. Kirkwood.

IT does one's heart good to see the fine advertising being done in Winnipeg by Ashdown's. It would seem, from examples of their advertising which have come to my desk, that they make almost daily announcements. Also they use spaces of good size, and many illustrations; and their advertising man takes pains to "layout" or "display" his advertisements, and to provide the right sort of "copy" or reading matter in connection with each special article featured.

Two of these Ashdown advertisements which have come to us are herewith reproduced in order that readers of HARDWARE AND METAL may see the style of their advertisements, and perceive both their attractive and their selling power.

One thing is self evident; it is that these Ashdown advertisements are real shopping news to Winnipeg public; and one can conclude confidently that they are gratifying resultful.

Ashdown's seem to hold two beliefs very strongly. One is that they have many lines in which they believe the public ought to be interested; the other is that they believe that the public can be made and are genuinely interested in what hardware dealers provide. It is on these two points that I wish to build this little talk.

The Hardware Man's Belief

It goes without saying that the hardware dealer and his sales staff are deeply interested in their own merchandise. Otherwise they would probably be in some other line of business. They have been attracted to the hardware business because of their intense interest in the class of goods a hardware man deals in; and really, there are few businesses possessing greater appeal to men of action and of masculine fibre than the hardware business. The very name "hardware"—hard ware, wares made of metal principally—is masculine in its essence.

Also there is a certain element of the mechanical in the hardware business. tools, machines of sorts, machinery accessories, building supplies and all such merchandise are vastly interesting to the average man. So it is easy to understand the intensity of interest that those in the hardware trade have in their business; and how this particular class of business interests new customers—farmers and others. I remember that when I was in the retail grocery business, I saw and served more women folks than men folk; and I used to envy the hardware dealers in my town, for I knew that they got the men's trade; and the men carry the purse.

Now if the hardware trade is intensely appealing to those engaged in it, it can be safely assumed that what the hardware dealer sells is likely to be equally interesting to the general public. But it remains for the dealer to discover and develop this interest, and to turn it to profitable account.

This means, if it means anything, that the hardware dealer must be active in interpreting and revealing his business to others—this if he is to sell all the merchandise his community can absorb. He can be very sure that what he has to say will be read with responsive interest by his public if only he will say what he has to say interestingly—with some warmth and color in his advertisements.

Many retailers, when they sit down to write an advertisement, seem to freeze up in their brain and fingers, and what they write is frigid and pale. Now nobody wants to buy from a lifeless frosty mannered man, whether he be proprietor or employee, we all like to be served by eager, interested attentive salesman; and we all like to read the advertising in which there is blood-heat at least, and that has the red color of animation in it.



An Advertisement in which the chilliness of the refrigerators drives out the warm of the oil stoves—an advertisement prepared without earnestness and with little or no belief in the public's responsiveness. He who expects little is rarely disappointed.

I am reproducing an advertisement which appeared in a Nova Scotia weekly, to indicate a rather lifeless sort of advertisement—an advertisement of the dashed-off kind. If one wished to be facetious, there is material in this particular advertisement for his wit. Oil stoves and refrigerators—one to make things warm, or hot, the other to make things icy cold! In the writing of this advertisement the refrigerator seems to have numbed the blood of the writer.

This particular advertisement, by the bareness of interesting detail, by its apparent disbelief in the responsive interest of the public, is in marked contrast with the Ashdown type of advertisement.

Frost-bitten and timid men should not really be in the retail business, for the public wants to be served by retailers and retailers' salesmen who have zip and zest in their make-up and manner; and any man whose blood flows warmly and whose spirit rises keenly to the call of selling can write an advertisement that will glow with ardor and communicate responsiveness in the reader. It may be just a common 5-cent mouse-trap that is to be advertised. The arctic dealer will say—"the Sure Catch Mouse Trap—5 cents." This dealer with something torrid in his make-up will say:—

> "How much does a mouse trap cost? It costs the amount of the destruction it commits. And if you have a family of mice in your home, they may cost you many, many dollars. Catch them! and do it with a Sure Catch Mouse Trap which you can buy for the smallest of silver coins—a 5-cent piece.

No need to get tumultuous over a 5-cent article, yet you can put just a little vim into what you may have to say about it.

I know this: that if I am a bridegroom, about to set up house-keeping, and go into a hardware store, with two or three hundred dollars to give the dealer, if he can get them out of me, he will warm up to his work like a prize fighter, and will tell me earnestly and helpfully about everything he wants me to buy or that I may say I want to buy. He'll tell me why I should buy the highest priced stove he carries in stock, about the advantages of the dustless ash-sifter, about the virtues of

aluminum kitchenware, about his best cutlery and silverware, and so on. I'll get him on fire, and he'll get me on fire,

Now what a man can say with his lips he can say with a lead pencil and a piece of paper; and if you want to write advertisements that have some sparkle in them, some earnestness and selling power write out what you would have to say to a hard buyer, or to a customer who will buy if only you can make the article desirable in his or her eyes.

To sum it all up: show your own belief in your goods, when you prepare an advertisement, and show this belief in copy that has some warmth of expression, some eagerness of purpose about it. Address the advertisement, in imagination, to your wife, or to the woman you would like to have as wife; and I promise you, you'll write very good advertisements.

The Public Interest

Get this, also into your understanding; the public of your community want to know about what you have for them; and why they should have what you have bought to sell them. Also this: if you are mute about your goods, the public will buy from you only what they are in immediate need of; and they will delay buying as long as possible. So if you keep coldly aloof from your customers and should-be customers, and if they postpone their shopping at your store as long as they possibly can, you are going to do only a fraction of the business that you can do, keep this in remembrance: the public buys very, very much that it does not need, just because some clever salesman or merchant made it desirous of possessing what was offered.

Eaton's flourish on this lust for possessing which they have tried in the communities they serve. Let Eaton's put on a sale of lighting fixtures at what purports to be a bargain price, and within an hour after 8.30 a.m., their opening hour, a hundred or more of these fixtures will have been sold. Let them put on a bargain sale of leather goods, or cheap jewellery, or confectionery, or suit cases, and they will attract hundreds upon hundreds of buyers, not all of whom want or need what they buy, but it "looked a pretty good bargain," and they bought it.

Right now, in your community you can be sure that not a few families are sending orders to mail-order houses for goods which can be bought locally, perhaps at equal prices. And always families and individuals are buying merchandise that they had no thought of buying until some advertisement made them desirous of having or buying the thing advertised.

Why do not more hardware dealers trade upon this known responsiveness of individuals to the appeal of suggestions? Never mind trying to find an answer to this question. Rather answer this question: Am I a hardware dealer, really trying with all my mind, heart, soul and strength to sell goods to the buyers in my community? The chances are that you'll have to say No.

I put it to you: What are you in business for, if it is not to sell all the people you can all the goods you can in all the ways you can? If you want fun out of your business, find it in aggressive selling. If you want profit out of your business, find it the same way.

Use pointers, too—The cheapest salesman you can employ. Buy space in your local newspapers—good sized space. Don't try to see how little space you can do with, use enough to get business—to make your customers and should-be customers sit up and take notice, and learn just what you want of them, and what you have for them. And work with your advertisement. Don't lean on it, or leave it to do all the work for you.

Do you imagine for a moment that Ashdown's or Eaton's are content with the mere preparation and publication of a good advertisement? You know perfectly well that they prepare themselves to support the advertising they publish. Do likewise and you'll find that your newspaper advertising will take on color and warmth, and that it will win you customers, add to sales and profits, and send you forward to new and higher achievements.



An Advertisement in which the car-owner is particularly appealed to; but not him alone. Advertisements of this definite character are surely interesting, and sell the goods advertised—and often goods not advertised.



Original occupied a space six columns wide. Good display, good copy, and obvious belief that the public will read and respond to this advertising.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE.

THE market reports this week show one of the heaviest budgets of price changes that have occurred in any one week during the past year. The whole trade is amazed at the remarkable advances which are taking place. Prices have long since passed figures which a few months ago would have been thought impossible. All price changes this week are in an upward direction and the lines affected include wire nails, fence staples, fence hooks, O. & A. wire, hay baling wire, cut hay baling wire, wire screen cloth, bale ties, soldering coppers, curry combs, door checks, brass hinges, wrapping paper, cotton twine, turpentine, cotton waste, gold and aluminum paints, galvanized and black sheets, single bit axes, double bit axes, handled axes, auger bits, ship augers, iron washers, gas ranges and hot plates, lapweld iron pipe, paint brushes, alarm clocks, steel thumb latches, Mrs. Potts irons, barn door latches, electric irons and toasters, sweat pads, asbestos paper, asbestos mill-board, lamps and shades, cross-cut saw, hand-saws, buck saws, sleigh bells, lamps and shades, lace leather, tinware, enamelware, japanned wares, stamped wares, tinner's trimmings, stove pipe, elbows, Canada plates, leather belting.

Further advances are expected on butt-weld pipe, screws, bolts, sandpaper, locks, emery cloth, sandpaper, linseed oil. One large American maker of hardware and tools has withdrawn all prices. Another has advanced all prices 10%. A large Canadian hardware manufacturer has advanced all lines from 10% to 25%. The list on poultry netting has been withdrawn and a new and higher list will probably be issued in the near future. Despite the high prices business continues good. Collections are also good. There is a scarcity of many hardware lines and deliveries from the factories are very slow.

MONTREAL MARKETS

MONTREAL, Nov. 9.—A heavy run of price changes, and all upwards, is the feature of the markets this week. Mostly affected are the articles made of iron and steel. Wire products have advanced in price. Nails are up again. Axes show a further increase in price. Augers are increased. Some brass goods have advanced, and also such copper goods as soldering irons. The outlook is very much towards a whole range of further increases in many lines of goods. Business is exceedingly brisk, and the rush of orders for shipment before close of navigation is greater than ever. The first deliveries of skates are being made, and all lines show advanced prices in varying degrees.

Iron and Steel Situation Serious

IRON AND STEEL.—A very serious outlook exists for iron and steel as regards prices and supply for the coming year. Even if the war were to stop suddenly, the mills claim that they have orders in hand from neutral countries to keep them busy for twelve months and more after declaration of peace. Vast shell orders to be filled in the latter half of 1917 mean the use of some 800,000 tons of metal. Shipyards and railroads are buying into 1918, and there is a threatened shortage of rails looming on the horizon. There is anxiety as regards a possible famine of pig iron. The few independent mills which of late had been able to supply at prices lower than the others, have now jumped their prices, and delivery is no better. The outlook is for still firmer conditions.

New Prices on Iron and Steel

New prices are out on iron and steel in the hardware trade lines as familiar in current quotations in HARDWARE AND METAL. Following are the new prices:—(Per 100 lbs.)—Horseshoe iron, $3.35; common bar iron, $3.15; refined iron, $3.35; machinery steel, $3.85; sleigh-shoe steel, $3.80; tire steel, $3.90; toe calk steel, $4.50; mild steel, $3.80; band steel, $4; domestic steel, $3.80.

Black diamond tool steel is up a cent and a half a pound to 13½c, and the whole market for iron and steel is in the firmest possible condition.

Nails and Wires Products Advanced

Standard steel wire nails are up again 15c on base price. They are quoted now at $4.15 base f.o.b. Montreal, $4.10 f.o.b. Toronto, $4.25 f.o.b. Sault, Port Arthur and Fort William, $4.15 f.o.b. Quebec City, and $4.15 f.o.b St. John, N.B., or Sidney, N.S. This advance and advances on other wire products will not come as a surprise. It has been predicted by HARDWARE AND METAL for some weeks past.

Screws and Bolts Next

The tocsin of the trade is sounded in warning that screws and bolts of all kinds are due for a raise in price. Some opinions are as pessimistic as to predict a 50 per cent. increase in the prices of screws.

Axes Add 25c Per Dozen

All lines of axes are up in price by 25c per dozen. Some special lines are increased still more. Joiners' axes are $9.50 per doz. instead of the former $9. Handled, they are $11 (a 50c increase per doz.). Framing axes are now $11 a dozen.

Iron Washers Up

Even such items of iron as iron washers (wrought iron) have not been overlooked in the general increase for iron products. These are now quoted at 20 off, instead of 25 per cent. off.

Ship Augers Advance

Ford ship augers are quoted at 20 per cent. off list, instead of 30 per cent. off list, and Ford's car bitts are 20 per cent. off, instead of 35 per cent. off list.

Plain and Hay Wire Up 15c

Plain wire is up to $4.55 base now, and hay wire is 15c higher as follows: No. 13, $4.45 per 100 lbs.; No. 14, $4.50 per 100 lbs.; No. 15, $4.60 per 100 lbs.

Bale Ties Also Increased

Bale ties are now quoted as follows: No. 12, $4.85; No. 13, $4.95; No. 13½, $5; No. 14, $5.10; No. 15, $5.35; and No. 16, $5.55.

Fence Staples Up 20c Keg

Fence staples, both bright and gal-

vanized, are up in price. The bright now cost $4.35 and the galvanized $5.20—about 20c a keg increase.

Steel Wire Up

Bright steel wire is quoted now at $4.55 base, an increase of 30c on last week's quotations.

Cut Hay Wire Up Also

Cut hay wire is up about 7½ per cent., and the limit is not yet reached in increases in wire, declare the best opinions.

Wire Screen Cloth Up

Wire screen cloth is now at $2.50 per 100 square feet, an increase of 25c, and there is a further rise predicted for this.

Metals Generally Exceedingly Firm

OTHER METALS.—In line with iron and steel the other metals affecting the hardware trade are mostly all in firm market.

Copper Very Strong

Copper is quoted at 33½c to 34c locally, and is very strong. Great domestic demand in the U. S. exists for copper as well as demand for export.

Pig Lead Shortage

A shortage of pig lead exists in Montreal, due probably to cautious buying. The shortage is quite pronounced. Lead is quoted at $9.75 to $10.

Tin Going Higher

Tin now quoted at $48 and $48.50 locally is in very firm and decided market, and probabilities are that tin will be still higher-priced before long.

Sheet Zinc Firm

Sheet zinc is very firm at the prices quoted last week, 25c to 25½c. Spelter is very much firmer at $14 and $14.50. Antimony is quoted at about 16c, and is quiet. Solders, both tinsmiths' and wiping, are as quoted last week—at 30c for tinsmiths5 and 28c for wiping solder.

Canada Plates Short

Quoted prices for Canada plates are merely nominal, as those who have any can get almost any price for them. There is a very great shortage of plates in Montreal. The same is the case as regards terne plates. Stocks have run to the lowest limit in these.

Shelf Goods Show Further Increases

SHELF GOODS.—Other lines of shelf goods increased in price this week include articles of brass and copper, as well as articles of iron and tool steel.

Soldering "Irons" Up

Soldering "irons" have gone up, the increase on these being full 12½ per cent. This is in accordance with conditions in the copper market.

Door Checks Increased

Door checks (Sargeant) are now at plus 33 1-3 instead of plus 25 per cent.

Brass Hinges Up

Brass hinges, middle, narrow, desk, broad, and shutter varieties are all up 5 per cent. in price.

Locks May Go Higher

There is a hint in the hardware trade in Montreal that Canadian-made locks are likely to go higher in price before long.

Turn Buckles Increased

Following new prices are quoted for stub-end turn buckles:—½ inch, doz., $4.70; ⅝ inch, doz., $6.55; ¾ inch, doz., $8.30; ⅞ inch, doz., $9.85; 1 inch, doz., $11.60; 1⅛ inch, doz., $16.40; 1¼ inch, doz., $16.85; 1½ inch, doz., $26.45.

Lapweld Pipe Moves Upward

IRON PIPE.—Higher prices for iron pipe have been predicted for some time past. Lapweld pipe has advanced, and the new prices are shown in a panel elsewhere. It is altogether likely that prices on buttweld pipe will follow suit in the near future.

A big shortage of boiler tubes exists in Montreal, stocks are broken, and many sizes are very hard to obtain. The chances of supplies of cast iron pipe from the States are remote.

Miscellaneous Hardware Advances

Paints and Oils

Some lines of paint have increased a shade this week in the hardware trade. They are: Ramsay's art enamel, aluminum paint, perfection and union gold paint, and Campbell's varnish stain. These are now 30 per cent. off, instead of 35 per cent. Reports on oils, lead, etc., are given in weekly paint market report elsewhere in this issue.

Increases Expected

Increases are expected in sandpapers, emery cloths, and all kinds of roofing papers.

Paper and Twine Up

Wrapping paper and cotton twine are up again, the paper at 10c a pound now, and the twine 40c.

TORONTO MARKETS

TORONTO, Nov. 10.—The number of price changes recorded this week kept wholesale men in a flurry to work out their new charges for goods. It has been a week of exceptionally heavy changes, as will be noted from reading the report. There seems small possibility of arresting the present upward trend. Wholesers are getting weary of the constant strain and turmoil caused by the ever-changing range.

NAILS GO STILL HIGHER.

Another advance of 15c. has taken place on the price of wire nails. Practically all wire products have advanced as shown in the market reports. The new price on nails follows:

F.o.b. London, Toronto, Hamilton and Milton .....$4.10 base.
(Freight equalized on above points.)

F.o.b. Montreal, Gananoque, Collingwod, and Owen Sound .....$4.15 base.
(Freight equalized on above points.)

F.o.b. Port Arthur, Fort William and Sault Ste. Marie.$4.15 base.

Windsor and Walkerville, f.o.b. factory points, carload freight allowed .....$4.17½ base.

Other changes on staples, wire, etc., are given in regular reports.

Withdrawal of Lists On Poultry Netting

POULTRY NETTING. — Manufacturers in Canada have withdrawn prices on all poultry netting. The former discount on the Canadian article was 30 and 10 per cent. off list, while the American is sold from the same list at a discount of 30 per cent. It is understood that the American product has not in any way been changed as yet. The withdrawal of these lists are pointed to by the wholesale men as undoubtedly presaging higher prices when the new quotations are out. These are expected shortly.

All Axes Have Advanced 50 Cents

AXES.—With the advance in other lines of steel goods, axes have this week taken to higher levels and are now quoted 50 cents in advance of recent quotations on most lines. Single bit axes are now quoted at $8 to $10.50 per dozen. Double bit axes are now $12 to $14 per dozen, and hunters' axes $5.50 to $7 and boys' axes $6.50 to $7.50. All the standard brands share in the advance Handled chopping axes are now quoted at $9.50 to $11.50.

Black Wire Cloth Again on Up Grade

WIRE CLOTH.—During the week an

advance of 15 cents per 100 square feet was registered in the price of black wire cloth, making the selling price now $2.50 per 100 square feet in 100 foot rolls and $2.55 in 50-foot rolls. This makes the second advance in this commodity within the past four or five weeks. The firmness in all wire products is stated to be the reason for the upward tendency.

Wire Nails Are Again Advanced 15 *Cents*

NAILS.—As intimated in HARDWARE AND METAL last week the expected advance in wire nails has taken place, a rise in price of 15c per 100 pounds being recorded. This now makes the base price $4.10 at Toronto, London, Collingwood and Owen Sound. This advance follows the firmness in the market for wire products, in fact keeping time with an advance recorded in all wire goods lines. This makes the second advance in two weeks and establishes a new high level for the price of standard wire nails.

Wire Products Go Up Still Again 15c

WIRE.—An advance was put into effect by the manufacturers of wire this week which provides for an increased price of 15c per 100 pounds base. The advances affects cut hay baling wire, fine steel wire, hay wire in coils and wire bale ties. Fence staples, however, share in the advance as being one of the wire products. Bright staples are now quoted at $4.40 per 100 pounds and galvanized at $5.25 per 100 pounds, with the usual extra of 25c per 100 pounds when put up in 25-pound boxes.

Another Advance in Builders' Hardware

BUILDERS' HARDWARE.—Manufacturers of the Sargent line of goods have announced another advance in all their lines of builders' hardware and tools. The new prices cover everything manufactured by this company. The Stanley Works, also extensive manufacturers of hardware, have withdrawn all prices and will give quotations only on application. Local jobbers find it difficult to keep track of things in the labyrinth of ever-changing prices.

All Enamelware and Pieced Tinware Advances

ENAMELWARE. — A sweeping change in the price of all enamelware and pieced tinware was put into effect this week which provides for an increase in price on almost the entire line from 5 to 15 per cent. Copper boilers that were formerly quoted at 10 per cent. off list are now at list prices. Copper tea and coffee pots, formerly at 10 per cnt. off list, are also now at list. In the japanned ware the colored is now quoted at 15 per cent. off list as compared with 22½ per cent. formerly, while the japanned coal hods are now 10 per cent. off list.

In the enameled ware Scotch grey is now 65 per cent. off list where formerly it was 65 and 10. White ware, formerly quoted at 66 2-3 per cent. off, is now 60 and 10 per cent. off list. White decorated now carries a discount of 5 per cent. as compared with 12½ per cent. formerly. Colonial is now 50 and 2½ per cent. off, as compared with 50 and 12½ per cent. formerly. Premier, formerly 40 per cent. off list is now 35 per cent. In the galvanized ware such as pails, washtubs, coal hods, etc., there is no change from previous quotations. These are all quoted at list with the exception of galvanized coal hods, which call for 10 per cent. to be added to list prices.

NEW DISCOUNTS ON COPPER AND NICKEL WARE, JAPANNED WARE, ENAMELED WARE, PIECED TINWARE AND STAMPED WARE.

Copper and Nickel Ware.

Copper boilers and kettles, net list.
Copper tea kettles and coffee pots, net list.

Japanned Ware.

Colored, 15%; white, 7½%.
Coal hods, 10%.
Japanned feed pans, 30%.

Galvanized Ware.

Dufferin pattern, English pattern washtubs and all other lines are net list.
Galvanized coal hods, add 10% to list.
These prices are the same as recent quotations.

Pieced Tinware.

Discount on all lines, 5%.
Copper bottom tea kettles and boilers, add 10% to list.

Stamped Ware.

Plain, 60 and 10%.; retinned, 60 and 5%.
Tinners' trimmings, plain, 60 and 10%.
Tinners' trimmings, retinned, 60 and 5%.
Tinners' trimmings, general, 20%.

In the japanned white wear the new discount is 7½ per cent. as opposed to 17½ per cent. formerly. In the japanned feed pans the discount is 30 per cent. off list, whereas the former discounts were 35 and 5 per cent.

In the pieced tinware the discount has been changed on all lines from 10 per cent. formerly to 5 per cent. under the new prices. Tin pieced ware in copper bottom tea kettles and boilers must now have 10 per cent. added to list prices. Formerly they were sold at list.

In plain stamped ware the new discount is now 60 and 10 per cent. as opposed to 66 2-3 per cent. formerly. On the retinned stamped ware the discount is 60 and 5 per cent. where formerly it was 60 and 10. Tinners' trimmings, plain, are also now 60 and 10 per cent. off list and retinned tinners' trimmings are 60 and 5 per cent. General tinners' are now 20 per cent. off list as compared with 27½ per cent. formerly.

Oil Storage Systems Are Due to Advance

OIL STORAGE SYSTEMS. — By reason of the recent heavy advance in the steel market one of the large oil companies, which also handles a line of gasoline and refined oil storage tanks, has been compelled to anticipate an advance in these articles in the near future. The advance has not yet been put into effect but it is expected that by next week an advance of fully 10 per cent. will be recorded.

Stovepipes and Elbows Increase

STOVEPIPES. — Stovepipe elbows and stovepipe have shared in the advances in common with many other lines during the past week. The new discounts provide for a substantial advance in price. The ordinary black stovepipe elbows are now quoted at 17½ per cent. off list, and the ordinary nestable stovepipe at 5 per cent. off list. Strainer wire prices are given only on application.

New Zealand Hemp Now Being Used in Rope

ROPE AND TWINE.—One of the recent developments in the rope situation in Canada is the manufacture of New Zealand hemp rope. This is the only hemp grown in the British Empire suitable for the manufacture of rope and larger quantities of it are each year being utilized by manufacturers. The manufacturers do not claim that it is equal to first-grade Manila, but they assert that it is better for general use around a farm than a second-grade Manila. It has the advantage of being 4½c cheaper per pound on base sizes than the first-grade Manila. Considerable quantities of this New Zealand hemp have in the past been turned into binder twine.

Generally the situation in rope products is holding steady. Sisal is very firm, with rumors of the likelihood of higher prices in the sisal fibre in the not distant future. The management of the Yucatan Commission in control of the fibre, with headquarters at New York, has been changed, and it is pointed out that changes of this nature have in the past sometimes presaged higher prices. In Manila lariat rope there has been an increase in the differential over the base price of 2½c per pound on both the three-strand and four-strand on all sizes. This makes the price for the three-strand 4c above the base price of 22½c and 5c for the four-strand above base. A good demand for wrapping twine continues.

Gas Ranges Record an Advance of 5 Per Cent.

GAS RANGES.—An advance of 5 per cent. on all the various grades of gas ranges has been put into effect by one of the manufacturers. At the same time as this advance was made, ordinary hot plates, angle iron hot plates, and oil and gas stove ovens were quoted at new list prices, which provided also far an increased price.

Cotton Waste Goes Up 1¼c. Per Pound

COTTON GOODS.—As intimated in HARDWARE AND METAL last week that the price of cotton waste would in all probability advance the first part of the present week, new prices have gone into effect and provide for an increase from ¾c to 1¼c per pound. On the polishing waste there has been an advance of 1c, the selling price now being 18c per pound. On the white wiping waste there has been an advance of 1¼c per pound. The new prices on these brands range from 13c to 17c per pound. On the fancy colored wiping waste there has been an advance of 1¼c, while on the lower grades of the colored there have been advances of ¾c to 1c. Wool packing waste remains the same as previous quotations, the range being from 10c to 20c per pound. Washed cotton wipers also hold at previous quotations of 12c for white, 9c for mixed colored and 8c for dark colored.

Lapweld Pipe Has Again Advanced

WROUGHT PIPE.—Considerable advances have been recorded in the price of lapweld pipe in all the various grades, as announced by new lists that have been issued during the week. The increases run all the way from 37c net on the standard black 2-inch pipe to $12.40 per 100 feet for the 10-inch pipe. The galvanized lapweld increases in a corresponding degree. The new price list will be found in the current quotations.

All Lines of Brushes Advance About 15%

PAINT BRUSHES.—One manufacturer of paint brushes this week put into effect an advance on all lines of bristle paint brushes, which provides for increases ranging from 5 to 25 p.c. On one of the standard lines of brushes, for instance, commonly known as the "pound brush" among painters, this line to the retail trade has advanced approximately $3 per dozen, and are now selling in the neighborhood of $20. In brooms there still continues a firmness. Some of the manufacturers' agents are refusing to book orders for future delivery at present prices as far away as January. Some will only take them at 20 per cent. advance on present prices.

THE ALTITUDE TEST.



—*The Vancouver Province.*

Soldering Irons Advance

During the week an advance was recorded in the price of soldering irons, the new price being 61c per pound base.

New Discount on Curry Combs

The manufacturers have issued a new discount on curry combs, making the new quotation 15 per cent. off list, instead of 25 per cent., which was formerly the prevailing discount.

All Saws Are Up

Local jobbers have been apprised of the fact that all saws are now quoted by the manufacturers at an advance of 15 per cent. over recent quotations. This includes crosscuts, handsaws, bucksaws, and all other classes of this make of goods.

Sleigh Bells Up 10 Per Cent.

At least one manufacturer of sleigh bells has seen fit to increase the price on all lines of their goods to the extent of 10 per cent. over recent quotations.

Lamps and Shades Up

A line of nickel lamps and shades carried by one of the large oil companies have been advanced 5 to 10 per cent. Glassware parts of these lamps has also advanced in a like amount. Another advance in these goods is expected in the near future.

All Ingot Metals Remain Firm

The metal markets continue steady and in most cases firm. The copper situation is still the principal feature of interest and higher prices are looked for. The demand for copper is very heavy, and few producers hold any metal for the first quarter of 1917. The spelter situation has improved and quotations are holding firm, with producers still disinclined to sell freely.

COPPER.—The export and domestic demand for copper continues heavy, and some sellers have disposed of all their production up to July, 1917, while few have any metal for sale until after the first quarter. The market is very strong, and a further advance would not be surprising. Local quotations are firm at 30-31c.

TIN.—Tin advanced recently in London, the reason not being explained. The situation in New York appears to be somewhat complicated, and the increase in the visible supply has not depressed the market is is usually the case. Permits to ship tin from London to New York are still difficult to obtain. Local quotations are firm at 47c per pound, and the demand is good.

SPELTER.—The market continues strong and producers are reported to be still disinclined to sell freely, believing that prices will go higher as the price of ore has advanced about $7.50 per ton, thus increasing the cost of producing spelter. Prices are a little higher locally at 12½c to 13½c per pound.

LEAD.—Quotations are firm, but the market continues quiet, although there are indications of more activity in the near future. Lead is unchanged locally at 9¼c per pound.

ANTIMONY.—The market is easier and business dull. Quotations are unchanged at 18c per pound.

ALUMINUM.—The demand is rather quiet, but the market is steady at unchanged quotations. Local price, 68c per pound.

Pig Iron

Pig iron is higher this week by $2 per ton, and the market is excited.

Premier Sheets Advance

Premier galvanized shells have advanced 5c per 100 lbs., and present quotations f.o.b. Toronto and Hamilton are as follows:—10¾ oz., $6.80; U. S. 28, $6.50; U. S. 26, $6.20; 22 and 24, $6.05; 18 and 20, $5.90; 14 and 16, $5.75.

Leather Belting And Lace Leather Up

BELTING.—An advance from 5 to 10 per cent. was made in lace leather and leather belting during the past week, the new prices going into effect on Monday, Nov. 6. Lace leather in sides is now quoted at $1.20 per pound as compared with the previous price of $1.10. Lace leather cut is now $1.40 per pound as compared with the former price of $1.30. The new discount on standard belting is 30 and 10 and 10 per cent., whereas the former discount was 40 and 10. On extra belting the new discount is 30 and 10 as compared with 40 per cent. formerly.

LONDON MARKETS

LONDON, Nov. 9.—A large number of important price changes have taken place this week. Advances in price have been more numerous this week than for several week's past. There is a scarcity of many lines of cutlery in shelf hardware. Further advances on many hardware lines are expected in the near future.

Nails and Wire Products Advance in Price

An advance of 15c per keg on wire nails makes the price locally $4.10 base. The market is firm at the advanced prices.

O and A wire has advanced 15c per 100 lbs. and the new base is $4.15 making the net prices as follows:—No. 10, $4.71 per 100 lbs.; No. 11, $4.77; No. 12, $4.85; No. 14, hay baling $4.95 per 100 lbs.

Fence Staples and Hooks Up 20c

Fence staples have advanced 20c keg and are now quoted as follows:—

Bright kegs ..... $4.40 per 100 lbs.
Bright 25 lb. boxes..$4.65 per 100 lbs.
Galv'd kegs ..... $5.25 per 100 lbs.
Galv'd 25 lb. boxes .. $5.50 per 100 lbs.

Fence hooks galvanized have advanced to $5.25 per 100 lbs. in kegs and $5.50 per 100 lbs. in 25 lb. boxes.

Stone Pipe Elbows Up

Stove pipe elbows, light pattern have advanced and are now quoted at $1.45 doz. for 6 inch, and $1.60 doz. for 7 inch.

Sargeant and Co. Goods Higher

Sargeant and Co. have announced further advances of about 10 per cent. on all lines.

Auger Bits Up

Common auger bits have advanced and are now quoted at 65 per cent. off; Gilmore auger bits are now 60 per cent. off list.

List Advances on Hay Fork Handles

List prices on hay fork handles have been advanced and a discount of 30 per cent. now applies to the list prices shown below:—

Hay fork handles straight, second growth: 4 ft., $2.75; 4½, $3.15; 5, $3.50; 5½, $3.85; 6, $4.20.

Hay fork handles bent, second growth, 4 ft., $3.15; 4½, $3.50; 5, $3.85; 5½, $4.20; 6, $4.60.

Asbestos Paper Up

Asbestos paper has advanced to $6 per 100 lbs. and mill board to $7 per 100 lbs.

Knives and Forks Up

Pearl handled knives and forks ond other lines of case goods have advanced 10 per cent.

Ash Sifters Up

Common wood ash sifters have advanced to $2 dozen. Rocker sifters are quoted at $4.60 each and Banner at $2.40. There is a good demand for ash sifters on account of the high price of coal.

Sweat Pads Up

An advance has taken place in the price of sweat pads and common yellow are now quoted at $5.25 doz.; and Ventiplex at $6 doz.

Cotton Twine Up

Cotton twine 3-ply has advanced to 39c lb.; No. 4 is now quoted at 42c lb.

Lace Leather Up 10c

Lace leather has advanced 10c lb. and sides are now quoted at $1.35 lb.; cut laces at $1.50 lb.

Alarm Clocks Advance

Alarm clocks have advanced again. "Lookout" has advanced 10c and is now quoted at $1.20; Sleepmetre has advanced 15c and is quoted at $1.25; Big Ben and Baby Ben remain unchanged at $2.20.

T. F. Goods Advance

Several T. F. lines of shelf hardware have advanced from 10 to 25 per cent., including steel thumb latches, barn door latches, and Mrs. Potts' irons. Steel thumb latches are now quoted at: No. 2, $1.35 doz.; No. 3, $1.80 doz.; No. 4, $3.25 doz. Barn door latches, No. 5, $1.80 doz.; No. 9, $2.75 doz. Mrs. Potts' irons, plain are quoted at $1 set; and nickel plated at $1.15 set.

Bucksaws Higher

New prices showing advances from 75c per doz. up have taken place on bucksaws. The new price on the happy medium is $6.50 doz.

Electric Goods Up

Canadian Beauty electric goods have advanced and the discount is 25 per cent. from a new list which has been issued. A further discount of 5 per cent. is allowed on orders of $50 or over purchased at one time.

Screen Wire Up

Screen wire cloth has advanced and is now quoted at $2.50 per 100 sq. ft. in 100 ft. rolls and $2.55 in rolls of 50 ft.

Poultry Netting Go Higher

Manufacturers have withdrawn prices on poultry netting and new lists when issued will show advances. At present the jobbers are quoting 30-10 per cent. off old list on 1 in. and 2 in. mesh for Canadian netting.

Oil Remains Unchanged

Linseed Oil.—Linseed oil remains unchanged at last week's prices, as follows:—

	Raw	Boiled
1 to 2 barrels	$1.12	$1.15
3 to 5 barrels	1.11	1.14
6 to 9 barrels	1.10	1.13

Lead Firm and Unchanged

White Lead.—White lead in oil remains firm and unchanged at $13.95 per 100 lbs. in ton lots, and $14.25 in less than tons.

Turpentine Up 2c

Following firmness in the primary markets turpentine has advanced 2c per gallon and is now quoted in single barrels at 74c per Imperial gallon, and 73c

per Imp. gallon in 2 to 4 barrel lots; 5 gal. lots are quoted at 81c.

Fence Wire Unchanged

Galvanized fence wire remains unchanged locally and is quoted as follows:—Barb, $4.25 per 100 lbs.; No. 9 plain, $3.90 per 100 lbs.; No. 12 plain, $4.05 per 100 lbs.; No. 13 plain, $4.15 per 100 lbs.; No. 9 coil spring, $3.95 per 100 lbs.; No. 10, O. & A., $4.56; No. 11, $4.62; No. 12, $4.70; No. 14, hay baling in coils, $4.80.

Glass Is Firm

Sheet glass is firm and is in good demand. Single diamond is quoted at 20 per cent. off; double diamond at 20 per cent. off; cut lights at 50-5 per cent. off.

Putty In Fair Demand

Putty is in fair demand and is firm and unchanged. Quotations are as follows:—Standard 100 lb. drums, $3.00; 25 lb. drum, $3.10 per 100 lbs.; Pure, 100 lb. drums, $3.70 per 100 lbs.; 25 lbs., $3.80 per 100 lbs.

WINNIPEG MARKETS

WINNIPEG, Nov. 9.—Further activity in the markets and price changes all upwards are the feature of the trade this week. Prices which a year ago were thought impossible have been reached and passed, and still prices continue to soar.

Nails and Wire Go To Higher Levels

Wire nails have again advanced 15c per keg, and are now quoted at $4.55 base Winnipeg, and $4.15 base Fort William. Annealed wire, bale ties, and bright tinners' wire have all advanced 15c per 100 lbs. Wire fence staples have advanced 20c, and are quoted at $4.25 Fort William and $4.65 Winnipeg.

Galvanized sheets have advanced 75c per 100 lbs., and black sheets 15c per 100 lbs.

Barb Wire Goes Higher

The latest advance in barb wire recorded this week brings this line up to an extremely high figure. It is almost sure that the high prices now prevailing will have a tendency to increase sales of woven fencing. This latter line has also advanced, but not in proportion to barb wires. Prevailing quotations on barb wire are noted herewith:

	Fort William.	Winnipeg.
Lyman	$3.60	$3.90 spool.
Glidden	3.45	3.75 „
Baker	3.40	3.70 „

Hexagon Poultry Netting Higher

New prices have been issued on hexagon poultry netting during the past week, the advanced quotations being based on a discount of 37½ per cent. This brings a net price on the 2-inch mesh as follows:—2 x 24 in., $2.13 roll; 2 x 36 in., $3 roll; 2 x 48 in., $3.90 roll; 2 x 60 in., $4.80 roll; 2 x 72 in., $5.75 roll.

Canada Plate Goes To Higher Levels

Two important lines are again on the upward trend, and the sharp advance in Canada plate noted below is almost sure to be followed by further increases being made in the price of riveted and patent stovepipes.

In addition to the advance in price on Canada plate, it is noted that a shortage prevails for this commodity, which may seriously affect next season's business. However, no definite statement can be made as yet, but it is more than likely that sufficient plate will be available to take care of the demand. The new prices issued are on the following bases:

	Half polished.	Full polished.
18 x 21	$5.75	$7.25 per box.
18 x 24	5.75	7.25 „ „
20 x 28	6.00	7.50 „ „

Bar Iron Goes Up 15c. Per 100 lbs.

An advance is also noted on bar iron of 15c per 100 lbs., bringing to-day's base price up to $3.50.

Linseed Oil Unchanged

The better weather conditions have steadied the grain markets somewhat, and flax remains at about the same level. The result of this is shown in the fact that no further changes are recorded in the price of linseed oil for the week, and it is possible that a decrease may soon be noted over to-day's exceedingly high figures.

Raw linseed oil is quoted at $1.31 per gallon for raw and $1.34 for boiled in single barrels.

Almost every day sees further advances being recorded in various staple lines. During the past week revisions in prices have included the entire line of padlocks, wheelbarrows, drag road scrapers and various lines of cutlery. In replacing stock, it is necessary to ask increased prices to cope with the added manufacturers' cost. Apparently the end is not yet in sight, and people are beginning to get restless under the continued advances.

Business Brisk Despite High Prices

Business for the month just past has been fairly brisk, and the volume of business handled has been surprising in some respects when the adverse weather conditions are taken into account. It is pleasant to note, however, that better weather has prevailed during the past week, and with threshing operations resumed, prospects for a satisfactory month's turnover for November are bright.

Retailers generally are taking shipments of goods intended for Christmas selling. This is noted in the amount of orders being handled for silver-plated ware, cut glass, pocket cutlery, scissors, skates, sleighs, express wagons, automobiles, etc. Business in these lines is fairly brisk, and jobbers advise that early buying will be to the advantage of any merchant, as further stocks will be almost impossible to get before the end of the year.

Good Demand for Stoves

There has been a splendid sale of stoves during the past few weeks, but stocks now are becoming badly depleted, and no prospects of further stocks for a great many lines. Labor is so scarce in the manufacturing centres that manufacturers are finding it impossible to keep up with their orders, and in many cases contracts have been cancelled. This leaves the jobbers in a very bad position, and will react, of course, on the retailer, who expects to get his supplies from the jobber during the next two months.

COL. BALLANTYNE ON ACTIVE SERVICE

Lt.-Col. C. C. Ballantyne, vice-president of the Sherwin-Williams Co., of Canada, Limited, and commanding officer of the 245th Overseas Battalion of the Canadian Grenadier Guards, has leave of absence from his directors, to apply for such time as he is on active service. He is naturally giving most of his attention to the recruiting of his regiment at present and has met with remarkable success, particularly in the matter of the personnel of his officers. Col. Ballantyne has drawn on resources that are denied less fortunate individuals by getting selected lists from his friends in business circles, of their friends and employees who might constitute desirable recruiting material. Hence the picked quality of the regiment. In spite of the demands made upon him in this connection, however, he manages to keep in close touch with business. In addition to the office he occupies with the Sherwin-Williams Company, Col. Ballantyne is vice-president in the Canada Paint Company, vice-president of Lewis Berger & Sons, Limited, London, England, a director of the Canada Cement Co., Canadian Explosives Co., Montreal Locomotive Works, St. Lawrence Sugar Refinery, Merchants Bank of Canada and as well is interested in many other forms of business and social activity.

How Canadians Are Handicapped

Canada's Huge Fire Loss and Its Effect Upon Production and Competition for Foreign Trade—A Serious Problem

The fire loss of Canada has reached enormous proportions. The drain upon her financial resources constitutes an economic loss which no country can afford and still meet competing nations on an equal footing.

The war has had far-reaching effects upon commerce. European countries, in greater or less degree, are realizing their latent powers, production is being speeded up, resources are being developed, trade openings are being sought and established. Prior to the war Canada found herself handicapped in any scheme of trade expansion by the lower cost of production in Europe. It therefore follows that, with the realization by European countries of their commercial possibilities, this trade handicap will be greatly accentuated.

On the basis of averages, and from the data available as to the cost of insurance and upkeep of fire departments, the following comparisons may be deduced:—

For the past three years the average rate for fire insurance in Canada has been $1.19 per $100 of insurance. The average rate in Sweden is .40, in Austria .30, in England .23, in Germany .22, in France .21, in Spain .19, and in Italy .19.

A Canadian employer of labor with 100 employees, carrying an insurance of $50,000 on plant and buildings, and, assuming that $2,000 insurance is carried or paid for by each employee on furniture and dwelling—or a total of $250,000—would, on the foregoing basis, have to provide in wages and overhead charges $2,950. His competitor in Sweden would only require $1,000, in Austria $750, in England $575, in Germany $550, in France $525, in Spain and Italy $475.

For upkeep of fire departments Canada is heavily taxed in comparison with competing countries. In 1914, Paris, France, with a population of 2,846,986, had a total fire department expenditure of approximately $656,479, or 23 cents per head. Toronto, for the same year, with a population og 470,144, spent $675.146 on her fire department, equal to $1.43 per head.

The Toronto manufacturer—and this is only an example for all Canada—has to provide for himself and family and for each employee and his family $1.43 to cover fire department costs, as against the 23 cents his Paris competitor must provide; or, with an average of five to a family, for his 100 employees, he would have to pay in salaries and wages $722.15 as against $116.15 by his European competitor.

For insurance and upkeep of fire department the Toronto employer of 100 hands, as representative of Canadian industry, must pay $3,672 against $641 in Paris, a handicap equal to $30 per employee.

The census report of 1911 gives 515,203 as the number of employees engaged in manufacturing in Canada; consequently at $30 per head, there is a handicap of $15,456,090 against Canadian manufacturers in the cost of fire insurance and municipal fire departments.

The salaries and wages paid to these 515,203 employees amounted to $241,008,416, an average of $467.80, or approximately $9 per week. The foregoing handicap of $30 per employee represents the wages of 3.3 weeks of each employee.

In 1910 the products of Canadian manufacturers were valued at $1,165,975,639. This charge for insurance and municipal fire protection therefore represents an added tax of 1.3 per cent. upon Canada's entire output of manufactures.

The fact that much the larger portion of this amount is buried in the pay-roll can be accepted as the reason why our employers have given so little attention to the question. The charge must be met, however, whether by direct or indirect means.

Employers complain of the rising cost of manufacturing; employees complain of the rising cost of living and demand increased wages. In view of the foregoing, employers should seriously consider reduction of the burden imposed by the enormous destruction of our created resources by fire — that their earnings may not be reduced by these charges, and thus remove one of our heavy handicaps before Canadian employers and employees meet world competition under the new trade conditions which will develop after the war.

EFFICIENCY HINTS

On Delivering the Goods

A man may at the cost of considerable effort win a hearing for himself and his goods with a valuable customer and then because he falls down on delivery of the goods, lose all. No use in striving for the hearing if you haven't got the goods.

The Victory of Defeat

The man who can snatch victory from defeat is the man who can prove that the eighty cent garbage pail he is selling is better and cheaper for the money than the sixty cent one of his competitor that is thrown in his face by a customer. The quotation, not the garbage.

Tried But Not True

Possibly you were inspected as well as rejected. To be turned down — your goods or you—may mean that you did not pass the test, instead of meaning that your case was not looked into. Good brains and good goods are too valuable a commodity to be overlooked lightly. Even some bad ones are given a look-in occasionally so as to be on the safe side. You were four-flushing; it didn't go, so you must.

Thoughts and Habits

A thought becomes an idea, an idea becomes an act, and act becomes a habit, and by the time you awake to the fact that it is a habit, it is so firmly entrenched that there is no breaking it. Think right.

Get Right at Home

Get right with yourself and you will radiate rightfulness to all those about you. It will permeate your every thought and action and unconsciously build for you an edifice of right doing that will tower over all the wrongdoing of yourself and others.

PAINTING OF FARM IMPLEMENTS.

The painting of farm implements for their protection and preservation has apparently received very little consideration by Canadian farmers, if one may judge by the information secured by the Commission of Conservation in the survey conducted on 100 farms in each of four counties in Ontario. In Waterloo, not one farmer who painted his implements, was found among the hundred, in Carleton only one, in Northumberland three, and in Dundas eleven.

The use of paint on both the wooden and metal parts of machinery gives a protecting cover against deterioration by use and weather, apart altogether from the general improvement in appearance. The cost of prepared paint for the purpose is very small, and experience in the work is unnecessary.

The initial cost of farm implements means to the farmers a large outlay. This investment should be protected. Depreciation from rot and rust is rapid, when once these conditions are established. For the actual money saving as well as for the more prosperous appearance it gives to the farm and farmer, the regular overhauling and painting of the farm implements should be a recognized part of the year's work.

EVENTS IN THE TRADE

Business Changes

Arcola, Sask.—J. S. Elliott, tinsmith, has commenced business.

Joliette, Quebec.—S. Costellean, hardware merchant has sold his stock.

Toronto, Ont.—Jas. McKinley, hardware, Toronto has sold out to H. B. Wilcox.

Edson, Alta.—Thomson Hardware Co., has removed stock to Grand Prairie, Alta.

Delisle, Sask.—H. E. Pickett, tinsmith, has been succeeded by H. E. Trift.

Liberty, Sask.—H. F. Smith & Co., hardware has been succeeded by E. J. Gaetz.

Kenora, Ont.—D. H. Sutherland, hardware and furniture has sold out to Mrs. W. White.

Minto, Manitoba.—John Worthington, hardware merchant, is discontinuing business.

Calgary, Alta.—The National Enamelware Company of Canada have commenced business.

Markinch, Sask. — F. Moscovitch, hardware and grocery dealer, has sold stock to N. Hechter.

Cadillac, Sask. — The McGillvary Hardware Company have been succeeded by The J. A. McGillivray Co.

Personal

T. A. Carroll has been appointed manager of the advertising department of the E. C. Atkins Company, Indianapolis, Ind. and Hamilton, Canada. Mr. Carrol succeeded H. T. Benham who resigned to enter another field of endeavor. Mr. Carrol has been in charge of the company's trade service department for a number of years, working in conjunction with the advertising department.

Retail Merchants Meet

At a recent meeting of the hardware section of the Winnipeg branch of the Retail Merchants' Association of Canada, the following officers were elected for the coming year: President, W. A. Templeton; first vice-president, C. E. Falconer; second vice-president, O. B. Harvey, of Harvey & Eastwood; secretary, W. H. Bridgeman; treasurer, A. E. Wyatt.

Killed In Action

Corp. Donald M. Jeffrey, age 22 years, who prior to enlisting was on the staff of Ecclestone's Hardware, Bracebridge, Ont., has been killed in action. Don as he was familiarly known was also associated with a hardware firm at Orillia for some time. His father is Wm. Jeffrey, of Stratford, Ont., one of the veterans of the McClary Mfg. Co., travelling staff. Corp. Jeffrey enlisted in July last as a private. He entered the trenches two months later.



Late Corp. Donald M. Jeffrey, killed in action, Oct. 15.

W. R. Notman Killed

Lieut. William Russell Notman was killed in action on Oct. 25. He joined an infantry battalion recruited at Winnipeg a year ago, and two months ago went to France as a machine gun officer in that unit. For six years prior to leaving for overseas he had been western representative of the Dougall Varnish Company, and made his headquarters in Winnipeg. Lieut. Wilfred M. Notman was killed at the Ypres salient last June.

Obituary

Peterboro, Ont.—The death occurred here of J. J. Turner, Sr., of J. J. Turner & Sons, manufacturers of awnings.

St. John, N.B. Notes

Harold Chesley of the staff of T. McAvity & Sons, St. John, received a handsome wrist watch from the other members of his department this week on the eve of his departure to join an overseas unit.

William Kerr, formerly senior member of the wholesale hardware firm of Kerr & Robertson, and now residing in Summerland, B.C., has received word that his son, Lieutenant Gordon Kerr, aged twenty-eight years, has been killed in action. Lieutenant Kerr left Canada this spring with a siege battery and, when he reached the front fired the first round from the first gun of the new heavy type in use by the British.

Captain Gordon McRae Johnston, secretary of the Maritime Nails Works, who was invalided home after service at the front with the 26th battalion, was united in marriage with Miss Jessie Likely, daughter of J. A. Likely, one of St. John's leading citizens and president of the Board of Trade, on October 31. The ceremony took place in Centenary Church, St. John, Rev. W. H. Barraclough officiating. Since his return Captain Johnston has been appointed to the staff of the New Brunswick command as bombing officer for the province.

Elected to Board of Directors

At the third annual meeting of the Association of Canadian Advertisers, the following were elected to the Board of Directors:—H. E. Michell, Imperial Varnish & Color Co., Toronto; A. A. Bettues, Gillette Safety Razor Co., Montreal; B. H. Bramble, Goodyear Tire & Rubber Co., Toronto.

Boston Varnish Co. Enlarging Plant

Boston Varnish Co., makers of Kyanize varnishes and enamels, Everett station, Boston, now have forty men working on their new four storey brick factory building, which will be 115 ft long and 55 feet wide, well construction and latest up-to-date features throughout. They are also putting up another brick building, two stories, 90 feet by 40 feet for their office and advertisng departments. These new buildings together with the new battery of ten melting fires just completed will enable the company to double its output during the coming season.

HARDWARE LETTER BOX

Carbon for Telephone Batteries

T. Avard, Lyster Station, Que.—Will you let me know where I can buy pure carbon powder, also in stick form, for telephone batteries?

Canadian National Carbon Company, 265 Adelaide Street W., Toronto, Ont.—Ed.

Improved U. S. Cream Separator

Kelly & LeDuc, Hull, Que.—We would be pleased if you could let us know the address of the concern handling the Improved United States Cream Separator.

P. T. Legare, St. Paul Street, Quebec City, Que.—Ed.

Perfect Idea Range

S. S. Balsdon, Cargill, Ont.—Please advise where we may secure repairs for the Perfect Idea Range.

McIntyre — Taylor, 507 Queen Street W., Toronto.—Ed.

U. S. Pottery Makers

Central Hardware and Paint Store, 836 St. Lawrence Boulevard, Montreal. —Kindly give us names of U. S. pottery manufacturers.

Colesburg Pottery Co., Colesburg, Ia.; Detroit Flower Pot Co., Detroit, Mich.; Findlay Clay Pot Co., Findlay, Ohio; Johnson Pottery Co., Mount Gilead, Ohio; Peters & Reed Pottery Co., Lanesville, Ohio; Syracuse Pottery Co., Syracuse, N.Y.; Wassall Fire Clay Co., Columbus, Ohio; Uhl Pottery Co., Evansville, Ind.—Ed.

Rocking Horses and Rockers

Emerson & Fisher, Ltd., St. John, N.B.—Please give us names of manufacturers of rocking horses and shoo-fly rockers.

Shoo-fly rockers are made by the McFarlane Ladder Works, Toronto; the Schultz Bros. Co. Brantford, Ont. Rocking horses are made by Victoria Toy Co., Victoriaville.—Ed.

Auger Bits and Chisels

Jas. Simmonds, Ltd., Halifax, N.S.—Please give names of Canadian firms making auger bits, centre bits, gimlets, ships' augers and chisels.

Auger bits are made in Canada by the Russell-Jennings Mfg. Co., St. Catharines, Ont.; G. Gilmore & Co., Montreal.

Chisels are made by the Josiah Fowler Co., St. John, N.B.; the Quality Tool Works, Montreal, Que.—Ed.

Perfect Home Heater

Collingwood Hardware, Ltd., Collingwood, Ont.—Kindly give name of the manufacturer of the No. 45 Perfect Home Heater.

Can any of our readers kindly supply the desired information?—Ed.

MEETING THE CUSTOMER AT THE DOOR

(Continued from page 27.)

A wide platformed door makes unloading a simple matter. At one end is a bran and seed room, opposite it is a coal oil pump with a tank holding 250 gallons. While just inside is a gasoline pump with a 300 gallon capacity at the other end of the room are the bins for horse shoes of all sizes and big drums of rope ranged one above another. There is no need to clutter up the store by unloading goods through it. All the heavy, rough work of the business is done behind the scenes.

A Cellar Store Room Modernized

But even here the roughest work of all is not done. The store stands on the side of a hill and a driveway leads around to this lower side. Here there is an entranceway to the cellar. Wide doors enable a team to back in and unload. At one end is a cement platform raised about a foot. This is for heavy barrel oils. Here they can be tipped and emptied without the necessity for the usual Herculean efforts. To one side are racks for bar irons and over these again a storage for glass. The whole building is furnace heated and lighted with acetylene gas.

The store is the work of a man who has spent the most of his life in the hardware business and who knows its requirements. Certainly there have been very few mis-steps in this new store,, very few places where even the most carping critic could suggest a change. Mr. Johnson's idea is a business he could be proud of. One might think he would be amply satisfied.

NEW PAINT COMPOSITION

Two New Zealand men have invented a new paint which they describe as follows:—This invention relates to improvements in the known paint compositions in which animal blood is embodied with other paint bodies of different kinds. The invention consists in the combination with a paint base made of oxide of lead, and oil, of a proportion of animal blood well mixed with such base. For instance, a suitable composition may be made up of lead oxide, boiled oil and blood, the relative proportions of which will vary for the different purposes to which the paint is to be put.

A suitable proportion useful for treating iron roofs and walls consists in 2 lb. of lead oxide, 2½ pints of boiled oil and 5½ pints of blood; while for use on ship's hulls the mixture most suitable is 2 lb. lead oxide, 2 pints of boiled oil and 5 pints of blood. The approved manner of mixing consists in first mixing a small portion of the oil with the oxide until the mass is thickened, then heating the mixture and adding thereto mixtures of the remainder of the oil and the blood, while maintaining the heat. These mixtures of the oil and blood will vary in the relative proportions of the blood to the oil, the blood increasing in proportion to the oil with each successive mixture added to the whole. These mixtures are added slowly to the whole and are thoroughly stirred into it. Paint of any desired color may be produced by the addition of suitable coloring ingredients and the paint when prepared may be stored in cans or drums in the usual way.

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

1528. **Handles.**—A South African firm of wholesale dealers requests samples and prices and particulars of delivery on hammer, pick, axe, rake, tool, broom and other handles.

1531. **Brushware.**—A South African firm of wholesale dealers is prepared to purchase Canadian brushware, and asks for catalogues and price lists.

1534. **Hardware.**—A South African firm of wholesale merchants asks for catalogues, price lists and other particulars, and samples when possible, of hardware, household and building including enamelware, aluminumware and steel ceilings, lampware, cutlery, bolts and nuts, and nails.

1535. **Wire.**—A South African firm of wholesale merchants asks for quotations and samples where possible on barbed, fencing and belting wire, also wire netting.

CATALOGUES AND BOOKLETS

New "Red Devil" Catalogue

Smith & Hemenway Co., Inc., of New York City, have just issued their latest catalogue, known as "The Seventh Edition of the Green Book of "Red Devil" Tools & Hardware Specialties."

This is a very handy compendium in pocket size full of useful information, together with illustrations and prices on their line of glass cutters, wall scrapers, putty knives, nail pullers, pliers, fence tools, linemen's tools, augur bits, mitre boxes, chain drills, food choppers, etc.

Copies of the catalog will be supplied on request.

PRACTICAL SHEET-METAL WORK

THREE PIECE ELBOW WITH GUSSET OR GORE PIECE.

BY THOMAS STANFIELD

IN the accompanying drawing there are two articles shown which are not very often made these days. Fig. A being that of a hip bath tub, the other a kitchen colander. The developing of the patterns for both these articles will not only prove interesting, but will be splendid practice.

The first step to make in developing Fig. A will be to draw line A. B. Now determine the width and the depth of the bath required, with A B as centre. Next draw an elevation C D E F and extend the base line from E F to centre, this may be at any point on line A B until G is determined.

Now draw a half plan of the bottom with H as centre and divide same into 8 equal parts 1, 2, 3, 4, etc.

The stretchout for body is next. With B as centre open compass to K, and draw a circle; then draw another circle from F sufficiently large to allow the transferring of the measurements from the half plan, and erect perpendicular lines on half plan from 2, 3, 4, 5, 6, 7, 8 until they reach line E. F. From these points draw a number of slant lines using B as centre, and J K the top line. Wherever these slanted lines intersect the curved outline of the sides of the bath, draw a number of lines to back.

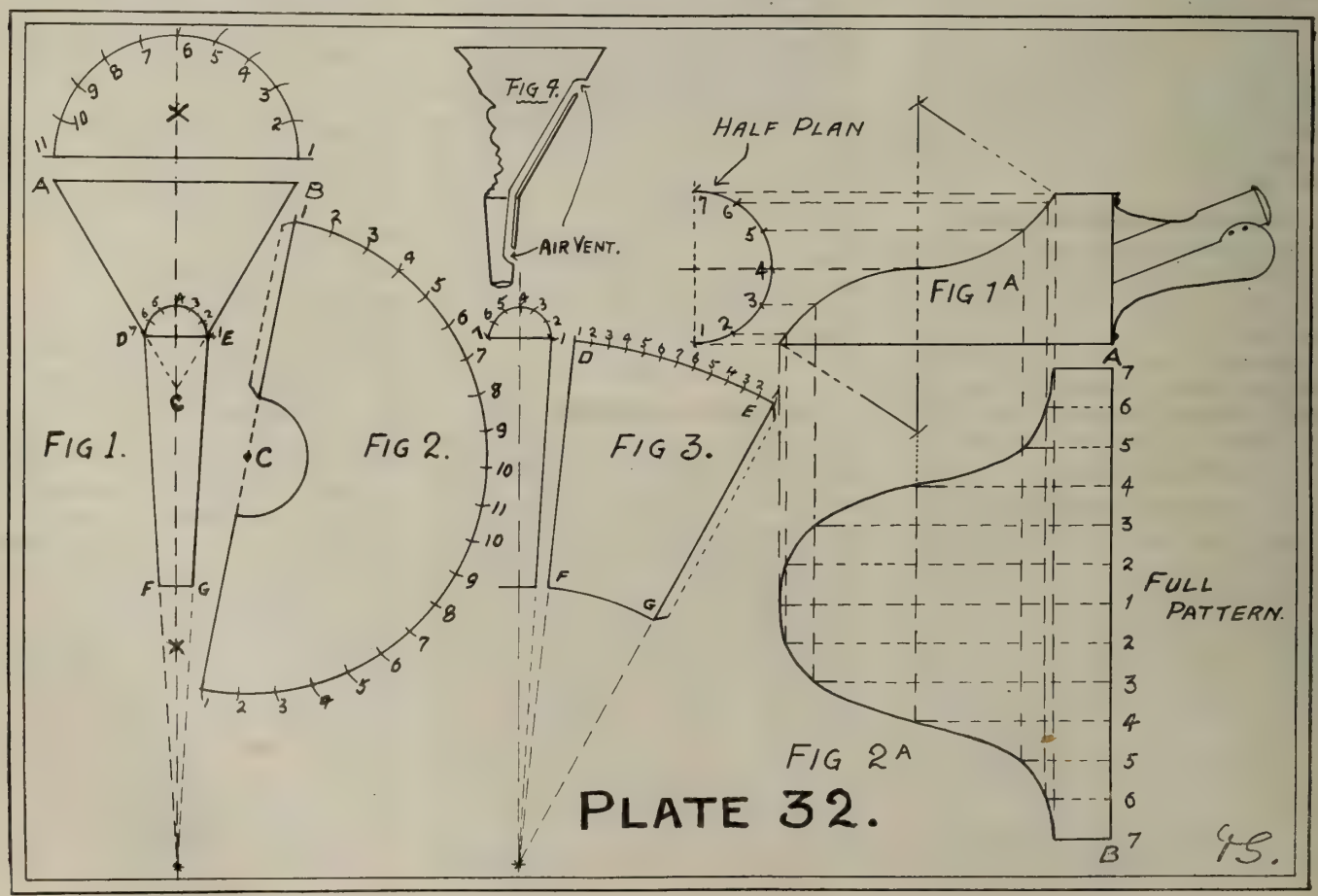
With B as centre, draw a number of circles from these points just developed; then draw lines, still using B as centre, which will cut the circles at points, 9, 8, 7, 6, 5, 3, 2, 1. Now draw a solid line with the compass, with B as centre and D as radius, from 9 to 6. Then draw another solid line through the various intersections, beginning at 1, until 6 is reached, in manner shown. This completes the half pattern for the body.

At any convenient point on line A B, as shown in Fig. 2 near A, draw an elevation of the flared bottom, and again draw a half plan, dividing in manner already described. From the centre draw two circles, using 9 and a as radius respectively, and transfer measurements 1, 2, 3, 4, 5; this will be sufficient for a quarter pattern.

Fig. 3 shows a whole pattern. The student will note that to make this pattern in one piece, a large sheet of material would be wasted, whereas by making a quarter pattern a small sheet can be utilized with very little waste. This is proven in Fig. 4.

The seaming of the flared base and bottom is described in Fig. 5. On ac-

(Continued on page 44.)



Utilizing the Wholesale Fair Idea

A Review of the Organization of the Pivotal Point of German Industry—What Britain is Doing to Oust Leipzig—An Interview With H. Kershaw

THAT the Leipzig wholesale trade fairs have made modern Germany is the statement made by H. Kershaw, the representative of the British Board of Trade, now in this country in charge of the Exhibition of Enemy Goods. Mr. Kershaw has in the past two years taken an active part in the efforts of the British Board of Trade to emulate this German fair and thus is particularly well qualified to speak on the subject.

Asked to outline the nature of the fair, Mr. Kershaw said:—"The Leipzig Fair was a wholesale trade fair, participated in by over 4,000 manufacturers. It was ostensibly open to all nations. In reality it was closed to all others than Germans and Austrians by the nature of things. Foreigners could exhibit there, but they could not compete against the German organization on prices. Thus they represented only a sprinkling of the exhibitors."

Wholesale Only

"The fair is strictly a wholesale one. Orders are given on an immense scale. The sales are made on the spot on the basis of the samples shown. The attendance before the war consisted of scores of thousands of the cream of the world's buyers. They came from all over the civilized globe. The great value of the fair lay in the fact that the manufacturers received perhaps in a few days sufficient orders to keep their plants busy for a year ahead. Thus, a highly desirable and usually abnormal condition was made to become a regular and established part of German trade."

Big Orders and Low Prices

"The obvious and logical result was that German and Austrian manufacturers were enabled to quote extremely low prices. The certainty of working at capacity for many months ahead enabled them to buy their material ahead and to take advantage of the market, to standardize their produce and to reduce overhead and other large charges, such as the upkeep of an elaborate sales organization. As the buyers who frequented the fair were a substantial class, it is presumed that the percentage of bad debts was very small.

History of the Fair

"The fair is hundreds of years old and has been identified with German commerce since its inception. It represents the essence of the German power of organization from which it sprang. It is only within the last few decades that it assumed first rate and international significance.

The Organization

"It is a combination of private and municipal enterprise. The manufacturers maintain a Fair Committee which co-operates with the municipality of Leipzig, of which city the fair itself is the chief source of wealth. A most voluminous and complete catalogue is issued which is divided into three groups which include the names of manufacturers, the trades represented, the towns and countries exhibiting, as well as a comprehensive plan and general layout of the buildings which house the exhibits.

A Fair City

"The entire city is turned over to the needs of the fair. The normal uses of entire sections are replaced by the exhibit office buildings, factories, residences, schools and other public buildings are all utilized.

All Classes of Goods Shown

"All classes of goods were shown, but the principal sales occurred in fancy goods, toys, cutlery, printing and stationery, musical instruments, glass and pottery. The trade ran into millions yearly. The fairs are held semi-annually; one, the largest, is in February, and the smaller one in September.

The Chief Industry

"Leipzig was built up to its present status by this fair. The evolution of it came partly from its own impetus. The landlords discovered that they could make as much in rent in one month of the fair as they could in twelve months in the ordinary way. So they encouraged manufacturers to come, boosted the fair all over the world, induced the railroads to offer reduced fares, and, in fact, did all the other things that are usually done to bring people together, as well as a lot of unusual things that are frequently overlooked. They were most thorough in their methods. Everything in the way of entertainment was offered the visitors. No stone was left unturned to facilitate the object of the fair.

Different Now

"The war has, of course, made a great difference to the fair, according to all reports. It has been sadly hit. Literature has been sent out to neutral countries in regard to visitors bringing their own sugar and getting bread and fat tickets. However, buyers were induced to go to Leipzig this year in spite of all difficulties and the usual reduced railroad fares went into effect from Holland and other nearby neutral countries. Apparently, the Germans mean to continue business.

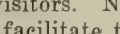
What Is Being Done

"The British Industries Fair represents the British utilization of the Leipzig idea. It is, of course, a Department of Trade and Commerce affair. It is reserved exclusively for British manufacturers. The first one was held in May, 1915, the second one in February and March, 1916. The next one will be held in the latter part of February, 1917. This year's exhibit was confined to toys, games, fancy goods, printing and stationery, and china and earthenware. No manufactured products of metals were shown on account of the fact that such an exhibit would tend to further increase the demand upon an industry that is already taxed to supply munitions. A lack of space alone prevented other exhibits being shown. Hundred of applicants were turned away.

"The fair was a great success and conclusively demonstrated that it is of the greatest value to the manufacturing interests. The presence of overseas manufacturers was a notable feature of the occasion. A similar fair was held in Lyons, France, in March of last year. Another is planned for Utrecht, in Holland. Both are on the Leipzig model. The Lyons fair embraced every trade, and the Canadian manufacturers had a splendid exhibit.

The Basis of World Trade

"The greatest importance is attached to the use of these fairs in allied and neutral Europe. They will be found to occupy a most important place in the scheme of things after the war. The inauguration of or participation in them on a permanent basis constitutes, in the opinion of many, a prime necessity in the case of any nation which has aspirations for an increased trade."



E. M. Trowern, Dominion secretary, and J. A. Beaudry, Dominion treasurer of the Retail Merchants' Association, are spending a week in the Maritime Provinces. Last week they visited Halifax; on Monday, November 6, they will address a meeting in Moncton, N.B., and on Tuesday they will speak in St. John.

WEEKLY PAINT DEPARTMENT

Feature Interior Paint Lines

The "Loosening Up" of Economy Measures on the Part of the Public Will Bring a Bigger Demand—Why Not a Fall Opening?

THERE has been a comparative lull in building operations since the outbreak of the war, and this has had its effect on the sale of paint. Another factor that has made it more difficult for the paint dealer has been the tendency among people generally to economize. People have felt that at a time of such stress and uncertainty it was a matter almost of patriotic duty to save wherever possible. Men have worn their last year's overcoats cheerfully and curtailed on their weekly supply of tobacco. Women have done without servants—sometimes because they couldn't get them—and paid less attention to the dictates of Dame Fashion. And men and women have jointly agreed to economies in the household—fewer luxuries on the table, and new furniture only when dire necessity has been felt. It has followed that the tendency toward economy has to some degree at least extended to the use of interior paints and varnishes.

This, however, is not a real economy and should be discouraged. Furniture will wear longer if properly attended to and revarnished when necessary. If the expenditure of a few dollars at the hardware store for painting material will save the expenditure of, say, fifty dollars on new furniture, then the purchase of this material becomes a real economy.

It is also worth noting that the tendency at present is to "loosen up." People are not going in quite so noticeably for sackcloth and ashes. They have more money than ever before, and not even a sense of patriotic duty can keep some of it from burning the pocket. People want comfort, and it is not at all likely that the thrift campaign still being urged so energetically will have much effect on the sale of interior paints and varnishes this year. In fact, the tendency to economize noticed before should accelerate sales from now on. Necessary work neglected in the past means increased demand in the future.

Hardwaremen should pay special attention to interior lines from now on. As the winter season is practically here, the demand for outside paints will drop off very materially, and whatever business is done will be in the interior lines.

Why not make a sort of fall and winter opening? Get these lines to the front, feature them up with some attractive cards, put in a window display, talk inside painting to your customers, and advertise in the papers. This would help very considerably. It would get customers thinking that winter means confinement to the house with resultant wear and tear, and also with a greater necessity for making everything inside comfortable, cheerful and attractive. Even if it is not felt that so ambitious a start of the season could be made, the dealer should see to it that special efforts are undertaken.

It is not often that hardwaremen who make a special success of some one line can attribute their success to anything novel in their methods. They have simply "concentrated" on that particular line—talked it to customers, made sure that they carried a good stock, studied it thoroughly and come to understand the goods. It is in this way that a big volume of business is created.

Well, then, why not "concentrate" on interior lines of paints and varnishes?

Russia's Chemical and Paint Industry

INTEREST is slowly awakening in everything pertaining to Russia, particularly with reference to Russian trade, as it is realized that after the war Russian trade will be a big factor in any Canadian export campaign. Consequently the following article on the chemical industry of the land of the Czar, which includes varnishes, drugs, oils, etc., will be of practical interest.

Trade of Russia

The Russian chemical industry is merely in its infancy and hardly more than two decades old, as far as the home production is concerned. It is one of the oldest and yet youngest of Russian industries. It is old, because the Russians produced their chemicals and drugs, perfumes and dyes when the rest of Europe was plunged in barbarism; it is young in the modern industrial sense and dates back only to the middle of the past century. As Russia differs from the rest of the world socially, artistically and politically, likewise she differs in her chemical industry and trade from anything known on this side of the ocean.

The outside world has been accustomed to consider Russia as backward, uncivilized and frozen, while in reality Russia is a continent or world by itself. I have found most of the statistical figures on Russian commercial, economic and artistic life fundamentally wrong. The people here do not know that the "Kupechestwo," the merchant class of Russia, is older perhaps than the German "Hansa," or the English "Lloyd," as it dates back to the fifteenth century. The "Kalashnikoffs," "Kulikoffs" and "Poppoffs" were historic figures in opening trade channels into the Orient. Tibet, Persia, China, Japan and for two centuries before the other European countries knew anything of them. For many centuries the Russian merchants were the only middlemen between the Oriental and the Occidental markets. The Nijny-Novgorod Fair is, and remains, one of the most picturesque potential factors in European mercantile history.

The Russian statisticians limit the chemical industry to a rather narrow field. The Russians do not classify under the chemical industry the production and sale of vaseline, paraffine, mineral oil, cement, soap, varnish, glue, explosives, starch, turpentine, glycerine, glucose, sugar, herbs, oils, and tanning substances. Under the word chemical industry the Russians mean merely the industry of pure chemicals, drugs, coal-tar products and perfumes.

If we should count the Russian production of linseed, sunflowerseed, hemp, mustard and other vegetable oils as chemical industry, the field would be





Your store will have first place in the estimation of the paint users in your vicinity, if you sell

Jamieson's Pure Prepared Paints

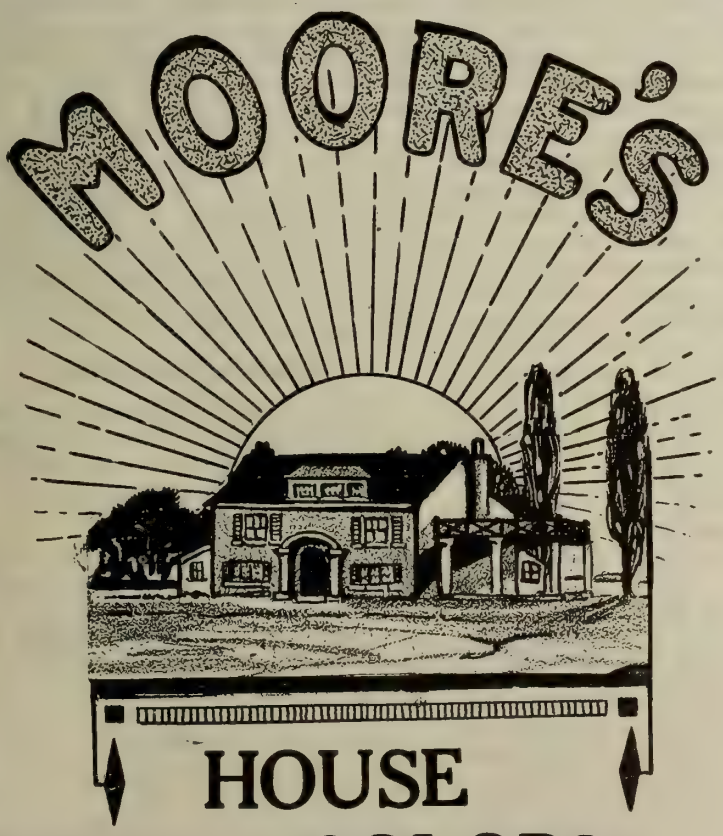
Their merit, quality and value are remarkable. A trial invariably makes a steady customer.

It's a proposition well worth looking into. Send for full particulars to-day.

R. C. JAMIESON & CO., Limited, Montreal, Canada

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The purity, service and low price of Moore's house colors constitute a value that breaks all records.

Moore's Agents wear the smile of satisfaction everywhere—their customers are pleased, and they reap an extraordinary profit.

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There's no better time than now to write for our proposition, a line on a post card will do.

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Limited
WEST TORONTO, CANADA

If interested, tear out this page and keep with letters to be answered.

rather large. Russia has also a large glue production, gelatine and glycerine trade which does not belong to the group of our subject.

It is estimated that the Russian production of various oils, glue, inks and varnishes amounts to half a billion roubles annually, if not more.

Until the war the Germans practically controlled the Russian chemical trade in a way. They dominated the market of the aniline dyes, of drugs, of certain perfumes and pure chemicals. The Germans controlled all the Russian chemical imports.

It is estimated that the Russian chemical industry in 1913 amounted to 200,000,000 roubles, 50 per cent. of which were imported. Drugs to an amount of 25,000,000 roubles annually. But numerous Russian chemicals were imported either as general merchandise or as by-products of some other industry. Thus Russia manufactured a large quantity of sulphuric and hydrochloric acids and chemicals connected with these in 1913—400,000,000 pounds of sulphuric acid of 66 per cent. B., which sold at about one cent per pound in the factories in the Caucasus and Moscow, and hydrochloric acid of 20 per cent. B. was about the same. The Russian production of liquid glass varied between 900,000 and 1,500,000 pounds.

In 1913 Russia produced some 2,000,000 pounds of copper vitrol, some 20,000,000 pounds of metallic colors and half a million roubles worth of various metallic oxides. However, all these chemicals never played any large role, and there are no records of its extent.

Russia has been a large consumer of the coal-tar dyes, and these came mostly from Germany. There were only two native concerns in Riga that manufactured aniline dyes, but their production hardly reached to supply but 25 per cent. of what the country consumed annually. As Russia has such a vast textile industry of cotton, linen, silk, and wool goods the annual consumption of aniline dyes, alizarine, artificial indigo and logwood extract reaches 25,000,000 roubles.



PRACTICAL SHEET METAL WORK

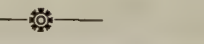
(Continued from page 40.)

count of the fact that the whole weight of a person's body is placed on the bottom of the bath, it is advisable to reinforce the bottom by fastening a piece of wood underneath as shown, the wood being attached with screws through the side of the flared edge. The wood should be carefully fitted so as to take all strain from the metal bottom.

All hip baths have to be tubed-edged with a tube of at least 1½ ins. The fastening on of rim is a work of art, particularly if brass tube is used. If lead waste pipe is used—and it often is—it can be formed, first, with a bending spring, then slotted with a saw, fitted on in either manner as is described in Fig. 6, X Y or Z. To develop patterns for Fig. B is very much a repetition of the method adopted in the former article; but the reason it is given is chiefly to show the student how the holes are laid out for such an article. The writer was once asked to make up a steel die and punches which would stamp out this piece and punch the holes neatly in one operation, and the method described, all of which is done by properly laying out the half plan of the bottom.

It will be seen that this is divided into ten equal parts; then, again, divided in the stretchout circular piece. Of course, it will be seen that only half pattern is shown, as well as half the pattern for the flared bottom. The perforated bottom is simply a flat sheet with the holes laid out in the same manner as is described in the pattern of side.

(Continued in next issue.)



WEEKLY PAINT MARKETS

(Continued from page 46.)

modity. On Wednesday of last week flax seed closed on the Winnipeg market at $2.48¾ per bushel. On Wednesday of the present week it closed at $2.56. On Thursday at 12 o'clock it went up to $2.60½. In the face of this advancing market some of the dealers withdrew their prices temporarily in order to see where the market was going to settle. The demand for linseed oil has been fairly good even in the face of the high prices. Linseed oil cake continues to be in good sale at $45 to $48 per ton. In the face of the present condition of the seed market advances in linseed oil are not improbable. In view of the flax seed situation, prices have firmed, and are now quoted as follows:

	Raw.	Boiled.
1 to 2 barrels	$1.12-1.15	$1.15-1.18

3 to 5 barrels, 1c under 1 to 2-barrel lots, for both raw and boiled; 6 to 9 barrels, 2c under 1 to 2-barrel lots.

White Lead Is Still In Firm Market

WHITE LEAD. — Although there have been no advances in white lead during the week, the market is holding quite firm at recent quotations of $14.25 in small lots and $13.95 per 100 pounds in ton lots. The pig lead market in New York was slightly easier in tone on Wednesday, but not sufficient degree to affect the price of the corroded lead.

Turpentine Advanced; Firm in Primary Market

TURPENTINE.—Locally turpentine prices advanced from 1½c to 2c per gallon during the week. The firmness in price is caused by reason of the situation in the primary market in the Southern United States, where prices have been quoted as high as 46¾c to 47c during the week. There was a good demand for the article at primary points. There has been a heavy foreign movement of the product, and big shipments will also be made during the next thirty days. New uses have been found for turpentine in certain quarters. Certain mining interests who have used pine oil in their various processes are now finding they can use turpentine to advantage. It is expected a still wider use in this respect may come as the result of experiments that have been carried on. Following is the local range of prices:

	Per Imp. gal.
1-barrel lots	69c-74c
2 to 5 barrels	67½c-73c
6 to 9 barrels	66c ..
5-gallon	74c-81c

Better Grades of Gasoline Very Firm

GASOLINE.—The higher grades of gasoline used by rubber manufacturers continue to be scarce. This has given a firmness to the market for this particular product. In the ordinary high-grade motor gasoline the market is steady at recent quotations of 26½c per gallon. Inclement weather that has been conducive to cold and other ills during the past week or ten days, has helped curtail the consumption. Just at the present time there is a sort of between-season demand. People are getting their cars in shape after their summer's use and preparing for winter use later on. Benzine is quoted at 25½c.

Mixed Paints Are Firm

MIXED PAINTS.—The market continues firm and higher prices are almost inevitable unless costs of raw materials decline.

Advances in Glass Not Yet Recorded

GLASS.—Local glass dealers have not yet received an intimation of advanced prices in glass, although they state they are confidently expecting to hear from the American manufacturers to this effect in the near future. The result of the Presidential election in the United States is stated to be a factor that might operate to change prices, as well as the increased labor cost which manufacturers will have to pay to their glass blowers this year.

If You Want the Highest Standard Quality Dry Lead

—the kind that is the best for every purpose for which a dry lead is used —the kind that is absolutely guaranteed for protecting all styles of metal construction that is subject to rust or corrosion,

Make Your Next Order

CARTER'S
Dry Red Lead

We make Orange Lead and Litharge. Special Red Lead and Litharge for Color, Varnish and Rubber making. Oxides for Potters and Storage Battery makers.

Our products are wholly Canadian-made and equal in quality to the best imported goods.

Send a post card for prices.

The Carter White Lead Co.
of Canada, Limited
91 Delorimier Avenue
Montreal

BIG ARCHITECTS SPECIFY **BERRY BROTHERS VARNISHES**



The great demand

for Berry Brothers' Finishes is based on their recognized merit.

Architects know they are serving their clients' best interests by specifying them.

Painters know that their use means satisfied customers. Even the smallest consumers know that the label of Berry Brothers is a guarantee that all products sold under it are right.

It is this feeling of justified confidence that makes all our Finishes so safe to recommend and easy to sell.

You can build up a bigger varnish business by featuring Berry Brothers' line.

Write for price list and interesting dealers' proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858
WALKERVILLE, ONT.

(422)

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WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Nov. 9.—Turpentine showed a stronger tendency on the market this week, and linseed oil while firm to the paint trade was reduced in price a shade in the hardware trade which had last week raised the price above the paint trade prices. Linseed oil is still exceptionally firm.

Business is Not Sought in Linseed

LINSEED OIL.—Although there has been nothing in the nature of reassuring news from either the Argentine or the North West as regards the crops or progress with threshing, the price of linseed oil has not advanced beyond last week's figures. In fact the hardware jobbers in linseed oil noted a reduction from last week's quotations, of five cents per gallon, bringing the hardware trade's prices down to the figures quoted generally by the paint trade namely:

Linseed oil	Raw	Boiled
1 to 4 bbls...	$1.10-$1.13	$1.12½-$1.16
5 to 9 bbls...	$1.10-$1.11	$1.12½-$1.14

White Lead in Oil Remains Very Firm

WHITE LEAD IN OIL.—Quietness prevails in the market for white lead in oil. Prices are still unchanged in spite of the great increase in the cost of the oil, and in spite of the very marked firmness in the metal. Considerable business is being done in this product, and one large firm reports an order for 300 tons of white lead in oil for South America. The demand for Canadian paints and paint products in the South American Republics is developing in very gratifying manner, and it is said that firms going after this business are finding it increasingly profitable. Canadian demand is also on the increase, Montreal firms being exceptionally busy at present with orders for shipment previous to close of navigation on the St. Lawrence. Prices quoted in Montreal are $13.80 for 1 ton lots, and $14.10 for smaller orders.

Turpentine Is In A Firmer Market

TURPENTINE.—A firmer tendency was noticed in turpentine this week, turpentine being in fact one ingredient of paint manufacture which appeared in more active market during a period of quiescence as regards the other materials. The firming tendency appeared to take its origin in the primary markets, and the effect in Montreal was to raise prices for turpentine per gallon from one to three cents as compared with last week's quotations. Firms quoting prices did not adhere to any one standard, quotations varying from 70 cents (which was the highest quotation last week,) to 73 cents per gallon in 1 barrel lots. Following is the range of prices:

Turpentine	Per Imp Gal.
1 bbl. lots	70c to 73c
2 to 4 bbls.	69c to 72c
5 to 10 bbl	68c to 71c

Turpentine was said to be a little harder to obtain at satisfactory prices at the primary markets, but no shortage was suspected.

Indications Point To High Paint Price

MIXED PAINTS. — Undoubtedly there is a possibility that prices of mixed paints may go higher before spring. They may even go higher for spring bookings though orders for spring supplies are already being booked up. Whether all paint manufacturers are prepared to agree to an increase or not is quite a question, for there are several strong firms whose heads are expressedly opposed to further increase of paint prices on the ground that demand is likely to be seriously retarded and reduced by any rise in cost of paint to the paint using public. At the same time the materials used in paint making are in firmer market—especially zinc and lead. Dry colors are no easier to obtain, and certainly no cheaper than they have been for months. Linseed oil is apparently in for a long period of exalted price standards due to a real deficiency of supply, and turpentine is this week firming for what may be a lasting increase in price. The conditions are such to-day that paint manufacturers are frankly declaring themselves unwilling to contemplate the manufacture of any very large stocks of paints at present prices of raw materials, and they are figuring tentatively on the cost of production at present prices as contrasted with the selling prices maintaining at present for the product. While a majority of representative paint manufacturers in Montreal indicated reluctance to encourage a further advance in prices all admitted that a rise in prices has been "thought of, if not yet considered." But one manufacturer positively declared that not only had he thought of a possible rise in price, but he declared emphatically that a rise is due, and must take place before spring bookings go much farther if supplies for spring are to be manufactured from the raw materials offering at such prices as now prevail. As a matter of incidental fact, a small advance in prices of one firm's specialty lines of paints has taken place to the hardware trade. The rise takes the form of a reduction in discount on list price from 35 per cent. to 30 per cent. The lines to which this applies are art enamel, aluminum paint, perfection gold paint, union gold paint, and Campbells' varnish stain.

TORONTO

TORONTO, Nov. 10.—Business in all paint lines has been seasonably good during the past week. The volume of sales is up to that of last year, but of course, the actual amount consumed would be smaller owing to the increased prices now paid for all paint commodities. Turpentine advanced during the week, and there was a generally firming tendency in the linseed oil market, due to the soaring of flax seed. Some of the dealers at the time of going to press had withdrawn quotations until they had a chance to see where the present flurry in flax seed is going to end. Glass continues to go out in good quantities. Gasoline holds steady at recent quotations, with a scarcity in the higher grades used by rubber manufacturers reported.

Linseed Oil In Very Firm Market

LINSEED OIL.—There is a firmness in the linseed oil market, due to the higher price of flax seed and the tendency to still higher prices for that com-

(Continued on page 44.)



Concerning a Product of

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

Good Paint manufactured to-day by the latest scientific processes of Brandram-Henderson, Limited, represents the manufacturer's unattainable ideal of less than a generation ago.

With the machines and methods of that time, it was impossible to grind ingredients to the microscopic fineness attained in the present B.-H. processes. Consequently, covering power, penetration and durability were limited.

Wonderful improvements in manufacturing processes, and the perfection of the distinctive B.-H. formula:—

70% Pure White Lead
30% Pure White Zinc
100% Pure Paint

have combined to produce a paint that resists the constant attacks of the elements almost as though it were a film of steel.

Pure paint in the truest sense of the word is produced from the B.-H. formula, and it is paint that works under the brush with a facility beyond comparison.

This quality of wear enables B.-H. paint to keep the unusual brilliance of original color imparted at the Brandram-Henderson factory, and both these qualities of durable color and lasting wear make B-H paint easy to sell, and attract agents who wish to handle only the best.

If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can Frequently make purchases at better prices.

AMMUNITION

Dominion Metallics—B.B. Caps, 25%; C. B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle smokeless, 7½%; other rim fire, 10%; center fire pistol, add. 35% list; center fire sporting, add. 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add. 35% list; empty shot shells, 5%; blanks, add. 25%; bullets, add. 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, 2½% off list; "Regal" Dense Smokeless Powder, 2½% off list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

Shot, standard, 100 lbs., Toronto, $14.50; Montreal, $14.25; net extras, as follows, subject to cash discount only; Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16....	$ 5.00	12/16....	$ 7.00
4/16....	5.00	13/16....	8.00
5/16....	5.00	14/16....	8.00
6/16....	5.00	15/16....	9.00
7/16....	5.00	16/16....	9.00
8/16....	5.00	18/16....	10.50
9/16....	5.50	20/16....	12.00
10/16....	6.00	24/16....	15.00
11/16....	7.00		

Discounts from Standard List prices:

Common, 65%.
Ford's Auger Bits, 30 and 10%.
Irwin Auger Bits, 40%.
Gilmour Auger Bits, 60%.
Rockford Auger Bits, 50 and 10%.
F. O. B. Toronto, Montreal, London and Hamilton.

AUGERS, POST

B.T.—8 in. net	3 00
B.T.—10 in. net	3 30
B.T.—12 in. net	3 90

AXES

Single Bit, doz.	8 00	10 50
Double Bit	12 00	14 00
Boys' Axes	6 25	7 50
Hunters' Axes	5 50	7 00
Bench Axes, Samson		
No. 2, doz., net		
No. 3, doz., net		
No. 4, doz., net		
No. 5, doz., net		
No. 6, doz., net		

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 12c to 60c lb.

BELTING (Leather).

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 10%.
Standard Quality, 30, 10, 10%.
Side Lace Leather, lb.....$1 20
Cut Lace Leather, lb..... 1 40

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

BOLTS AND NUTS

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 35%.
Carriage Bolts ($1), list, 7-16 in., 20%.
Machine Bolts, ⅜ in. dia. and smaller, 35%.
Machine Bolts, 7-16 in. dia. and larger, 25%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 25%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 20%.
Coach and Lag Screws, 45%.
Skein Bolts, 40%.
Square Head Blank Bolts, 40%.
Bolt Ends, 35%.
Plow Bolts, 25%.
Elevator Bolts, 25%.
Fancy Head Bolts, 20%.
Shaft Bolts ($3 list), 25%.
Step Bolts, large head ($3) list, 25%.
Whiffletree Bolts, 25%.
Nuts, square, 1¾c off list.
Nuts, hexagon, 1¾c off list.
Stove Rods, per lb., 8c.
Stove Bolts, 60%.
Tire Bolts, 45%.
F.O.B. Toronto, Montreal, London and Hamilton.

BORAX

Lump, Crystal Borax, lb.. 0 09½

BRASS Per lb.

Springs, sheets, 8 in. wide, up to 20 gauge	0 60
Rods, base ½ to 1 in. round	0 55
Tubing, seamless base	0 55
Tubing, iron pipe size, 1 in. base	0 50

Copper tubing same as brass.

BARS (Clothes)

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 90
3 sections, 6 ft., doz.	7 20

BOILERS (Range)

30-gal. Standard	$8 25—8 75
30-gal. extra heavy	11 50

BOARDS, BAKE Per doz.

No. 1—18 in x 24 in.	6 60
No. 2—18 in. x 28 in.	7 20
No. 3—20 in. x 30 in.	7 80

BOARDS (Ironing)

Size 12x60 ins., doz.	7 20
Size 14x60 ins., doz.	8 40
Folding, 14x58 ins., doz.	16 50
Cork covered, doz.	24 00

BOARDS (Sleeve)

Basswood, stationary, doz.	2 00
Folding, per doz.	3 50

BOARDS STOVE

Wood lined, 50, 10%.
Paper lined, 60%.

BOARDS (Wash)

	Tin Plate	Zinc
Pony ..... Dozens	....	$1 75
Crown	....	3 55
Dandy	....	3 75
Improved Globe	2 65	3 85
Standard Globe	2 75	3 95
Original Globe	3 00	4 25
Newmarket King	....	4 25
Diam'd King (Glass)	....	4 50
Western King (Enamel)	....	4 25
Beaver, brass	....	6 00
Wood, double faced	....	1 25

Subject to small discounts for quantities.

CANS

Milk factory cans, 15%.
Cream cans, 20%.
Railway cans, 20, 5%.
Hand delivery and creamery cans, 20%.
Cream cans, 35%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%.
Milk can trimmings, plus 10%.
Common, cork-lined, 3%.

CHAIN

Quotations nominal.

Proof coil, per 100 lbs., ¼ $9.45; 5-16, $9.10; ⅜, $8.35; 7-16, $7.15; ½, $6.95; 9-16, $6.95; ⅝, $6.80; ¾, $6.70; ⅞, $6.55; 1, $6.40

Electric Weld Coil Chain—BB 3-16 in., $10; ¼ in., $7.25; 5-16 in., $6.75; ⅜ in., $5.75; 7-16 in., $5.25 per 100 lbs.

Electric Weld Loading Chain ¼ in., $11.50 per 100 lbs.

CHURNS

List prices: No. 0, $9; No. 1, $9; No. 2, $10; No. 2, $11; No. 4, $13; No. 5, $16.

Discount of 35% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 32½% f.o.b. Montreal, Ottawa, Kingston.

CHOPPERS, FOOD

Universal No. 0	$13.20 doz.
1	15.00 doz.
2	18.00 doz.
3	24.00 doz.

COPPER Montreal Toronto

Casting ingot, see weekly report		
Bars, ½ to 2 in.	46 50	46 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	45 00	45 00
Copper sheet, tinned, 14x60, 14 oz.	54 00	54 00
Copper sheet, planished, 14x60 base	57 00	57 00
Braziers' in sheets, 6x4 base	46 50	46 50

COMBS

Curry combs, 15% off list.

CORD (SASH)

No. 6, lb.	0 42½ 0 43
No. 7, lb.	0 41½ 0 42
Nos. 8, 9, 10, 12	0 41 0 41½

CANADA PLATES Montreal

Montreal Toronto

Ordinary, 52 sheets	6 75	
All bright, 52 sheets	7 50	

Galvanized

	Apollo	Crown	Gorbals
18x24x52	6 25	6 25	7 50
60	6 50	6 50	7 75

CHARCOAL TIN PLATES

M.L.S. and Famous— Per box

IC, 20x28 base	$20 00
IX, 20x28 base	24 00
IXX, 20 x 28 base	28 00
IXXX, 20 x 28 base	32 00

Raven and Murex Grades—

IC, 20 x 28 base, 56 sheets.	8 00
IX, 20 x 28 base, 56 sheets	9 00
IXX, 20 x 28 base, 56 sheets	10 50
IXXX, 20x28 base, 56 shts.	12 00

CANADA PLATES

"Allaway's Best" Standard Quality.

IC, 14x20 base	8 75
IX, 14x20 base	9 75
IXX, 14x20 base	10 75

CHARCOAL TERNE PLATES

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 200 lbs., $14; 216 lbs., $15.

COKES, BRIGHT

Bessemer Steel—

10x14x20 base	7 50
20x28, double box	15 00

CROWBARS, 5¼c per lb.

DRILLS

Bit Stock Drills, 50%.
Wood Drills, 20%.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base	7 00	7 00
I X, 14 x 20 base	8 25	8 25
I X X, 14 x 20 base	9 50	9 50

FILES AND RASPS. %

Great Western, American	65
Kearney & Foot, Arcade	65
J. Barton Smith Eagle	65
Disston Brand	65
McClellan Globe	65
Nicholson	50
Black Diamond	50
Delta Files	65
Globe	65
Vulcan Brand	65

F.O.B. Toronto, Montreal, London and Hamilton.

TOCH BROTHERS

Conquer Those Leaky Walls



Brick, stucco and concrete walls, above grade, may be made permanently damp-proof and efflorescence-proof with

R.I.W. REMEMBER IT'S WATERPROOF REG.U.S. PAT. OFF. LIQUID KONKERIT PATENTED AS TO PORTLAND CEMENT FEB.27,1906

And interior walls and ceilings may be given a most pleasing and uniform appearance with this wonderful preservative.

White and seven standard shades. Special shades to order.

Always used over Liquid Konkerit Primer on new work.

Write Dept. 50 for special Liquid Konkerit Booklet.

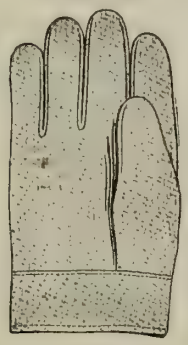
Manufactured in Canada by

R.I.W. Damp Resisting Paint Co.

TOCH BROTHERS

Gerrard St. and Carlaw Ave., Toronto, Ontario

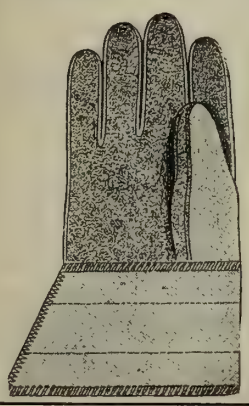
Cotton Gloves for furnace work



Right now our Cotton Gloves are in great demand. You can sell two or three pairs at a time to each customer, so low-priced and desirable are they; every pair sold makes a friend for all the

TAPATCO REGISTERED BRAND TRADE MARK

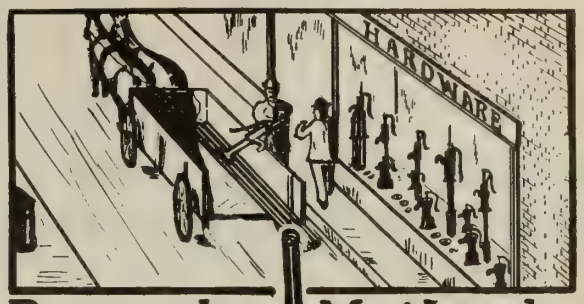
Line of Cotton Gloves



These come in many styles—Gauntlet, knit wrist or band top; in heavy, medium or light weights; also leather tip, and leather face; and jersey gloves and mitts, in tan, slate, or oxford. The Tapatco Line has no real rival. These gloves meet a common need at a price everybody likes.

Order from your jobber.

THE AMERICAN PAD & TEXTILE CO.
CHATHAM, ONT.



Beat the Mail-order

No mail order house can compete with you on pumps if you handle the BT Ready-to-ship line.

It is a low-priced line—because there are only 7 pumps, and these are made in quantities of thousands. The more we make, the less they cost. You can compete in price with the catalog houses. At the same time you can offer better pumps. This line is the best well pump line ever made. Everyone who has seen the pumps or sold or used them says so. The extraordinary value is apparent to any customer. The mail-order proposition looks feeble by comparison.



This line is not sold to catalog houses, but only to hardware and pump dealers. It is built purposely for the trade, and sold only to the trade.

It is a line you will be enthusiastic over once you try it. The pumps have a multitude of talking points. Spouts, for instance, are large and waterways are large, so that the pump will throw a large volume of water. No. 5 of the line, the stock pump, will throw more water than any wood pump.

Send for our new pump catalog and order from us direct, or through our salesmen.

Beatty Bros. Limited
Head Office Fergus Ont.

Winnipeg Man. **Edmonton, Alta.** **Montreal, Que.** **St. John, N.B.**

BT Stands for BesT

Ready-to-Ship Pumps

If interested, tear out this page and keep with letters to be answered.

FIXTURES, STALL Doz.

Hollow and pressed steel	0 81
Solid	1 20

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	1 50
Smaller sizes	2 00
Mounted No. 115, each	3 75
Bi.-Treadle, each	4 25

HALTERS (SNAP AND RING) Doz.

Russet rope shank, 1 in.	$ 7 75
Russet rope shank, 1¼ in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1¼ in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL)

7-16 in. gross, $15; ½ in., $18; ⅝-in., $21.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	11 00
Masons, 5 lbs. and over, per cwt.	13 00
Napping, up to 2 lbs.	0 13½

HANDLES (WOOD) Net

Prices on handles under revision.

Axe, No. 3 culls, doz.	1 01
Axe, No. 1 hickory, doz.	2 14
Axe, 2nd growth, doz.	3 00

Extra quality, 40 per cent.

All second growth hickory handles, 40%; all pick handles, 35%; all other hickory handles, 37%; all ash and maple axe handles, 40%; all hickory team neck yokes, oval and round whiffletrees and wagon doubletrees and eveners, 25%; all oak, ash and rock elm team neckyokes and singletrees, 30%; all doubletrees and eveners, 25%; all hickory cant hooks and pevies changed to 25%; all maple cant hooks and pevies changed to 35%.

Second growth and No. 1 neckyokes, ash and hickory heavy team neck yokes and whiffletrees are struck off the list, and in future all these goods will be known as: White ash and hickory neckyokes and single teams, and will be sold at the present list price of second growth.

Boys' axe handles, 28 in., extra, $2.50; No. 1, $2; No. 2, $1.60; maple, $1.75; ash, $1.90 per dozen.

Prospectors, miners and drift pick handles, 32 in., $3.20; 34 in. and 36 in., $3.40 per dozen.

Manure fork handles, short, $3.60 per dozen.

Hickory pick handles, No. 1, $3, and No. 2, $1.75 per dozen.

Hickory axe handles, No. 3, 30 in. to 36 in., $1.60 per dozen.

All second growth ash hay fork, manure fork, shovel and spade, hoe and rake handles, 30%; extra quality, 40%, and No. 1, 45%.

F.O.B. Toronto, London, Montreal, Hamilton and St. Thomas.

HANGERS, BARN & PARLOR

Atlas, No. 1	6 40
Atlas, No. 1	7 00
Atlas, No. 2	8 20
Stearns, No. 1	5 80
Stearns, No. 1½	8 05
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible, doz.	....
Steel King Hangers, doz. sets	....
Storm King and safety hangers, doz.	....
Steel track, 1¼ in.	6 00

HEATERS (OIL)

Perfection No. 120, N.P., ea.	$3 20
Perfection No. 130, N.P., ea.	3 45
Perfection No. 125, Jap., ea.	3 05

HINGES, TEE AND STRAP
List Prices.

	Strap	Tee
Heavy 4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 40 per cent. off list.

Light.		
3 in., doz. prs.	1 00	1 00
4 in., doz. prs.	1 20	1 10
5 in., doz. prs.	1 40	1 30
6 in., doz. prs.	1 70	1 50
8 in., doz. prs.	3 50	2 40
8 in., doz. prs.	2 50	1 80
10 in., doz. prs.	3 50	2 40

Discount 40% off list.

Screw Hook and Strap Hinge—Under 12 in., per 100 lbs.	6 50
Over 14 in., per 100 lbs.	6 00
Extra hooks for above, ⅝ in., per lb.	07
Extra hooks for above, ¾ in., per lb.	6¾

F. O. B. Toronto, London, and Hamilton, Montreal.

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	2 40	3 25
No. 3, per doz.	2 50	3 70
No. 4, per doz.	2 60	4 00
No. 5, per doz.	2 80	....
Little Giant	4 40	....

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, $4.40; No. 1 and smaller, $4.65; show pattern, No. 2 and larger, $4.65; No. 1 and smaller, $4.90; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.85; No. 1 and smaller, $5.10; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $6.25; special countersunk steel, all sizes, 0-4, $6.75; toe weight steel shoes, all sizes, No. 1 to 4, $7.25.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.60; No. 2 and larger, $1.50; "Sharp" No. 2 and larger, $1.70; "Sharp" No. 1 and smaller, $1.80. Put up in 25-lb. boxes.

HOSE, LAWN

Corrugated, ½ in., ft.	0 12
Corrugated, ¾ in., ft.	0 16
Corrugated, 1 in., ft.	0 22

Less 5% for full reels, 500 ft.
Cable, 70%.
Leader, 60, 10%.

HAT AND COAT HOOKS

Coppered wire, 3 in., 75c gross

IRON AND STEEL

	Montreal	Toronto
Common bar iron per 100 lbs.	3 45	3 50
Refined iron, per 100 lbs.	3 35	3 75
Angles base	3 50	2 75
Horseshoe iron, per 100 lbs.	3 35	3 95
Norway iron	8 00	6 00
Mild steel	3 80	3 50
Band steel	4 00	3 75
Sleigh shoe steel	3 80	3 50
Domestic	3 50	3 50
Reeled machinery steel	5 50	5 50
Tire steel	3 90	3 70
Toe calk steel	4 50	4 25
Mining tool steel, per lb.	0 11½	0 12
Cammell Laird, lb.	....	0 22
Sheet cast steel, lb.	0 20	0 22
Black Diamond tool steel, per lb.	0 13¼	0 12
Silver tool steel, lb.	0 17⅝	0 22
Spring steel	5 50	5 00

IRON, TINNED

72x30 up to 24 gauge, case lots	15 50
72x30, 26 gauge, case lots	16 00

Less than case, 25c per 100 lbs. extra.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	90c-$1.00
Mrs. Potts, No. 50, nickel-plated, per set	$1-$1.10
Mrs. Potts, handles, japanned, per dozen	0 90
Sad irons, common, plain	5 00
Sad irons, common, plated	5 50
Princess Electric, each	2 75
Canadian Beauty	2 50
Gasoline Sad Irons, each	3 50
No. 70, Dover, per doz.	19 20

LADDERS, ETC.

(Step Ladders)

Shelf-lock	14c ft.
Ontario	17c ft.
Faultless	21c ft.
Mechanic	26c ft.
Hercules	24c ft.
Perfect	23c ft.
Faultless, extra heavy	26c ft.
Hercules, extra heavy	29c ft.
Mechanic, extra heavy	32c ft.
Chair ladders, each	$2 00
B.T. Standard	17c ft.
B.T. Economy	13c ft.
B.T. Iron Bound, 4-9 ft.	25c ft.
B.T. Iron Bound, 10-14 ft.	30c ft.
B.T. Iron Bound, 15-16 ft.	40c ft.
B.T. Iron Bound, 17-20 ft.	50c ft.
Crescent	16c ft.
Household	12c ft.
Standard	19c ft.
Electrician	25c ft.
Heavy duty	45c ft.
Extension	23c ft.

Common and Roped Extension

Up to 32 ft.	16c ft.
Up to 36 ft.	18c ft.
40 to 44 ft.	19c ft.
48 to 52 ft.	24c ft.
56 to 60 ft.	29c ft.

Single and Fruit Picking.

10 ft. to 16 ft.	12c ft.
18 ft. to 22 ft.	13c ft.

F.O.B. Toronto, Hamilton, London, Montreal.

LANTERNS Per doz.

Cold Blast, doz.	$ 8 00
Short Globe, doz.	8 00
Jumbo, doz.	9 25
Jap'd Dash, doz.	10 75
Search Dash, doz.	11 25
Searchlight, No. 20, doz.	19 00
All brass	24 25
Little Bobs, A.C., doz.	2 00
Copper, well japanned, doz.	13 75

F.O.B. Toronto, Hamilton, London and Winnipeg.

LANTERN GLOBES

Cold blast, short	0 65
Cold blast	0 65
Prism globes	1 20
Cold blast, short ruby	2 50
Cold blast, common ruby	2 50

Less 5c a doz. in 6 doz. lots.

F.O.B. Toronto, London, Hamilton and Montreal.

LATHS (METAL) Per sq. yd.

24-gauge, pa'ted metal lath	0 15
24-gauge, pa'ted metal lath	0 15
23-gauge, pa'ted metal lath	0 17
24-gauge, galv. metal lath.	0 21
22-gauge, galv. metal lath.	0 23

LEAD Montreal Toronto

Pig, See weekly report.	
Lead wool,	11c lb.
Sheets, 3 lbs. sq. ft.	11¾c lb.
Sheets, 3½ lbs. sq. ft.	11¾c lb.
Sheets, 4-6 lbs. sq. ft.	11½c lb.

Cut sheets, ¾c lb. extra.
Cut sheets to size, 1c. lb. extra.

MACHINES (WASHING)

	List Each
Canadian	$ 8 50
Dowswell	8 50
Noiseless	14 50
Hamilton	10 50
Re-Acting	13 00
Snowball	14 00
Momentum	15 50
New Century, style A	16 00
New Century, style B	17 50
Playtime, engine drive	18 00
Ideal Power	26 00
Seafoam, electric	96 00
Seafoam, engine drive	40 00
New Idea, electric	18 00
Sunshine	8 00
Popular, No. 1	9 00
Economic	11 00
Champion	16 00
New Excell-All	17 50
Blue Bell, without stand	16 00
Puritan Water Motor Washer, complete	26 00
Hydro, One Tub, engine drive	41 50
Low pressure water motor washer, each	26 00
Connor ball-bearing, with rack	18 00
I X L	17 50
Gem	15 50
Winner	13 00
Connor Improved	8 50
Jubilee	8 00
Canada First	18 50

Discount, 50%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	8 50
B.T. Bonnie, style B	9 00
B.T. Ideal	12 50
B.T. Ideal Power	14 00
B.T. Ideal Water Motor	24 00
B.T. Cyclone	12 50
B.T. Cyclone Water Motor	25 50
B.T. Vollmar, No. 2	13 00
B.T. Vollmar, No. 3	14 00
Forest City, engine-driven	40 00
Forest City, electric	88 00

Discount on B.T. Goods 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, London, St. Marys on shipments of ¼ dozen and upwards.

MALLETS Per doz.

Tinsmiths', 2½ x 5½ in.	1 65
Carpenters', round hickory	1 95

MOPS

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	3 75
Mop Sticks, doz.	1 40
Cast head mops, doz.	1 40
Crescent, doz.	1 75
Crank wringing, doz.	6 00

Extra Cloths.

Challenge, doz.	2 10
Woven, cloths, doz.	1 75

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

1 inch	$1
1⅛ inch	$1
1¼ inch	65c
1½ inch	40c
1¾ inch	40c
2 inch	30c
2¼ inch	30c
2½ inch	15c
2¾ inch	15c
3 inch	40c
3¼ inch	10c
3½ inch	5c
4 inch	5c
4½-base	
5½-base	
6 inch. base	

6½ to 12 inch-2 Ga. and heavier.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.10 base.

Freight equalized on above points.

F. O. B. Montreal, Gananoque, Collingwood, and Owen Sound, $4.15 base.

Freight equalized on above points.

F. O. B. Pt. Arthur, Fort William and Sault Ste. Marie, $4.15 base.

Windsor, Walkerville, F. O. B., factory points, earload freight allowed, $4.17½.

Cut Nails—Montreal, $3.70 base; Toronto, $3.70 base; London, $3.70.

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.



There is a lot of Satisfaction in selling Goods that you know are Right

In selling any kind of goods, there is a lot of satisfaction in knowing and being able to tell your customers that a particular article will meet the requirements fully. This particularly applies to varnishes, because it is impossible to tell how they will wear until they have been applied.

"Scarnot," "Marnot" and "Rexpar" Varnishes

are the kind that you can confidently recommend to your most particular trade as being the best varnishes that can be made for their particular purposes, and are unconditionally guaranteed.

Ask us for particulars of the S-W Agency.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited
PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
FACTORIES: MONTREAL. TORONTO. WINNIPEG. LONDON, ENG.
HEAD OFFICE : MONTREAL

NAILS (HORSE)

M. R. M. cold forged process

Size	Length	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 35
No. 4,	1¾-inch	4 05
No. 5,	1 15-16	3 50
No. 6,	2½	3 25
No. 7,	2 5-16	3 10
No. 8,	2½	2 90
No. 9,	2 11-16	2 80
No. 10,	2¾	2 70
No. 11,	3 1-16	2 73

London, Hamilton, Montreal, Toronto.

NETTING POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2 inch mesh and 19 ga. wire.

12 inch...	$1.80	48 inch...	$ 6.20
18 inch...	2.65	60 inch...	7.70
24 inch...	3.40	72 inch...	9.20
30 inch...	4.00	84 inch...	10.50
36 inch...	4.75	96 inch...	12.00
42 inch...	5.50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3.50	42 inch...	$10.50
18 inch...	5.00	48 inch...	12.00
24 inch...	6.30	60 inch...	15.00
30 inch...	7.75	72 inch...	18.00
36 inch...	9.00		

1 inch mesh and 20 ga. wire.

12 inch...	$ 4.00	42 inch...	$12.00
18 inch...	5.50	48 inch...	12.00
24 inch...	7.00	60 inch...	17.00
30 inch...	8.50	72 inch...	20.00
30 inch...	$12.75		

(¾ inch mesh and 20 ga. wire.)

24 inch...	$10.50	36 inch...	$15.00
30 inch...	20.10		

(½ inch mesh and 22 ga. wire)

24 inch...	$16.50	36 inch...	$24.00
30 inch...	24.00		

Discount at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Montreal, Toronto, London, Canadian netting 30 and 10% off list.

American netting, 30% off list.

POULTRY FENCING Per rod

Invincible, 1640	0 68
Invincible, 1848	0 73
Invincible, 2060	0 83

Put up in 10, 20 and 30-rod rolls.

OAKUM Per 100 lbs.

Best (American)	19 25
U.S. Navy (American)	18 50
New hemp (English)	15 00
U.S. Navy (English)	15 00
Plumbers (spun)	8 00

OIL

	Montreal	Toronto
Can. prime white petrol	0 14	0 13½
Royalite	0 14	0 13½
Palacine	0 17½	0 17
Castor Oil, per lb.	0 45	0 25
Black Oil (Summer)	0 14½	0 12½
Black Oil (Winter)	0 12½	0 13½
Cylinder Green	0 35	0 35
Paraffine	0 24	0 22
XXX Machine	0 25½	0 21

OLD MATERIALS

Tea lead, 5½c. lb.
Lead, heavy, pipe, etc., 6½c.
Brass, heavy, 15½c lb.
Brass, light, 11½c lb.
Zinc, heavy, 7½c lb.
Copper, heavy, 20c lb.
Old cast iron, $14.75 per ton.
Wrought iron, No. 1, $18.75 ton.
Wrought iron, No. 2, $11 ton.
Stove plate, $11 ton.

Rubbers, such as old rubber boots and shoes, according to trim, 7c to 8c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4½c; bicycle tires, 2½c.

PACKING Per lb.

Fine jute	0 11½
Coarse jute	0 09½
Square braided hemp	0 25
No. 1 Italian	0 30
No. 2 Italian	0 23

PAPER Per 400 ft. roll

Dry Fibre, No. 1 roll	0 95
Dry Fibre, No. 2 roll	0 50
Tarred Fibre, No. 1 roll	1 05
Tarred Fibre, No. 2 roll	0 58
Surprise Fibre	52-60
Resin, sized	0 55
Tarred Felt, per 100 lbs.	3 25
Asbestos Sheeting, (per 100 lbs.)	7 00
Carpet Felt, 16 oz. per 100 lbs.	4 00
Carpet Felt, 20 oz., per 100 lbs.	4 00

F.O.B. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PARERS

Gen. Hudson, per doz. $7 75
Little Star, per doz. 6 50

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.		5 50
6 to 7 lbs., doz.		5 95
7 lbs., doz.		6 75
7 to 8 lbs., doz.		6 25
8 lbs., doz.	7 00	6 50

PINS, COTTER

Cotter pins, 85 and 10% discount.

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	$0 85
5 gross, 4½-in. (loose)	0 90
5 gross, 5-in. (loose)	1 00

PIPE, STANDARD WROUGHT

Buttweld.

	Per 100 feet Black	Galv.
⅛ in.	$ 3 50	$ 5 00
¼ and ⅜ in.	2 18	5 31
½ in.	4 08	5 65
¾ in.	4 95	7 07
1 in.	7 31	10 46
1¼ in.	9 89	14 15
1½ in.	11 83	16 91
2 in.	15 91	22 76
2½ in.	25 16	35 98
3 in.	32 90	47 05
3½ in.	39 56	56 58
4 in.	46 87	67 04

Lapweld.

2 in.	18 13	24 61
2½ in.	26 91	37 15
3 in.	35 19	48 58
3½ in.	42 32	58 42
4 in.	50 14	69 22
4½ in.	63 50	87 00
5 in.	74 00	101 40
6 in.	96 00	131 50
7 in.	128 50	172 60
8 in. L.	135 00	181 30
8 in.	155 50	208 80
9 in.	186 30	250 10
10 in. L.	172 80	232 00
10 in.	222 50	298 70

Prices Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 70%.
4½" and larger, 65%.
4" and under, running thread, 50%.

Standard couplings, 4" and under, 55%.

4½" and larger, 35%.

Terms 2% 30 days. Approved credit.

PIPE (CONDUCTOR) List

2 in., in 10-ft. lengths, list	8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Above subject to 7½% trade discount. No cash discount allowed.

PIPE (SOIL)

Medium and extra heavy pipe up to and including 6", 60% off; 8" soil pipe, 45% off; 4" medium soil pipe, S.H., 23 4-5c ft.; medium and extra heavy fittings up to and including 6", 65% off.

PIPE (STOVE)

Prices per 100 lengths:

Common,	3"	$ 8 72
	4"	10 19
	5"	10 19
	6"	10 19
	7"	11 28
Bright,	3"	10 19
	4"	12 37
	5"	12 75
	6"	12 75
	7"	13 46

PITCH

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

POLISH

O-Cedar, 4-oz. bottles	$ 2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1 gal. cans	24 00

PUMPS

B.T. Pump, No. 1, net	$ 3 96
B.T. Pump, No. 2, net	4 80
B.T. Pump, No. 3, net	7 20
B.T. Pump, No. 4, net	9 00
B.T. Pump, No. 5, net	9 60
B.T. Pump, No. 6, net	10 80
B.T. Pump, No. 7, net	15 00

RIVETS AND BURRS

Iron rivets, blacked and tinned, 35%. Iron Burrs, 35%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb.

lb. Coppered Rivets, net extras, 3c per lb.

ROOFING Per square

Samson, 1-ply, roll	1 60
Samson, 2-ply, roll	2 15
Samson, 3-ply, roll	2 65
Comet, 1-ply	1 05
Pluvius, 1-ply	1 30
Pluvius, 2-ply	1 70
Comet, 1-ply	1 10
R. S. Special, 1-ply	1 05
R. S. Special, 2-ply	1 30
R. S. Special, 3-ply	1 60
Amazon, 1 ply	2 00
Amazon, 2 ply	2 50
Amazon, 3 ply	3 00
Everlastic, 1 ply	1 55
Everlastic, 2 ply	1 80
Everlastic, 3 ply	2 05
Liquid roofing cement, per gal., in barrels	0 22
5 and 10 gal. lots, per gal.	0 24
Coal Tar, bbl.	4 50

Roofing Pitch, 85c per 100 lbs.
F.o.b. Toronto, London, Montreal.

ROPE Lb.

Pure Manila basis	lb. 22½
British Manila basis	18
New Zealand hemp basis	18
Sisal basis	16
Single lath yarn basis	16

Above quotations are basis prices 1⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia.., 2c above basis.

Double lath yarn	16½
Yacht marline	41
White polished halyards	23
Hemp, deep sea line basis	31
Hemp, tarred ratline basis	27
Hemp, tarred bolt rope basis	29
Marline and Houseline	29
Jute rope basis	15-16
Italian rope basis	21

F. O. B. Toronto, Hamilton, London, Montreal.

ROPE (Cotton)

1-16-in.	0 34½	....
¼-inch and up	0 33½	....

Net prices on Champion scales are as follows:

Champion, 4-lb., $4.60, plus 20c for stamping; Champion 10-lb., $6, plus 30c for stamping. Champion 240-lb., $9, plus 50c for stamping. Champion 600-lb., $25, plus $1 for stamping. Champion 1200-lb., $30, plus $1 for stamping. Champion 2000-lb., $39, plus $1 for stamping. Champion 2000-lb. with drop lever, $46, plus $1 for stamping. Household, 10-lb., $4. 10c net extra for stamping; 25-lb., $5.20, 30c net extra for stamping. Discount from list on above 25%.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	77½
Wood, R. H., bright	72½
Wood, O. H., bright	72½
Wood, F. H., brass	45
Wood, R. H., brass	42½
Wood, O. H., brass	42½
Wood, F. H., bronze	37½
Wood, R. H., bronze	35
Wood, O. H., bronze	35
Square cap	35
Hexagon cap	35

F.O.B. Toronto, Hamilton, London and Montreal.

SHEETS (BLACK)

	Montreal 100 lbs.	Toronto 100 lbs.
10 gauge	5 50	4 80
12 gauge	5 60	4 90
14 gauge	5 35	4 60
16 gauge	5 40	4 65
18-20 gauge	4 05	3 85
22-24 gauge	4 10	3 95
26 gauge	4 15	4 00
28 gauge	4 25	4 00

Re Gauges of Sheets.

On account of it being practically impossible to secure galvanized sheets from England, owing to the war, American mills have decided that they will no longer roll the English gauges to meet this competition. However, they will continue to roll at 10¾ oz., which will be known as such or a 30 gauge, and will take the place of the former English 28 gauge.

SHEETS, CORRUGATED

	Per 100 sq. feet. Per 100 sq. ft. Galvanized
28 ga.	$ 5 50
26 ga.	6 00
24 ga.	8 00
22 ga.	9 50
20 ga.	11 00
18 ga.	12 50

Above prices are subject to 7½ per cent. discount to dealers.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16-20	7 15	6 65	7 15
22-24	7 25	6 95	7 25
26	7 50	7 10	7 50
28	7 75	7 40	7 75

SHEETS (PREMIER GALV'D.

Per 100 lbs. f.o.b. Hamilton and Toronto.

10¾ oz.	$6 80
U.S. 28	6 50
U.S. 26	6 20
22 and 24	6 05
18 and 20	5 90
14 and 16	5 75

Colborne Crown—16-20 gauge, $6.65; 22-24 gauge, $6.80; 26 gauge, $6.95; 28 gauge, $7.25.

Apollo Brand.	Montreal	Toronto
14 gauge	5 80	5 80
16 gauge	5 80	5 80
18-20 gauge	5 90	5 90
22-24 gauge	6 00	6 00
26 gauge	6 25	6 25
28 gauge	6 65	6 65
10¾ ozs.	6 95	6 95

Add 25c for less than case lots.

SHINGLES Per square

Standard galvanized	$6 00
Shipping weight, 90 lbs.	
Standard painted	4 50
Shipping weight, 80 lbs.	
Discount 7½%.	

SKATES

Boys' Hockey, polished	0 60
Scotia	1 96
Dreadnought	2 10
MicMac	3 15
Regal	3 85
Velox	4 20
Centaur, plain	1 40
Centaur, puck stop	1 60
Dunne Round Tube	3 00
Dunne Diamond Tube	3 50
Extension Bob Skates	0 30
Star Acme Spring	0 70

STICKS (HOCKEY)

Boys' red sticks, doz.	0 70
Men's elm, doz.	1 10
Selected	2 50
High quality	3 75
Grooved handle	4 40
Special goal	5 00
Mic-Mac	4 60
Mic-Mas goal	6 00
Rex	6 50
Juvenile pucks, doz.	0 70
Regulation No. 1	1 25

MARTIN-SENOUR
PAINTS AND VARNISHES

(Made in Canada—Sold on Merit)



PIONEERS
of
PURE PAINT

and STILL FIRST in the estimation of PAINT USERS

If your paint department is to be a success the first essential point is the quality of your line. Sell good paint or none at all. You can expend a vast amount of energy in this branch of your business, but if your paint is not of the right standard, your efforts are wasted.

MARTIN-SENOUR 100% Pure Guarantee Protects the Dealer Agent as Well as the Customer.

The Exclusive Agency for Martin-Senour Paints and Varnishes will give to your Store the reputation of being the place to procure goods which are unsurpassed for Quality.

Next to this it is most important that the line you carry is known to paint users.

Martin-Senour Paints and Varnishes have been brought to the attention of paint users by a more comprehensive campaign through various mediums of the press, interior and exterior displays, mailing campaigns, follow-up systems, etc., than has ever been attempted by a paint company in Canada. The result has been increased sales to the dealer agents.

This policy will be continued and extended during the coming season — connect your paint department with it.

An increase in your Paint sales for 1917 will be doubly assured if you secure the Exclusive Agency for this line of Goods in your community.

No better time than now to get details of our profitable Proposition.

Drop us a line to-day.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
MONTREAL
WINNIPEG TORONTO HALIFAX

If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

For Province of Ontario (East of but not including Port Arthur), Province of Quebec, and Maritime Provinces.

	1st Grade	2nd Grade	4th Grade
Shovels	45%	40%	20 and 7½%
Draining Tools	45%	45%	.....
Hollow Back Scoops	30 and 10%	....	20/10 and 5%
Hollow Backs, Sand Shovels and Coal Shovels	45%	....	20 and 7½%
Riveted Back Scoops	35%	35%	35%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	35%		

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	——Per Dozen——		
	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	16.80	.....	13.80
Sand Shovels, No. 2, black	16.00	.....	11.50
Hollow Back Shovels, No. 2, blk.	18.00	.....	10.50
Coal Shovel, No. 2, black	17.50	.....	12.00
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:
Full polished .....50c per dozen net
Half polished .....25c per dozen net

F.O.B. London, Hamilton, Toronto, Peterboro, Gananoque, Ottawa Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

Freight will be equalized on railway rates only.

SOLDERING COPPERS.

Base, per lb., 61c cents.

SOLDER, BAR

Guaranteed	0 28½
Strictly	0 26¾
Commercial	0 24¾

SOLDER, WIPING

Star extra	0 26½
Easy	0 24½
Acme	0 23¾

SPOUTS

Warner Malleable Winged Shank, per 1,000 .....$18 00

STAPLES Per cwt.

	Montreal.	Toronto and London
Fence staples, galv., in kegs	5 05	
Fence staples, galv., in kegs	5 25	
Fence hooks	5 20	
kegs	4 40	

In 25-lb. boxes, 25c extra.

SWEEPERS, CARPET Bissell's

Boudoir	31 00
Champion Nic.	25 00
Champion Jap.	23 00
Univ. japd., cyco bearing	26 00
Univ. N.P., cyco bearing	29 00
Grand Rapid, japd., ball-bearing	28 00
Grand Rapid, N.P., ball-bearing	31 00
Princess, N.P., ball-bearing.	32 00
Elite, ball-bearing	36 00
Am. Queen, N.P., bal-bear.	34 00
Parlor Queen	37 00

SWEEPERS (Vacuum)

Grand Rapids Vac, doz.	$77 00
Household Vac, doz.	63 00
Superba Vac, doz.	92 00

TACKS Discount.

Revised Hardware Tack List adopted Jan. 1, 1916.	75%
Shoe Findings List adopted Aug. 10, 1916.	75%
List of Capped Goods adopted Jan. 1, 1916.	75%

F.o.b. Toronto, Hamilton, Montreal, London.

TAPES—Lufkins

Ass skin, No. 713, 50 ft., doz.	3 60
Ass skin, No. 714, 66 ft., doz.	4 20
Linen, No. 404, 66 ft., each.	1 50
Metallic, No. 603, 50 ft., ea.	1 60
Challenge steel, No. 263, 50 ft., each	3 45
Reliable Jr., No. 103, 50 ft.	3 25

TIES, COW

Open Ring, Closed Ring, 40 and 5 per cent.

3 Chain and 4 Chain, 40 and 5%.

Stall Fixture Bars, 35%.

Tie Out Chains, 70%.

TINNERS' TRIMMINGS

Discount, 27½%.
Plain, 66 2-3%.
Re-tinned, 60 and 10%.

TOOLS, HARVEST

Ordinary brands, 40%.
Samson and Sovereign, 30 and 10%.

TROUGH (EAVE)

G. G. Square bead and half round

Size to girth	Per 100 feet
8 in.	$ 6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00

Discount 45 and 2%.

TRACK

B.T. Single Rail	24c ft
B.T. Double Angle	22c ft.
B.T. Double Tee	20c ft.

Discount off above, 40%.

TRAPS (GAME) %

Victor	67½
Jump	60-5
Hawley & Norton	55
Newhouse	35

TRESTLES

6 ft., each	$1.50	14 ft., each	$4.20
8 ft., each	2.00	16 ft., each	4.80
10 ft., each	2.50	18 ft., each	5.40
12 ft., each	3.60	20 ft., each	6.00

TWINE (Binder) Per lb.

Prices Withdrawn.

TWINE (COTTON) 5-lb.

	Montreal	Toronto
4-ply London, 42c	35½-42½	
3-ply London, 39c	32½-40	
5-ply and up	35½	
Variegated	40½	

TUBS Samson Galvanized

No. 1, doz., net	13 20
No. 2, doz., net	15 60
No. 3, doz., net	17 40

Hercules

No. 4	12 40
No. 5	13 83
No. 6	15 40

Common Galvanized

No. 0, doz.	8 33
No. 1, doz.	11 16
No. 2, doz.	12 15
No. 3, doz.	13 86

Per nest

Nests of 3—0, 1 and 2	$2 38
Nests of 3—1, 2 and 3	2 05
Nests of 4—0, 1, 2, and 3	2 95

WOOD TUBS

No. 0, per doz.	11 00
No. 1, per doz.	9 50
No. 2, per doz.	8 00
No. 3, per doz.	7 00

Less 15 p.c. Ont., $20.00 lots.

VALVES, ETC.

See prices in weekly report.
Ground work, 56 p.c.
Stand, compr. work, 65 p.c.
High grade compr. work, 59 p.c.
Cushion work, 50 p.c.
Fuller work, bibs, 58 p.c.; No. 0 basin cocks, 58 p.c.; and 1 and 2 basin cocks, 53 p.c.; bath bocks, 64 p.c.
Flatway stop and stop and waste cocks, 60 p.c.; roundway, 60 p.c.
J. M. T. Globe, Angle and Check Valves, 35 p.c.; Standard, 45%.
J. M. T. Radiator Valves, 50 p.c. Standard, 57½; patent quick opening valves, 70 p.c.

WARE, COPPER AND NICKEL

Copper boilers, kettles, net list.
Copper tea and coffee pots, net list.

WARE, JAPANNED

Colored, 15%; Coal hods, 10%.
Japanned ware, 15%.
Japanned ware, white, 7½%.
Japanned feed pans, 30%.

WARE, ENAMELED

Scotch grey, 65%.
White war, 60, 10%.
White decorated, 5%.
Colonial, 50, 2½%.
Premier, 35%.
Enameled street signs, on application.

WARE, GALVANIZED.

Dufferin pattern pails, list.
English pattern, list.
Galvanized washtubs, list.
Galvanized coal hods, plus 10%.
Other lines, list.

WARE, TIN, PIECED

Discount, 5%.
6, 10 & 14-qt. flaring pails, 5%.
Copper bottom tea kettles and boilers, list, plus 10%.

WARE, STAMPED. Plain 60, 10%

Retinned, 60, 5%.
Tinners' trimmings, plain, 60, 10%.
Tinners' trimmings, retinned, 60, 5%.
Tinners' trimmings, general, 20%.

WASHERS, IRON.

Full box, 25%; smaller lots, 25%, assorted. Price less 50 lbs. add 1c lb.; less 25 lbs., 2c lb.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs.	2 40
Sectional, ½ lb., per 100 lbs.	2 40
Solid, 3 to 30 lbs., per cwt.	1 80

WEIGHTS. Horse, 5c lb.

WHEELBARROWS.

Navvy, steel wheel, doz.	31 25
Garder, steel wheel, doz.	43 20
Light garden, each	2 50
Heavy garden, L-side, each.	3 75
Heavy farm, solid side, ea.	3 75

WHIFFLETREES (Steel).

No. 70—F.D. & B.D. Whiffletrees—	
28", each	$0 70
34", each	0 90
36", each	1 00
No. 73—Doubletrees, 44", ea.	1 25
No. 74—Doubletrees, lumbermen's, 44", each	1 30
Neckyokes—34", each	0 81
36", each	1 20
40", each	1 29
44", each	1 35
Plow Sets—No. 79, each	2 37
No. 80, each	2 45
No. 81, each	2 50
No. 82, each	3 05
No. 72—Singletrees, 40", ea.	1 14
2-Horse Sets, Nos. 75, 76, 77, set	5 40

WIRE. Copper wire, 10%.

Brass wire, 3 to 24 gauge, add 40%; 25 to 36 gauge, add 25%.

WIRE, CUT HAY BALING.

No. 9, $4.25; No. 10, $4.25; No. 11, $4.40; No. 12 and 13, $4.50; No. 13½, $4.60; No. 14, $4.80; No. 15, $5. Plus 7½%.

F.o.b. Toronto, Hamilton and Montreal.

WIRE, STOVE PIPE.

No. 18, $5.75; No. 19, $6.25.
F.o.b. Toronto, Hamilton, Montreal, and freight equalized.

WIRE CLOTHES LINE.

No. 17, $6; No. 18, $4.55; No. 19, $4 in 1,000 feet coils, including reels. F.o.b. Hamilton, Toronto, London and Montreal.

WIRE, FINE STEEL.

Fine steel, $4.55. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $3; Nos. 26-31, $5; Nos. 32-34, $7; Coppered, 75c; oiling, 10c; in 25 lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

Montreal and Toronto, No. 13, $4.45; No. 14, $4.50; No. 15, $4.60.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, $4.40 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE CLOTH.

Black Fly Screen Cloth, $2.50 per 100 sq. ft. in 100-ft. rolls; $2.55 in 50-ft. rolls.

WIRE (FENCE)

	London	Toronto
Barb	4 25	4 25
No. 9, coil spring	3 95	3 95
No. 9, plain galv.	3 90	3 90
No. 12, plain galv.	4 05	4 05
No. 13, plain galv.	4 15	4 15
O. & A., No. 10	4 77	4 77
O. & A., No. 11	4 77	4 77
O. & A., No. 12	4 85	4 85

WIRE BALE TIES.

Single Loop—	Per cwt
No. 12	$4 85
No. 13	4 95
No. 13½	5 00
No. 14	5 10
No. 15	5 20
No. 16	5 55

WRINGERS.

Royal Can., 11 in., doz. list.	$ 84 80
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite, 511E	105 80
Unexcelled, 1041E	129 40
Easy Work	90 50
Challenge, 2111E	94 30
Gem, 141E	91 80
Sunlight, 111	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 36
Safety	97 50
Rapid	82 80
Universal	63 00
Eureka, 10"	65 00
Eureka, 11"	71 00
Eclipse	97 70

Discount off above list 50%

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES. Regular, 65%.

Trimo, 55% off list; parts, 50 and 5%; Stillson, 57½%; parts, 55%. Coes, 10%.

WRINGERS—MOP.

White, No. 1, each. 1 50

ZINC (SHEET) Montreal Toronto

5 cwt. casks	0 25	
Part cask	0 25½	

Reds

Yellows

MUNRO'S DRY COLORS

Be sure to order them by name.

Blues

Greens

Made only by

The Allan Munro Color Co., Limited, Montreal

The popularity of your store depends mostly on the stock you carry. Talking of Paint, there is no better seller than Ramsay's and every can is a can of satisfaction. Since 1842 Ramsay's Paints and Varnishes have been made right and have proved their ability to stay right. Color and quality are fixed. Ramsay's complete line "is" complete, and that's the line of paint for you to carry if you would make yours the most popular store in town.

Ramsay's Paint



A. Ramsay & Son Co.

Established 1842

Toronto MONTREAL Vancouver

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors—2½ lb. packages, $6.80 per 100 lbs.; 5 lb. packages, $6.60 per 100 lbs.; White, 5-lb., $6; 2½-lb., $6.20 per 100 lbs.

BEESWAX

Small quantities, per lb... 0 50
Larger quantities, per lb.. 0 45

BLUE STONE

	Montreal	Toronto
Per lb.	0 14	0 16

London, 20.

BRONZING LIQUID

Bronzing liquid, No. 1 ....$1 20
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz. $16 13
Weighted, 20 lbs., doz. ... 18 50

COATING

Cement Coating $2 55 2 40

COLORS (DRY) Per lb.

Raw Umber, 100 lb. keg.. 5–12c
Burnt Umber, 100 lbs..... 5–12c
Raw Sienne, 100 lb. kegs.. 5–12c
Burnt Sienna, 100 lb. kegs 5–12c
Imp. green, 100 lb. kegs... 0 22
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs.. 0 12
Indian red, No. 1, 100 lb. k. 0 05
Venetian red, best bright. 0 04
Venetian red, No. 1 ..... 0 02
Drop black, pure dry 0 25
Golden ochre, 100 lb. kegs 0 06
White ochre, 100 lb. kegs. 0 03
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02¾
Spruce ochre, 100 lb. kegs 0 03½
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure 0 13
Indian red 0 18
Chrome yellow, pure 30–35
Golden ochre, pure 0 18
French spruce ochre, pure 0 15
Chrome green, pure 15–22
French permanent green, pure 0 20
Signwriters' black, pure.. 0 24
Marine black, 25-lb. Irons 0 07
Lampblack 0 21

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins ..

Alba-Gloss enamel	4 50
Anchor Floorlustre	2 10
O.P.W. Sunshine White ..	4 10
Old Dutch Enamel	4 00
Jas-per-lac floor enamel ..	1 90
Jas-per-lac art enamel	3 10
Martin's Enamel	4 25
Mooramel	4 35

FILLER Gal.

Luxeberry Enamel $5 00
Screen Enamel, BB. 1 65

FORMALDEHYDE Per bbl.

Demi-johns, 50 lbs. 0 15½
$1.10 for demi-john extra.

GLUE Per lb.

French medal 0 20
English common sheet .. ....
English prima 0 25
White pigsfoot 0 23¾
Perfection amber, ground, No. 1230 ..... 0 20
Cake, bone, 112-lb. bags.. 0 12
Hide, 112 lb. bags 0 35
Gelatine, 112 lb. bags 0 45
Ground glues, 112 lb. bags—
No. 1 ..... 0 20
Extra 0 18
Dreadnought, lb. 0 14½

GLASS

	Single Thick	Double Thick
(Under 25)	$7 80	$11 90
26 to 34	8 15	12 85
25 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84		22 75
85 to 90		24 35
91 to 94		25 00
95 to 100		29 00
101 to 105.....		32 00
106 to 110.....		37 00

GLASS, PLATE

Toronto, London and Hamilton:—Single or Double Thick—20% off above; 50 cases or over, open, cut lights, 50 and 5%.

Montreal:—Single or Double Thick, 15 and 5%; 50 cases and over open.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamilton and London, city price, 20 and 5% off; country discount, 20 and 5% off.

F.O.B. warehouse on orders up to $75 gross list value. Orders over $75 delivered free.

London and Hamilton prices same as Toronto.

O.P.W. Dec. Pure..	13 80	13 95
Pure White, gal.....		$2 55
Pure Orange, gal.		2 40

London and Montreal.

Martin-Senour 100% White..	2 85
Martin-Senour 100% Colors.	2 60
Sherwin-Williams "Kopal"..	2 75

GLAZIERS' POINTS

Zinc coated, 18c per lb.
Zinc, pure, prices withdrawn.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor Pure	$13 80	$13 95
Green Seal	13 80	13 95
Tiger Pure	13 80	12 95
Ramsays Pure	13 80	13 95
Moores Pure	13 80	13 95
O.P.W. Dec. Pure.	13 80	13 95
Red Seal	13 80	13 95
Decorator's Pure .	13 80	13 95
O.P.W. English ..	14 05	14 20
Elephant Genuine.	14 05	14 20

B.B. Genuine Lead, less than tons, $15.65 Toronto; $15.50 Montreal. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt..	13 50	13 50
Genuine, 100-pound kegs, per cwt..	13 87½	13 87½
Less quantity ...		0 13

LEAD, ARSENATE OF

Per 100 lbs.	Dry	Paste
1-lb. bottles	$35 00	$21 00
2-lb. bottles	....	18 00
5-lb. bottles	31 00	14 00
10-lb. bottles	29 00	....
25-lb. irons	25 50	13 00
50-lb irons	....	12 50
100-lb. irons	24 00	11 75
200-lb irons	....	11 60
Barrels	....	11 00

F.o.b. Toronto, Montreal and Hamilton.

MURESCO

Tints in 5 lb. packages, per 100 lbs., $6.00.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED.

Price per gallon in quarts.

B.H. English white	$2 85
B.H. English, colors	2 60
Fresco Tone white	2 70
Fresco Tone colors	2 50
Moore's Egypt., all colors	1 90
C.P.C. Pure, white	2 75
C.P.C. Pure, colors	2 35
O.P.W. Can. Brand, white	2 60
O.P.W. Can. Brand, colors	2 40
O.P.W. Can. Brand, floor.	2 00
O.P.W. Flat Wall, white..	2 60
O.P.W. Flat Wall, colors..	2 40
Ramsay's Pure, white....	2 65
Ramsay's Pure, colors	2 40
Martin-Senour 100% white	2 85
Martin-Senour 100% colors	2 60
Senour's Floor Paint	2 30
Senour's Porch Paint	2 60
Senour's New-Tone, white	2 60
Senour's Neu-Tone, colors.	2 50
Sherwin-Williams, white..	2 85
Sherwin-Williams, colors..	2 60
Flat Tone, white	2 70
Flat Tone, colors	2 50
Minerva, white	2.65
Minerva, colors	2 45

PARIS GREEN

	Munro's	C.P. Co.	Bergers
600-lb. bbls.	42¾	38¾	39½
250-lb. kegs	43	39	39¾
100-lb. drums ...	44	40	40¾
50-lb. drums	44	40	40¾
25-lb. drums	44¼	40¼	41
1-lb. 100s, pkgs..	46¼	42¼	43
½-lb. 100s	48¾	44¼	45
1-lb. 100s, tins ..	47¼	43¼	46

Prices f.o.b. Toronto, Hamilton London and Montreal.

PARIS, PLASTER

Per bbl. $2.25-2.50

PRIMER

Luxeberry Primer 2 25

PASTE WOOD FILLER

	Pound
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
½ barrels	0 06½
Barrels	0 06

PUTTY

	Standard Montreal	Toronto
Bulk, in casks ...	2 70	2 80
Bulk, 100-lb drums	2 90	3 00
Bulk, 25-lb. drums.	3 00	3 10
Bladders, in bbls..	3 30	3 40

Pure Putty, 70c cwt. advance. London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal.. $2.55.
Pure Orange, gal., $2.40.

Gum, 34c lb.; finest orange, 42c lb.; finest white, 46c lb.

TAR (PINE TAR)

Half pint tins, per doz.	0 65
Pint tins, per doz.	1 10

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	2 10
Cumoff	2 10
Dreadnought, gal	2 75
O.P.W. Presto	2 25
Lingerwett	2 65

TURPENTINE

	Montreal	Toronto

See weekly report for prices.

SLATING Gal

Liquid Slating, B.B.....$3 00

STAINS Gal.

Oil and Spirit, Berry Bros.$2 73
Water Stains, Berry Bros.. 1 05
Berrycraft, stain finish 2 80
Creo-lac 0 85
C.P. Oil Stans 1 98
Sun Varnish Stains 2 20

VARNISHES Per gal cans

Brandram-Henderson, Ltd., "Gold Medal"	1 90
Copaline Varnish	2 50
C. P. Co.'s Sun Varnish	2 50
Dependon Light Hard Oil Finish	1 70
Dulgloss	3 00
Elastic Interior	1 40
Elastic Exterior	1 55
Elastic Excello	2 00
Everlastic (Floor)	2 55
Elastilite	2 25
"Flint-Lac" coach	1 30
Flattine Floor Finish	3 00
Gold sized Japan	2 00
House painter's White Jap..	1 95
Jas-per-ite exterior finishing	2 25
Jas-per-ite pale hard oil ...	1 60
Jas-per-ite floor finish	2 25
Kopi	2 30
Kyanize cabinet rubbing..	3 50
Kyanize spar	4 75
Liquid granite	2 80
Luxeberry light	2 60
Luxeberry spar	4 10
Luxeberry exterior	4 50
Marble-ite	2 30
Mar-Not	2 70
Martin-Senour finest interior	2 60
Martin-Senour Wood-Var...	2 30
Maritime spar varnish	4 00
No. 1 Furniture Varnish ..	1 25
Sherwin-Williams "Kopal" Varnish	2 75
Stove-Pipe Varnish, ½ pints, gross	9 00
Sun Waterproof Floor Finish	2 75
Sun-Spar Varnish	4 00

WATER PAINTS

Opalite, 300 lb. bbls.	0 12
Opalite, 100 lb. kegs	0 12½
1 gal. package, per pkg...	0 65
½ gal package, per pkg..	0 35
Coralite, 5-lb. pkgs	0 04½

WASTE (POLISHING)

Cream 0 17½

WASTE, WHITE WIPING

XXX Extra	0 16
X Grand	0 15
XLCR	0 14
X Empire	0 13
X Press	0 12

WASTE, COLORING WIPING

Fancy	0 11¼
Lion	0 10¼
Standard	0 09¼
Popular	0 08¼
Keen	0 7¼

WASTE, WOOL PACKING

Arrow	20
Axle	16
Anvil	12
Anchor	10

WIPERS, WASHED COTTON

Select White	12
Mixed Colored	9
Dark Colored	8

This line subject to trade discount for quantity.

WAX .. ..Per lb.

C. P. Floor Wax	0 30
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 37
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	41–44c
Johnsons	41–44c
Gold Medal	0 30

WHITING

Paris white	1 90
Plain, in bbls.	1 75
Gilders, bolted, in bbls.	1 85

Per 100 lbs.

WOOL ALCOHOL Per gal.

In gallons	1 25
Barrels	0 87

$4 extra for barrels.

How Much Varnish Did You Sell Last Spring?

Were your sales satisfactory? Is this branch of your business increasing? Are your customers satisfied, and will they come back for more?

Link Up With

DOUGALL VARNISH

and your sales will surely increase

We are specialists, make nothing but varnish—a separate varnish for every purpose—every one guaranteed.

The Dougall Varnish Co., Limited—Montreal

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION
Powder, per keg, $11.00.
Shot, soft, per cwt., $15.25; chilled, $16.75; buckshot, $16.05; ball, $16.45.

ANVILS
Peter Wright, 80 lbs. and up, 14½c per lb.; clip horn, 15½c.
Norris, 41 to 56 lbs., 15c; 57 to 70 lbs., 13½c; 71 to 83 lbs., 12½c; 84 lbs. and over, 12c.

AXES
H. B., 1 lb., $7 per doz.; 1⅝ lbs., $7.40; 2 lbs., $7.75; 2½ lbs., $8.50; 2¾ lbs., $8.75; 3, 3½ and 4 lbs., $9.50; H. B. Handled Axes, 2 lb., $10; 26 lb., $10.75; 3 lb., 3½ lb. and 4 lb., $11; Black Prince Axes, unhandled, $9.00; Black Prince Axes, handled, $11.50; lb. and 4 lb., $11.75; Black Prince Bench axes, 35 p.c.; broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW. $5.50 per 100 lbs.

BAR IRON
Bar iron, $3.50; Swedish iron, $5; sleigh shoe, steel, $3.50; spring steel, $4; machinery steel, $4.50; tool steel, Black Diamond, 100 lbs., $10.25.

BELTING
Rubber, 6 in. and under, 50 and 10%; over 6 in., 50%.
Agricultural leather belting, 66 2-3 p.c. off list.
Standard, 50 and 5 p.c. off list.
The "double" list is just twice the price of "single."

BELT LACING
In sides, tanned, $1.20 per lb.; cut, $1.35 per lb.; rawhide, sides, $1.15; cut, $1.50.
Blue Stone (Vitrol) 12½c lb.

BOLTS
Carriage, ⅜ and smaller, 30%; 7-16 and larger, 15%; machine, ⅜ and under, 30%; 7-16 and over, 20%; machine set screws, 55%; plough bolts, 20%; nuts, small lots, 1¼c advance over list; case lots, ¼c advance over list; stove bolts, 50%; shaft bolts, 20%; tire bolts, 30%; sleigh shoe bolts to ⅜, 20%; 7-16 and up, 15%.

BORAX. Borax, per lb., 12c.

BUILDING PAPER
Tarred, 85c to $1.45 per roll, cording to quality; plain, 55c to to $1.25.

CHAIN
Coil, 3-16 in., $10.75; ¼, $8; 5-16, $7.10; ⅜, $6.25; 7-16, $6; ½, $5.75; 9-16, $5.75; ⅝, $5.65; ¾, $5.50; Logging. 5-16, 7½c; ⅜, 6½c; tie out, 70%.

CHURNS
Barrel, No. 0, $5.60; No. 1, $5.60; No. 2, $6.25; No. 3, $6.90; No. 4, $8.15 each

CLEVISES, MALL. 8½c per lb.

CLIPPERS
Stewart's 25 p.c. off Canadian list.

COPPER
Sheet and planished copper, 60c per lb. Tinned, 47c; Braziers' soft copper, 10-24 ft., 26c; 27½c.
Soldering irons, 55c base.

DRILLS
Bit stock, 45 p.c.; Blacksmith, ½ in. round shank, 40 p.c.

EAVETROUGH
Eavetrough, 8 in., per 100 ft., $3.70; 10 in., $4.50; 12 in., $5.50.
Conductor pipe, 2 in., per 100 ft., $4.50; 3 in., $5.25; 4 in., $6.50.

ENAMELWARE
Canada, 33 1-3; Imperial, 50, 2½; Premier, 33 1-3; Colonial, 50, 2½; white, 60, 7½; diamond, 33 1-3; pearl, 50, 2½ per cent.

FORMALDEHYDE
400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE.
10% advance on net list, except heavy tubs and heavy pails, which are net list.

GLASS, WINDOW

	Single	Double
Up to 25 in.	7 25	11 00
26 to 40	8 25	12 75
41 to 50	10 75	14 25
51 to 60	11 25	15 00
61 to 70	12 25	16 00

GLASS (Plate)
30 p.c. off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HINGES
Light T and strap, 30 p.c.
Corrugated Strap Hinges — 4, $1.05; 5, $1.45; 6, $2; 8, $3.20; 10, $4.75; 12, $7.20.
Corrugated Tee Hinges — 4, $1.25; 5, $1.90; 6, $2.35; 8, $4.15; 10, $5.90; 12, $8.35.

HORSESHOES
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS
55 per cent. off list.

IRON BAND.
1½ in., $3.80; 1¼, $3.80; 1 in., $3.90. Apollo and

IRON GALVANIZED

	"Fleur Premier de Lis"	
10¾ oz. or 28 Eng.	7 00	7 00
28 Am. or 26 Eng.	6 60	6 60
26 Am. or 26 spec.	6 20	6 20
24	6 00	6 00
22	6 00	6 00
18 and 20	5 80	5 80
16 Am.	5 60	5 60
14 Am.	5 60	5 60

IRONS, SAD
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set 0 95
Mrs. Potts No. 50 set 1 00
Mrs. Pott's common sad iron handles, 85c dozen. Mrs. Pott's improved, $1.10. a dozen.

LAMP CHIMNEYS
A, per case 8 doz., $4.80; per doz., 65c; B, per case 6 doz., $4.50; per doz., 85c.

LANTERNS

No. 2, plain	8 25
No. 20, X-ray	12 00
No. 22, Dash-board	10 75
Short Globe, doz.	8 25

LEAD PIPE, $13.40.

LEAD WASTE, $14.40.

LINSEED OIL
See weekly report on paints, etc.

MATTOCKS
Pick, $6.75; cutter, $6.75.

NAILS
Wire, f.o.b. Fort William, $4.15 base; Winnipeg, $4.55 base. Cut, f.o.b., Winnipeg, $4.40.

NAILS, HORSE
Capewell, 10 per cent off list.

NETTING. Poultry, 37½%.
Banner Netting, 24 in., $3.50; 36 in., $4.50; 48 in., $5.25; 60 in., $6.25; 72 in., $7.

NUTS
Square, small lots, 1¼c advance over list; case lots, ¼c advance over list; Hexagon, small lots, 1¼c advance over list; case lots, ¼c advance over list.

OIL CANS

	Tin	Galvanized
½ gal., dome top	$2 73	$....
1 gal., dome top	3 35	4 25
2 gal., dome top	5 17	6 75
5 gal., dome top	8 24	14 85

OILS
"Buffolite," 20c; Ideal Thresher, 35c; "B" Castor machine oil, 30c; Buffalo Engine gasoline, 31c; Buffalo "A" gas engine oil, 45c; Royal gasoline, 32c; Family Safety coal oil, 19½c; "Engoline" engine coal oil, 15*c; Summer Black oil, 19c; Kelso engine oil, 45c; Silver Star oil, 16*c; Royalite oil, 17c; Standard gas engine oil, 42c; Prairie Harvester oil, 40c.

DRY COLORS
Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c; less than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $14; 15 lb. for less.

PICKS, Clay, 6-7, $6.25 per dozen.

IRON PIPE

Per 100 Ft	Black	Galv.
¼ inch	$ 3 87	$ 6 30
⅜ inch	3 96	6 39
½ inch	5 09	6 89
¾ inch	6 21	8 60
1 inch	9 14	12 74
1¼ inch	12 33	17 19
1½ inch	14 76	20 57
2 inch	19 90	27 68
2½ inch	31 42	43 74
3 inch	41 04	57 15
3½ inch	49 41	....
4 inch	58 50	....
4½ inch	73 22	....
5 inch	85 40	....
6 inch	110 70	....

PLASTER, Paris, per bbl., $3.75.

PARIS GREEN
In 1-lb. pkgs., full cases, 44c lb.; less, 44c lb. In ½-lb. pkgs., full cases, 46c lb; less, 46½c lb.

PLATES, CANADA
18 x 21 per box, half polish, $5.75; full polished, $7.25; 18 x 24, half polished, $5.75, full polished, $7.25; 20 x 28, half polished, $6, full polished, $7.50.

PLOW SHARES.....10c per lb.

POINTS
Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. irons	3 50
25-lb. irons, per cwt.	3 80
1½-lb. tins	0 07

RIVETS AND BURRS
Iron rivets, 30 per cent; copper, No. 7, 66c lb.; No. 8, 66c; No. 9, 67c; No. 10, 71c; No. 12, 75c.
Five-lb. assorted boxes, No. 8 gauge, 74c lb.; No. 10 gauge, 79c lb.
Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 68c; No. 10, 71c; No. 12, 76c.

ROPE
Sisal, 17c base; pure Manila, 24c base; British Manila, 19c base; lath yarn, 17c base; African hemp, 19c base; cotton rope ¼ and over, 34c.
Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell.) 25 per cent. off.

SAWS, BUCK
Happy Medium and Watch Spring, $5; Lance Tooth or Lightning Blades, $5.25; New Century, $7.25.

SCREWS
Bright iron round head, 62½ p. c.; flat head, 67½ p.c.; round head, brass, 30 p.c.; flat head, brass, 32½ p.c.; coach, 40 p.c.

BLACK STEEL SHEETS

10 gauge	5 15
12 gauge	5 25
14 gauge	5 15
16 gauge	5 25
17-24 gauge	4 65
26 gauge	4 75
28 gauge	4 90

SHOVELS AND SPADES
Shovels—Fox and Olds, D.H., Sqr. Pt., $9.40 per doz.; D.H., Rd. Pt., $9.40; L.H., Sqr. Pt., $9.40; D.H., Rd. Pt., $9.40; Bulldog and Jones, D.H., Rd. Pt., $10.95; D.H., Sqr. Pt., $10.95; L.H., Rd. Pt., $10.95; L.H., Sqr. Pt., $10.95; Black Cat and Crescent Scoops—No 4, $10.15 per dozen; No. 6, $10.80; No. 8, $11.50; No. 10, $12.20. Moose and Jones Scoops—No. 4, $11.20; No. 6, $11.85; No. 8, $12.50; No. 10, $13.05 per dozen.

SOLDER Per pound, 30 to 31c.

SPIKES
Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES
Bright wire, per cwt., $4.10 at Fort William, $4.50 Winnipeg; galvanized staples, $4.90 Fort William; $5.20 Winnipeg.

STEEL
Sleighshoe, $3.50 base per cwt.; plow, common, $5.50; crucible plow, $6.60; angle, $4; harrow, $3.25 base; east, octagon tool steel, 10¼c base; square tool, 11¼c base; spring, $4; machine, $4.50 base; tire, $4.

STEEL BLACK SHEETS
10 gauge, $5.45; 12 gauge, $5.55; 14 gauge, $5.40; 16 gauge, $5.45; 17 to 20 gauge, $4.85; 22 and 24 gauge, $4.95; 26 gauge, $5.00; 28 gauge, $5.15.

STEEL HOOPS
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES
40 per cent. off list.

TACKS. Carpet, 70-10% off list.
TIES. Cow, 40 per cent.

TIN AND TIN PLATE

Block tin, 58c per lb.	Per Box
20 x 28 I.C.	$15 50
20 x 28 I.X.	17 00
20 x 33 I.C.	18 00
Terne plates	13 00

TURPENTINE
See weekly paint report.

VISES
Peter Wright's solid box vises. 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $7.50 each; over 45 lbs., 18c lb.

WASHERS
Iron, small lots, 25 p.c. + 75c; full boxes, iron, 30 p.c. + 75c.

WHITE LEAD
Decorators' pure, ton lots. $14.55; less than ton lots, $14.85.

WIRE, BARB
Lyman, 4-point, $3.60 f.o.b. Ft. William, $3.90 Winnipeg; Glidden Cattle, 2 pt., $3.45 Ft. William, $3.75 Winnipeg; Baker 2 pt., $3.40 Ft. William, $3.70 Winnipeg; Winnipeg, $2.95; plain twist. cwt., Ft. William, $3.90; Winnipeg, $4.30; plain galvanized, Ft. William, No. 9, $4.25; No. 12, $4.50; Winnipeg, No. 9, $4.65; No. 12, $4.90; coil spring, Ft. William, No. 9, $4.05; No. 12, $4; Winnipeg, No. 9, $4.35; No. 12, $4.30.
Patented screen in 100-ft. rolls $2.50 per hundred sq. ft.; in 50-ft. rolls, $2.60 per 100 sq. ft.

WIRE, PLAIN
Bale ties, 14 gauge, single loop, $5.70 Winnipeg; $5.30 Fort William.
Brass snare wire, per lb., 80c.

WIRE, ANNEALED.
No. 9, $4.60; 10, $4.65; 12, $4.80; 14, $4.95; 15, $5.10; 16, $5.25 per 100 lbs.

WRINGERS
Royal Canadian, $43.40 per doz.; Eze, $46.90 per doz.; Bicycle, $51.65 per doz.; Ajax, $8.75 each.



Stephens

House Paints, Floor Paints, Barn Roof and Elevator Paints, Structural Iron Paint, Silk-stone Flat Wall Colors, Interior Enamels, Wa-ko-ver Stains, Carriage Paints.

A line that assumes all-around satisfaction in your paint department.

ducts have built a splendid reputation for them in the West.
The quality and service of Stephens pro-

efficiently. They have remarkable covering extremes of the Canadian climate, and do so capacity and are attractive until completely Our paints are made to withstand the worn out.

Sell Stephens Products and you make re-orders double-sure.

Write us re our exclusive agency.

G. F. STEPHENS & CO., LIMITED

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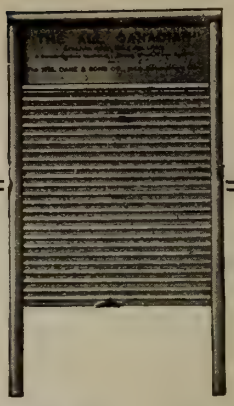
WINNIPEG and CALGARY



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NEW GLASGOW, N.S.
Manufacturers of
FERRONA PIG IRON
and SIEMENS-MARTIN
OPEN HEARTH STEEL



COSTS LESS
than aluminum and zinc wash boards, is just as good and is more serviceable.

The All-Canadian
All-Wooden
Wash Boards

are the result of great scarcity and high price of zinc and aluminum—a price that has greatly handicapped washboard sales.

All-Canadian grown wood, Canadian-made nails, and by Canadian workmen—that's why it's all-Canadian.

The finest grained hardwood is used for rubbing surface.

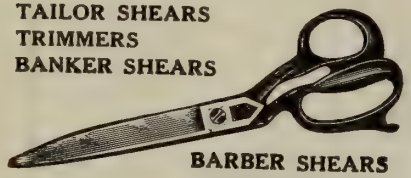
Retails at 20c and leaves a BETTER profit.

Standard zinc, glass and enamel wash boards always on hand for prompt delivery, until notice to the contrary.

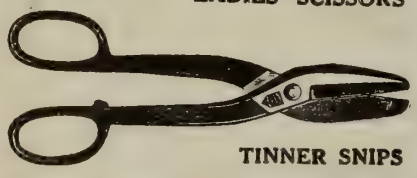
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Makers of the New Wooden Wash Board
NEWMARKET, ONT.

SEYMOUR SHEARS
have been the Standard for over eighty years

TAILOR SHEARS
TRIMMERS
BANKER SHEARS



BARBER SHEARS
LADIES' SCISSORS



TINNER SNIPS

Catalog illustrating full line of Seymour Shears gladly sent on request.

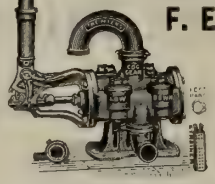
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A. MacFARLANE & CO., Montreal
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EASIEST TO OPERATE

The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

The purchaser buys the most service when he buys a Myers Tank Pump. Write for booklet.



F. E. Myers & Bro.
Ashland, Ohio.

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Lewis Bros., Ltd., Montreal, Distributors of Myers Pumps.

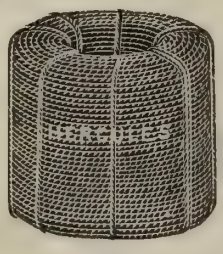


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The original and only Genuine Preparation for cleaning Cutlery
'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS Limited
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

SASH CORD
THE BEST MADE



Star Brand Cotton Rope.
Star Brand Cotton Clothes Line.
Star Brand Cotton Twine.
WHOLESALE DEALERS SELL THEM

TURPENTINE
Distilled from Pure White Gum

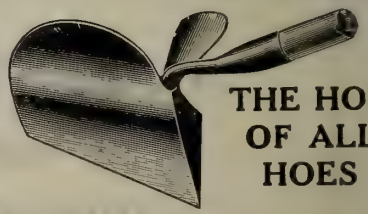
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Special prices to the Trade and Manufacturers when taken direct from car.

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Colonial Varnish & Color Co.
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THE HOE OF ALL HOES

Breaks up the ground, plows, hills, cuts weeds and cultivates the soil and does the work in half the time, and better, easier and more satisfactorily.

Manufactured by
SCHOENER MFG. COMPANY
St. Cloud, Minn.
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If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Hardware and Metal, and let it assist you in filling your needs.

If interested, tear out this page and keep with letters to be answered.

Auger Bits, Bolts and Nuts, Bolster Springs, Chain, Drills, Files, Handles, Horseshoes.

LET US QUOTE YOU

IRON AND STEEL HARDWARE TOOLS

WILKINSON AND KOMPASS

TORONTO HAMILTON WINNIPEG

WE SHIP PROMPTLY

Cotter Pins, Rivets and Burrs, Cap and Set Screws, Wood Screws, Tacks, Washers, Varnishes, Waste.



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.



Ice Harvesting Machinery

Our line of tools and machinery is complete. Whether you require a hand saw or a complete outfit—we have it and can fill your requirements

Get quotations on our sidewalk snow plows and ice levellers for municipal work.

Send for Complete Catalog

ROBERT DONALDSON & SONS, Montreal

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SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar MONTREAL

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

C. J. SHURLY, Pres. R. F. SHURLY, Vice-Pres. FRED. SHURLY, Gen. Man. & Treas. H. W. BYRNE, Gen. Supt. M. M. PARKS, Sec.

ARROW HEAD SAWS

Made from Vanadium Steel. The Steel of Ultimate Quality, Elasticity, Strength, Toughness and Endurance. Will do 20 per cent. more work.

Write for full particulars.

R. H. SMITH CO., LTD.
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Canada.



Quality behind the selling of your lines enhances your reputation and business.

Our goods meet the highest standard and make you good profits.

Selling Quality Goods is the greatest Asset to any Hardware Merchant.

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WIRE NAILS

IN STEEL HOOP KEG

Weatherproof

WIRE BALE TIES

For Baling Hay, etc.

FENCE STAPLES

Bright or Galvanized

POULTRY NETTING STAPLES

WIRE

Bright or Annealed

SPECIAL O. & A. WIRE

The Laidlaw Bale-Tie Co., Limited

HAMILTON, ONTARIO

A. T. Diggins, Stair Bldg., Toronto, Ont

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Harry F. Moulden, Winnipeg, Man.

Geo. W. Laidlaw, Vancouver, B.C.

They're Much Wanted



There is nothing else to take their place. They are as necessary in the home as a hammer, nails or screw driver.

MENDETS A PATENT PATCH

mend granite ware, cooking utensils, boilers, kettles, pails, milk pans. A child can apply them. Order from any one of the following or from us.

The following wholesale hardware merchants sell Mendets:—Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; The Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; The Marshall Wells Alberta Co., Ltd., Edmonton; Walter Woods & Co., Winnipeg, Man.; The Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Ltd., Guelph, Ont.; Emmerson & Fisher, Limited, St. John, N.B.; R. Chesnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto; L. H. Hebert & Co., Montreal.

Collette Mfg Co.,

COLLINGWOOD, ONT.

IF CAR IS RIGHT ADVERTISING PAYS

This is the Experience of John N. Willys, Who Plans Biggest Campaign.

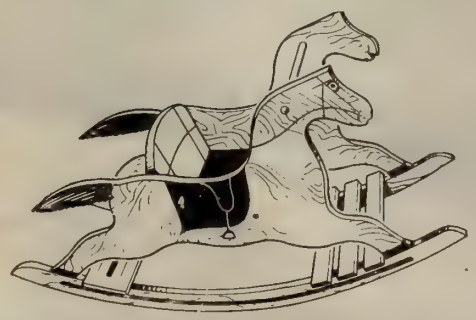
"This year, as heretofore, we shall continue our liberal advertising programme in national publications, farm and trade papers, and we will also conduct a larger newspaper campaign than ever in the past," declared John N. Willys, head of the great Willys-Overland Company, of Toledo, in answer to a question concerning his future advertising plans. "We find our various models of cars even more attractive than ever before; careful and shrewd buying has fortified us against any possible shortage of materials; the country is enjoying an unprecedented wave of thrift and prosperity, and our factory facilities, including new buildings and equipment, are sufficient to warrant an output of 300,000 cars for the year.

"Advertising is just as essential in the modern manufacturing business as is the factory in which the product is turned out," concluded Mr. Willys. "If you are building a product of real worth and merit, it is obvious that you should inform the public of that fact and thus build up a market for your product. The man who has something worth while to sell and does not advertise that fact is hiding his light under the proverbial bushel and, nine times out of ten, he gets nowhere.

"When I authorize an advertising appropriation I first make myself absolutely certain that the models of cars which we are producing are worth talking about. I want to be sure that we have something in which every reader of advertising will be especially interested. Then, too, one must take into consideration the general conditions existing as to availability of material markets, general tone of prosperity throughout the country—because if the people haven't money there is no use in trying to sell them automobiles—and also consider our factory conditions relative to the size of the output which we can safely figure on turning out."

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Hardware and Metal, and let it assist you in filling your needs.

Shoo-Fly Rocker— A Big Profit Proposition



We present extra value in these Shoo-Fly Rockers. They are hand finished in Dapple Gray in contrast to the regular machine finish in burl-walnut. Bridles, saddles and trimmings are handsomely painted in bright colors.

The beauty invites purchases, and then strength and service gives the utmost in satisfaction.

The Schultz Brothers Co., Limited

Brantford, Ont.

If interested, tear out this pageand keep with letters to be answered.



Can You Analyze A Brush?

Can you demonstrate a brush thoroughly and intelligently to a buyer? Can your salesmen? Do you and they know the perfection standards in bristles—their varieties—their adaptability for specific purposes—their shaping and their lengths? What about the binding of the bristles by ferrule or twine, or metal strip What about handles? their shape, weight, length, finish and balance? You will find the perfection of brush making in

MEAKINS BRUSHES

and you will get answers to many questions in our catalogue. The catalogue will inform you about brushes that you may not know are made. The more you know about brushes the more brushes you can sell—and the same thing in time about your salesmen.

Having our catalogue enables you to make many extra brush sales. Send for it.

BIG MARKET FOR BRUSHES

Will you let us say to you that there is a much larger market in every community than is generally perceived. We make a hundred or more different kinds and for example there are:

Meakins Brushes for Horse Stables and Carriage Cleaning.
" " " Garage and Automobile needs.
" " " Butchers, Barmen and Stovemakers.
" " " Walls, Radiators, Floors, Bannisters and Cornices.
" " " Kitchens, Parlors and Schools.
" " " Cream Separators, Gun Barrels and Bottles.

We do not suggest that you carry stocks or even samples of every variety of brush, but we do suggest that you have our catalogue, and familiarize yourself with our various brushes in order to be able to suggest the right brush to the right person for the right need.

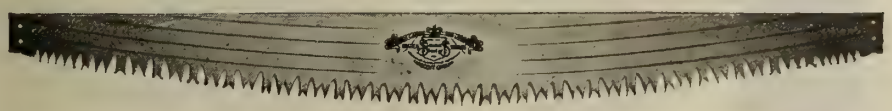
Sell from our catalogue.

Just a last word: **MEAKINS BRUSHES** are **GOOD** brushes and our catalogue will tell you why. Our catalogue is valuable. Have you a copy?

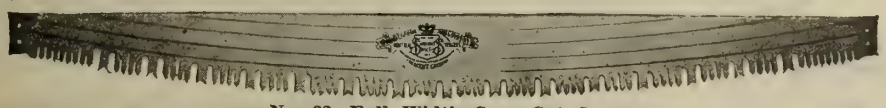
Meakins & Sons, Limited, Hamilton, Ontario

Warehouses: Winnipeg, London, Toronto, Montreal

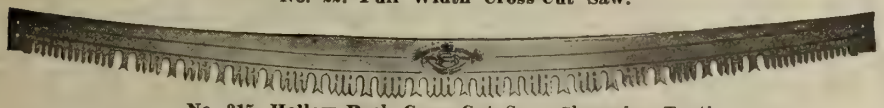
You should place your orders now for a stock of SIMONDS Crescent Ground Cross-Cut Saws



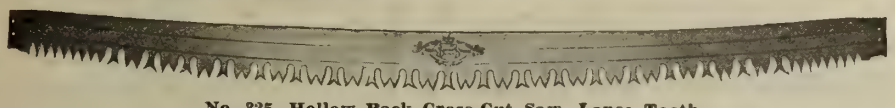
No. 13. Full Width Cross-Cut Saw.



No. 22. Full Width Cross-Cut Saw.



No. 315. Hollow Back Cross-Cut Saw, Champion Tooth.



No. 325. Hollow Back Cross-Cut Saw, Lance Tooth.



YOU can make no mistake when you do this as every logger or woodsman knows this make of saws and will always pay more for them for the simple reason that they enable him to do more work with a smaller amount of labor. He knows the better cutting quality of the saw will make it more than pay for itself. Select the styles you want from these pictures or write for our complete catalog and more information.

We also have a complete line of Hand Saws.

Place orders through your hardware wholesaler.

Simonds Canada Saw Co.,

Limited

St. Remi St. and Acorn Ave., Montreal, Que.

Vancouver, B.C. **St. John, N.B.**



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.



Trulite
The Original Short Globe Lantern.
Made only by
Ontario Lantern & Lamp Co.,
HAMILTON, CANADA Limited

BEAR BRAND LAMP BLACKS
A Germantown of quality that gets big business
WILCKES, MARTIN & WILCKES CO.
135 WILLIAM ST. NEW YORK

"BEST'S" No. 21 WEATHER STRIP
Double Felt and Zinc.
Write for Samples and Prices
Best Weather rip Co., Ltd.
St Hamilton Ont.

BATH ROOM FITTINGS
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE
AUTO ACCESSORIES

One Inch Space
$1.00 Per Issue
on Yearly Order.

BOLTS, RIVETS, WIRE & WIRE NAILS
Quality Rite
Prices Rite
Quick Service
NORTHERN BOLT & SCREW CO., LIMITED, Owen Sound, Ont.

Metal Checks
Drop a card for prices and particulars.
HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.



"CONDOR"
—the name that means quality and service in lamps—more light, less current. A money-saver, a money-maker. Write
The Basters, Jackson Co.
22 College Street, TORONTO

FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.
F.W. Lamplough & Co., Unity Bldg., Montreal



Hardwaremen
You should stock a James Bros. Feed Cooker. Write for circular and prices to
James Pros. Foundry
PERTH, ONT.

The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKETS ON WIRE FENCES
FENCE HOOK
WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, etc.
The Western Wire and Nail Co., Limited, London, Ont.



Winter is Here
Weatherstrip wanted for doors. Specify Swan Brand. Made of solid oak, and best green felt. Comes ready to put up.
SWAN MFG. CO.
Winnipeg



YOUR GUARANTEE
GIPE-HAZARD STORE SERVICE CO., LTD.
97 Ontario St., Toronto, Canada

INSTALL Gipe-Hazard Carriers—use them ten days—put them to every test — and if they do not give quicker, better and more satisfactory store service than any other system, they may be returned at our expense. Fair enough, is it not? Investigate our modern Electric Cable Cash Carrier and Pneumatic Dispatch Tubes.
SEND FOR OUR NEW CATALOGUE F.

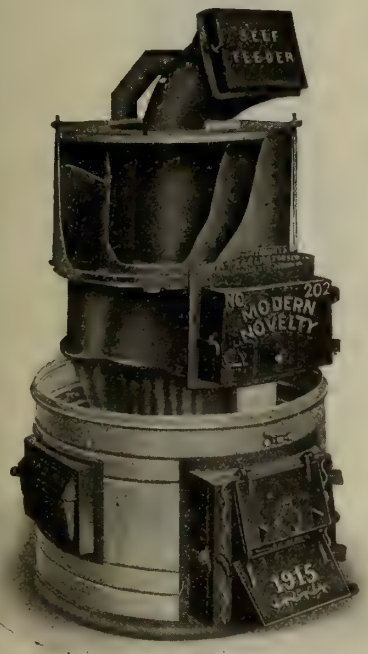
If interested, tear out this page and keep with letters to be answered.

DEALERS, ATTENTION

NOVELTY SELF-FEEDER *HOT AIR* FURNACES *are the best sellers*

The whole trade wants them because they make sales; because they save—
TIME, LABOR, COAL

Because they heat equally
ALL DAY and ALL NIGHT



The self-feeder principle places "NOVELTY" furnaces, which have been leaders for 30 years, away ahead of all others and—
THEY COST NO MORE

Write now for Catalog and Prices.

Toronto Furnace & Crematory Company, Limited

HEAD OFFICE :
111 King St. East, TORONTO

See our display, Stove Building, at Toronto National Exhibition.

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS
Manitoba — Bissett & Webb, Limited, Winnipeg
British Columbia—McPherson & Teetzel, Vancouver

Reliable QUALITY

NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.
ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

MONEL METAL

We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.
Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.
Send Inquiries Direct to Us.

The International Nickel Company
43 EXCHANGE PLACE, NEW YORK

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies
Agents: A. RAMSAY & SON COMPANY, Montreal.

KINDLY MENTION THIS PAPER WHEN ANSWERING ADVERTISEMENTS

If interested, tear out this page and keep with letters to be answered.

Condensed or "Want" Advertisements

There is always someone, somewhere, who is looking for just such a proposition as you have to offer—and it is more than likely that he is a hardwareman and a subscriber to HARDWARE AND METAL. Let an advertisement on this page bring you together.

RATES (payable in advance): 2 cents per word first insertion, 1c per word subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word.

SITUATIONS WANTED

THE "CHANGING TIME" IS GETTING near. There are many firms who have vacancies on their sales or office staffs to fill during the next few months. If you want to qualify for some of these vacancies, tell your story briefly in a Condensed Advertisement, and try it out in Hardware and Metal. A twenty-five word advertisement may land you a permanent position with splendid prospects.

AGENCIES WANTED

MANUFACTURERS' AGENT IN CANADA desires Canadian rights on small article to sell through display advertising. Correspondence and catalogues solicited. Frank R. Burgess, 407 Hope Chambers, Ottawa, Canada.

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

STORE EQUIPMENT FOR SALE

YOU MUST HAVE A LOT OF OLD FIXtures around the store which are no longer of any value to you, but would prove very useful to someone else in the hardware business. Find a purchaser for this equipment through an advertisement on Hardware and Metal's Condensed Ad. Page.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using, would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

HARDWARE WINDOW DRESSING—THIS is the first book ever written devoted exclusively to Hardware Display. There are 256 pages and over 200 illustrations with full working descriptions. It is the purpose of this book to illustrate and explain how hardware windows may be dressed to the best advantage—how they can be made to sell goods. It is not a theoretical work but a collection of specimens of the best work and ideas of the most expert window dressers in the world. These men have contributed their experience covering the many phases of hardware window display. This volume, therefore, represents the sum total of information on this subject presented as concisely as is consistent with clearness. By following the simple illustrated directions given in "Hardware Window Dressing" any clever clerk can put in good hardware displays at no cost whatever. Size 8 x 11 inches. Price $2.60 postpaid. MacLean Pub. Co., 143 University Ave., Toronto.

WANTED — AN EXPERIENCED HARDware clerk. Apply, stating experience, wages expected, also give references, to Box 270, Orillia, Ont. (45)

WANTED — AN ALERT TRAVELLING salesman with hardware connections in Province of New Brunswick, to represent a large Canadian paint and varnish manufacturer. Apply to Sales Manager, P.O. Box 429, Montreal. (45)

SITUATIONS VACANT

WANTED—TWO LOCK AND HARDWARE travelling salesmen by a prominent Manufacturer. One to cover Eastern and the other Western Canada. Experience in the sales of both stock and contract builders' hardware necessary Address X. Y. Z., Box 404, Hardware and Metal. (45)

BUSINESS CHANCES

$15000 — HARDWARE — ONE OF THE best in western Ontario; splendid stand; large town; owner up in years, retiring. John New.

LET JOHN NEW, 154 BAY STREET, TOronto, sell your business. (4)

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited. Room 314, Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

MR. HARDWARE DEALER—YOU CANnot recommend any ash sifter with the talking points that the Burrowes Patent Dust-Proof Rocker Ash Sifter has. What other sifter has a closed scuttle, double rims, easy rocker motion, etc.? You ought to sell this sifter because of its merit. The Burrowes Mfg. Co., 607 King St. W., Toronto. (50)

Stopping an advertisement to save money is like stopping a clock to save time. Advertising is an insurance policy against forgetfulness—it compels people to think of you.

Sell Hearth Furniture



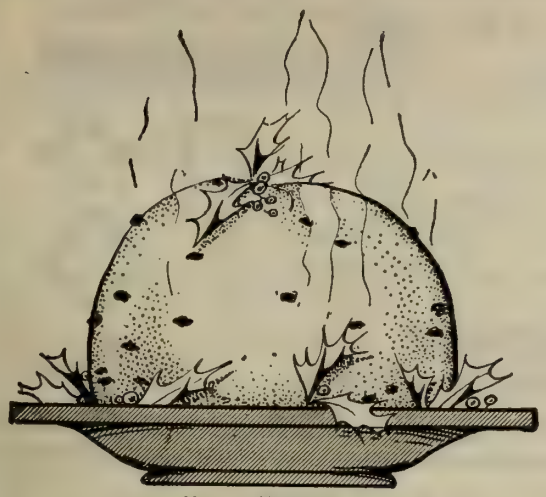
Every home can use some of the hearth furniture made by us. The line includes:

Fire Irons (various styles)
Andirons;
Portable Baskets;
Grate Guards;
Spark Guards.

Show these useful and desirable home accessories. Sales follow unfailingly.

We specialize in this line. Send for illustrated catalogue. Have stock on hand **now** for this is the season.

Winfield Brewster
HESPELER, ONT.



No. 1—60 cents.



No. 2—40 cents.



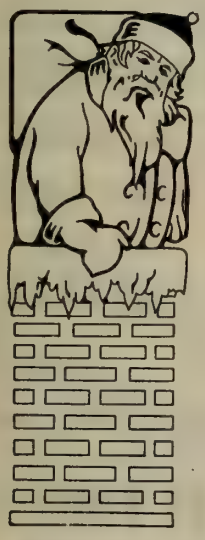
No. 3—60 cents.



No. 5—60 cents.



No. 6—40 cents.



No. 4—50 cents.

These Cuts For Sale

CHRISTMAS Advertising will be made more attractive and resultful by using one or more of the illustrations on this page.

Electros will be forwarded carefully wrapped, postpaid, on receipt of price noted below each illustration.

If you order all the cuts shown on this page, it means an investment of only $5.40—and you own the cuts for use in future years. Remit price with order. Order by number.

Hardware and Metal, 153 University Ave., Toronto



No. 8—40 cents.



No. 7—40 cents.



No. 10—60 cents.



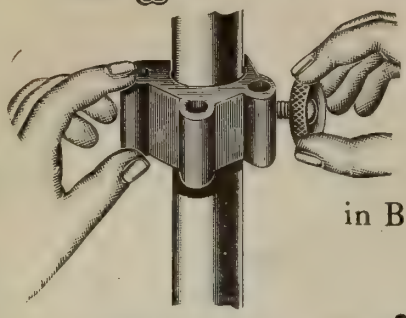
No. 11—50 cents.



WILLIAMS BROS. & PIGGOTT, LTD.

Small Heath, BIRMINGHAM

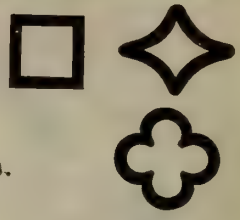




Patent Grip-Tight Socket

Specialists in TUBES Seamless, Brazed Iron-cased Mouldings, Beadings, Rolled Metals in Brass, Copper, German Silver, and other Metals.

Over 1000 different sections



GENERAL BRASSFOUNDERS

SHOP WINDOW FITTINGS MANUFACTURERS



Economy This Winter

The Government is preaching it. Bankers are, Editors are. For war costs must be paid, and economy and thrift, personal and domestic, will pay our share of the appalling war debt that daily mounts higher.

Economy begins in the cellar—with a CANADA DUSTLESS ASH SIFTER. It will save pounds of coal a day, many pounds in a week, a ton or more in a winter. With coal at $8.00 or more per ton, we ought all to economize.

Put it up to your customer TO SAVE COAL and you'll have no trouble to sell the

CANADA Dustless Ash Sifter

(See illustration)

Ashes go in barrel—coal into scuttle. Positively dustless and lasts for many seasons.

Every family is a prospect, and every sale represents a nice profit—found money to you. Have a half-dozen or so always on hand.

Jobbers everywhere supply them; order through them.

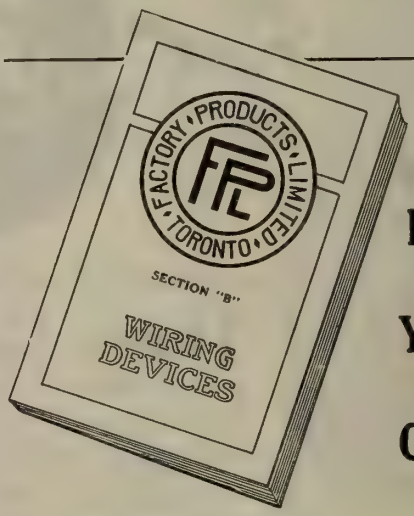
"I can sift ashes now"



J. Samuels

TORONTO ONTARIO

Everything For Your Electrical Department



Have You Received Your Copy of Our CATALOG ?

The excellent cuts and description in this catalog will give you a comprehensive idea of the quality and value of our products.

Send a post card for one to-day.

FACTORY PRODUCTS LIMITED

220 King St. West, Toronto, Ontario.

ORIGINAL "HENDRYX" NEW STYLE

A WORD FOR QUALITY

THERE IS ONLY ONE

"HENDRYX" Mission Cage



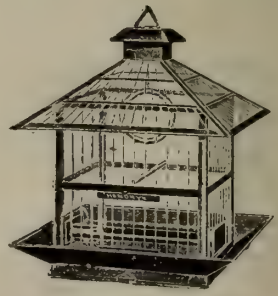
No. 8000

and it is not equalled in finish and detail by any other maker.

The name "HENDRYX" is always stamped on the under side of the base. The two styles illustrated are made only by

THE ANDREW B. HENDRYX COMPANY

NEW HAVEN, CONN.



No. 8020

If interested, tear out this page and keep with letters to be answered.

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
CONN., U.S.A.

Arctic  **Metal**

FOR HIGH SPEED — Try It. — FOR HEAVY PRESSURE

Every Pound Guaranteed.

Tallman Brass & Metal Co.
HAMILTON, ONT.

THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.
New York Montreal Philadelphia
London, Eng.

Jonathan Crookes & Son
Sheffield, England



Corporate Mark

Granted 1780.

Supreme Cutlery

FOR SALE BY LEADING WHOLESALE HOUSES

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

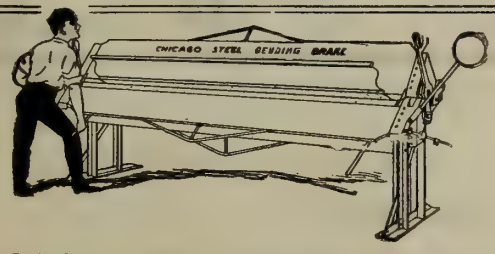
By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL



CHICAGO STEEL BENDING BRAKES
MADE-IN-CANADA

Are the most economical, most accurate and have the most simple working arrangements of any brake made.

WRITE FOR CATALOG AND FULL PARTICULARS.

The Steel Bending Brake Works Ltd., Chatham, Ont.

THE BRITISH ALUMINIUM COMPANY, Limited
OF LONDON, ENGLAND

PRODUCERS OF ALUMINIUM IN ALL COMMERCIAL FORMS

CANADIAN HEAD OFFICE:
60 WEST FRONT STREET TORONTO
Eastern Agents: Spielmann Agencies Montreal

If interested, tear out this page and keep with letters to be answered.

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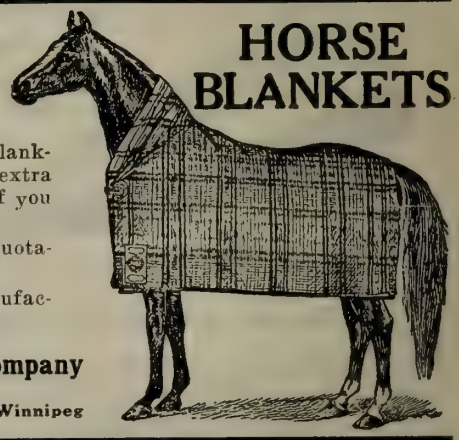
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ALWAYS, at the beginning of cold weather, there is a great demand for horse blankets. Which means extra business for you—if you have the blankets.

Write to us for quotations.

We are large manufacturers.

Samuel Trees & Company
Limited
Whitby Toronto, Ont. Winnipeg

"What ruined your business?"

"Advertising."

"How?"

"I let it all be done by my competitors."

—Boston Transcript

A Straight Talk from the Manager

No. 50

"I don't know why I ever stopped subscribing to HARDWARE AND METAL," says an ex-hardwareman who has been in the real estate business for the past six years.

"I am thinking of getting back into hardware again, so you may enter my subscription.

"I have always had a warm spot in my heart for HARDWARE AND METAL, because I made a lot of money through it.

"The best deal I ever made was the result of a prediction in HARDWARE AND METAL, that the price of pig-iron would advance shortly.

"I immediately placed a big order for stoves with one of HARDWARE AND METAL'S advertisers, just in time to take advantage of a heavy increase in the price of stoves.

"I could tell you of many other profitable deals that HARDWARE AND METAL helped me to make, but, this was the best one."

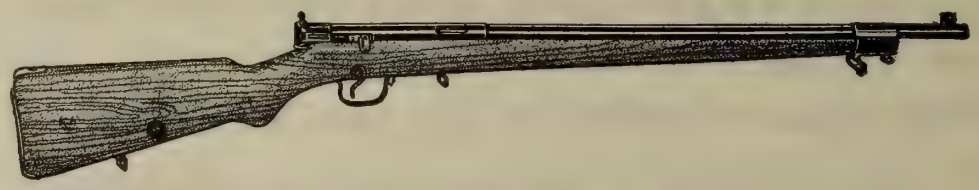
J.G.L.

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A MOST FAMOUS LINE OF CUTLERY

bears the name "Foster Bros."

We've been making good cutlery so long and always the best we could, that it's second nature with us now to make the best we can.

We leave nothing to chance. Every blade has most careful attention in forging and tempering, and is thoroughly tested, and each knife carefully inspected.

Foster Bros.' cutlery embraces a large variety of styles for all purposes and tastes, up-to-date patterns, and all of a quality that only the best skilled labor can produce.

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Scale Makers Since 1835

GOOD PUMPS WITH GOOD PROFITS

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.



Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps — for Force or Lift use — every size, style, kind, in our big catalogue.

Write

The R. McDougall Company
Limited
GALT, CANADA

If interested, tear out this page and keep with letters to be answered.

FIRE DOOR TERNE PLATE

For Covering Fire Doors. Every Sheet Stamped.
Conforms in all respects to National Board of Fire Underwriters' requirements.

Large Stock Close Prices.

The Roofers Supply Co., Ltd., Toronto, Ont.

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The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

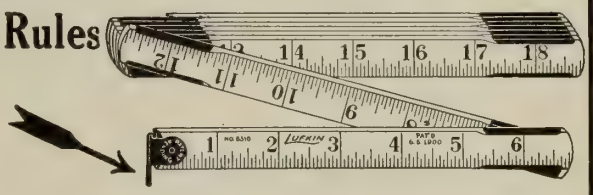
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ENTIRELY NEW

WILL CERTAINLY APPEAL TO MECHANICS



Just the thing for taking measurements out of arm's reach, and handy for most any measuring. Zero end of rule fitted with a small, substantial steel hook, which will very readily fold up and remain so when not wanted, making the rule same as ordinary ones without hook.

THE LUFKIN RULE CO. OF CANADA, LTD.
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Manufacturers of a complete line also of

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TINKER TOM'S TALKS.



Talk Number Seventy-five

How much coating should a galvanized sheet carry? Do you know? We do, and that's why every sheet of "PREMIER" goes out with a good uniform coating of prime metals properly applied. You don't need to be an expert to buy right when you specify "PREMIER" Made-in-Canada

TINKER TOM.

Look for Talk No. 76 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

Solves Your Wrench Problems



Socket Chest No. 300

Surely an addition to the fixtures of your store.

FREE DISPLAYS

with assortments made up of the particular sizes that sell. Quantities of each size in exact ratio of demand.



No. "Y" Display Board



Socket Wrench Set No. 14

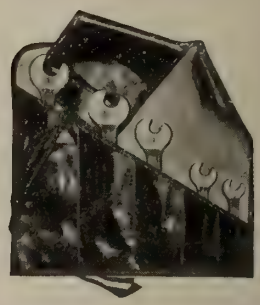
The *"Complete-est"* Wrench Set ever designed. Price, each $16.00



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Covers all U.S. and S.A.E. nuts and screws from ¼ to ¾.

Packed in wooden box. List $5.72



Engineer's Open End Set

Ask for interesting New Wrench Book No. 183C. **Thin Model Wrenches in any sets desired.**

The ambition of the FRANK MOSSBERG CO. has been—

"*To produce* the finest WRENCHES made in those types that sell most quickly, and *to sell* this product at reasonable prices to *deserve* the loyalty of every consumer."

FORDS for



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"675" contains all special wrenches needed. Price, $1.60



Ford Socket Wrench Set No. 30

The "Net" Socket Wrench Set $5.35

Wrenches Desirable The Most



Ratchet Reserve Brake Pedal and Tension Spring Wrench No. 645

Price, each 67c.



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Indestructible, 75c.

These prices are Canadian List.

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BRANCH OFFICES (for your convenience) Chicago - - 180 N. Market St. San Francisco, 324 Underwood Bldg. Los Angeles, 503 Equitable Bldg. Seattle - 214 Maritime Bldg. Nashville, Tenn.

HARDWARE AND METAL

Vol. XXVIII No. 47 PUBLISHED EVERY SATURDAY SINCE 1888 Nov. 18 1916

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

Do You Believe In Featuring Well-Advertised Goods of High Quality?



The well-known trademark that directs trade to the store that features it.

If so, you should be interested in the Martin-Senour exclusive agency proposition.

MARTIN-SENOUR
PAINTS AND VARNISHES
(MADE IN CANADA—SOLD ON MERIT)

through our widespread advertising campaign throughout Canada, are to-day better known and more in demand than any other line. Martin-Senour dealer-agents reap the benefit of this forcible advertising. The public are attracted to the store showing the familiar trade-mark, and the result is an increase, not only in the sales of paint, but of many other lines as well.

The Martin-Senour exclusive dealer-agency proposition offers the most advantages. A line of 100% pure, guaranteed paint and varnishes, a complete line of products each guaranteed to best serve the purpose for which it is made—a line that is well and consistently advertised and a line that carries with it more sales co-operation than has ever been attempted.

Surely this is the line for you—write for complete details.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
MONTREAL
WINNIPEG TORONTO HALIFAX



MOST people who build garages are able and willing to pay to have a thing *right.* Stanley Garage Hardware is designed to please the most exacting. Made especially for garage doors, it is strong and substantial, smooth in operation and sightly in appearance. And there is a liberal margin of profit to you from each sale.

The Stanley Garage Door Holder, illustrated above, is a convenience especially appreciated by garage owners. It locks the doors securely open, so that the wind cannot slam them against the incoming or outgoing car. You should supply it for old garages as well as new

Write for Catalog R311 *and information concerning valuable Sales Helps.*

THE STANLEY WORKS, New Britain, Conn., U.S.A.

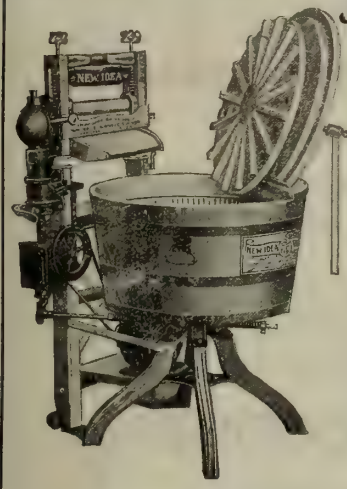
***Canadian Representatives*--A. MACFARLANE & CO., Coristine Building, Montreal**

The Best Washing and Wringing Machine Buy
in Canada To-day

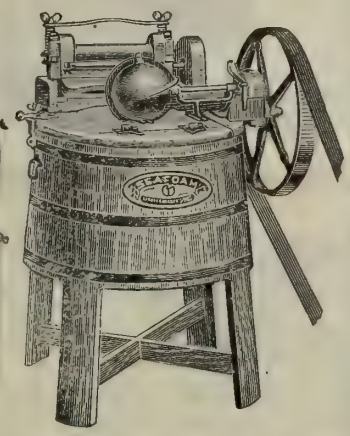
New Idea Electric "A"

Both wash and wring at the same time or separately.

Both can be furnished to operate by Electric motor or Gasoline, Steam or Windmill power.



Seafoam "B"



They're chasing labor and worry from thousands of CANADIAN homes.

Every CUMMER-DOWSWELL washer has an oval label, it means a lot, and always means "TOP GRADE."

Made at Hamilton by

Cummer-Dowswell, Limited

"P.&W.Co." SMALL TOOLS

The Machinist is a connoisseur—a critic who knows. You can't fool him on tools. Try out his knowledge with the P. & W. line. You'll certainly see him return for more of the same make. So you make a good customer.

Prompt delivery. Order from your jobber.

Pratt & Whitney Company of Canada, Limited

Dundas, Ontario, Canada

Montreal, 723 Drummond Bldg. **Vancouver**, 609 Bank of Ottawa Bldg. **Winnipeg**, 1205 McArthur Bldg.

DO SOME SELLING

to horsemen, farmers, teamsters, delivery men, and all with horses. Suggest to them

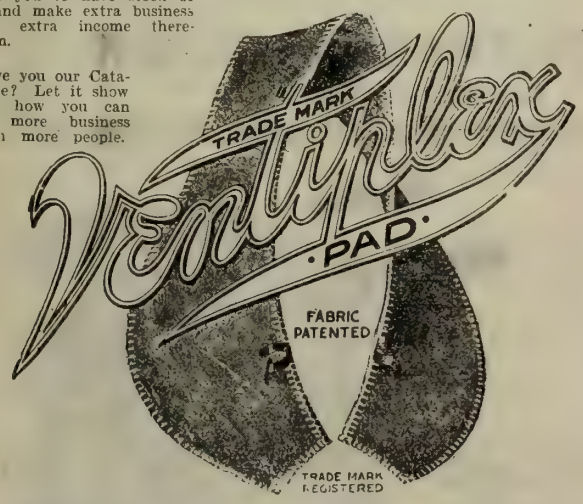
Ventiplex Sweat Pads, Saddle Blankets, Housings and Top Neck Pads

They'll be quick to see the point, and it means sales for you.

SELL "COMFY" WEATHER STRIP.

The season for good business in this line is on. This Weather Strip is put up in 1-pound cartons (38 feet), and sells almost at sight. We urge you to have stock of it and make extra business and extra income therefrom.

Have you our Catalogue? Let it show you how you can do more business with more people.



Burlington Windsor Blanket Co., Ltd.

793 King St. W., TORONTO, ONT.





High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.



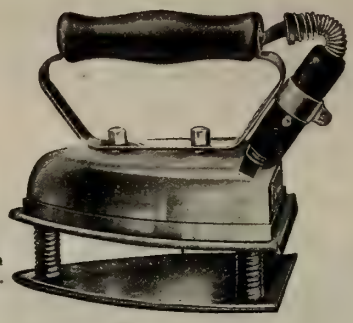
Buck Brothers

Milbury, Mass., U.S.A.

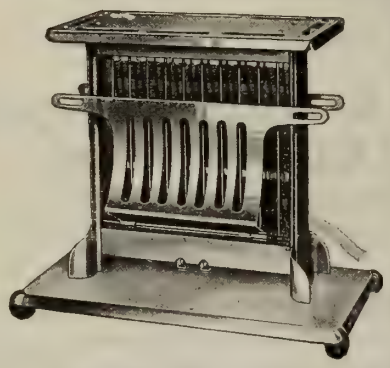




No. E9310. $13.25.
Electric Chafer, with separable hot plate.



No. E9051. $5.50.
Electric Iron with push-button switch.



No. E946. $4.50.
Electric Toaster; uses a small amount of current.

Your Discrimination

Your discrimination in selecting the line of goods you will sell to your customers is the biggest factor in building up your future business.

The average buyer relies largely upon your honesty and knowledge of the goods to select for him the best of the kind there is to offer.

Universal Electric Home {UNIVERSAL} Needs

In presenting the merits of Universal Electric Home Needs to his attention you have several most important points to feature.

Universal Electric Home Needs are notable for the distinctive beauty of their design and for their strength and lasting performance of their duty.

Many patented points of superiority, such as the safety fuse plug in all liquid heaters, and the flange heat conserving plate under the burner will help to make present sales mean much to you for future business.

A. MACFARLANE & CO., MONTREAL
Canadian Representatives

LANDERS, FRARY & CLARK
New Britain, Conn.



No. E9166044. $38.50.
Electric Loving Cup Urn with Tray, Sugar and Creamer.



No. E984. $7.25.
Electric Four-heat Grill with three cooking pans.

If interested, tear out this page and keep with letters to be answered.

TRADE **SIMPLEX** MARK

BIG CURVED HEAD—ONE-PIECE

ROOFING NAILS

Large Head—
Will Not Tear Roofing

Small Stem—
Will Not Tear Roof Boards

One Piece—
(Not Two Pieces)

ALL IN ONE



Enlarged Cut
Head, 1 inch Diameter: 21 Gauge Thick
Nail, 1 inch Long, 15 Gauge Diameter

Have a Heavy Steel Head one inch in Diameter, Cupped Shape so as to give a Head Bearing equal to its Full Diameter.

The Small Stem is one inch Long and Barbed to insure Greatest Holding Power.

Time Savers Roof Savers Money Savers

Simplex Nails have a head *four times* as large as the ordinary large head nail, and give a bearing on the roof all around its rim. The edge of the head does not bend up away from the roofing as do Tin Caps used with ordinary roofing nails.

Being in *One-Piece*, they are more quickly driven than where separate caps and nails are used.

They cannot leak as do roofing caps where the nail goes through. And being in One-Piece, they will not tear loose as do Tin Caps from the nail under wind strain.

The Heavy Convex Shaped Head will not rust out like tin Caps.

They are More Quickly Driven, Give Better Results, Last Much Longer, Keep Roofs in Better Condition than Tin Caps and Nails

TRY THIS NAIL—ORDER NOW

LEWIS BROS., LIMITED, MONTREAL

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

If interested, tear out this page and keep with letters to be answered.

PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.
Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



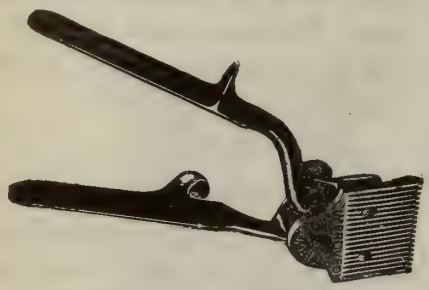
STANDARD No. 0, No. 1 and No. 2.
Retailing at about $2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about $2.25



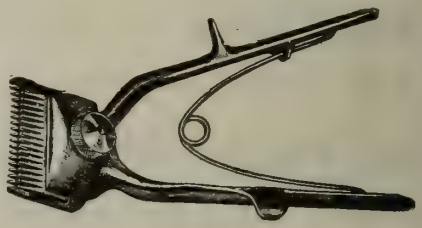
SPEED
Best low-priced Clipper made. Retailing at about $1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about $1.50.

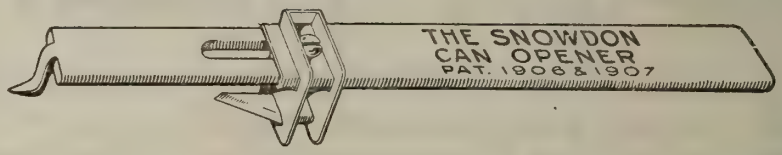
If you are not familiar with these goods, send for samples and compare them with others.

A. MacFarlane & Co.
Coristine Building, Montreal
Canadian Agents for
Wiebusch & Hilger, Ltd.
New York City



CADET
with visible spring, retailing at about $1.00.





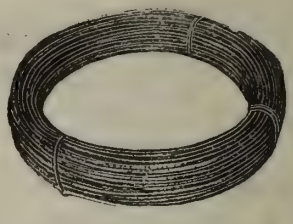
A Durable, Convenient, Clean Cut, Safety

CAN OPENER

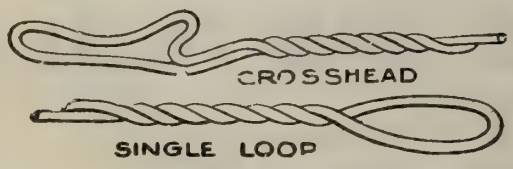
That sells on sight. An absolutely necessary article to every family or individual. List price, $10.00 per gross. Liberal discounts, according to quantity. This is a profitable opportunity.

MONARCH ELECTRIC COMPANY, LIMITED
St. Lambert, P. Q.
DISTRICT MONTREAL

Headquarters for High Carbon
Bale-Ties and Baling Wire

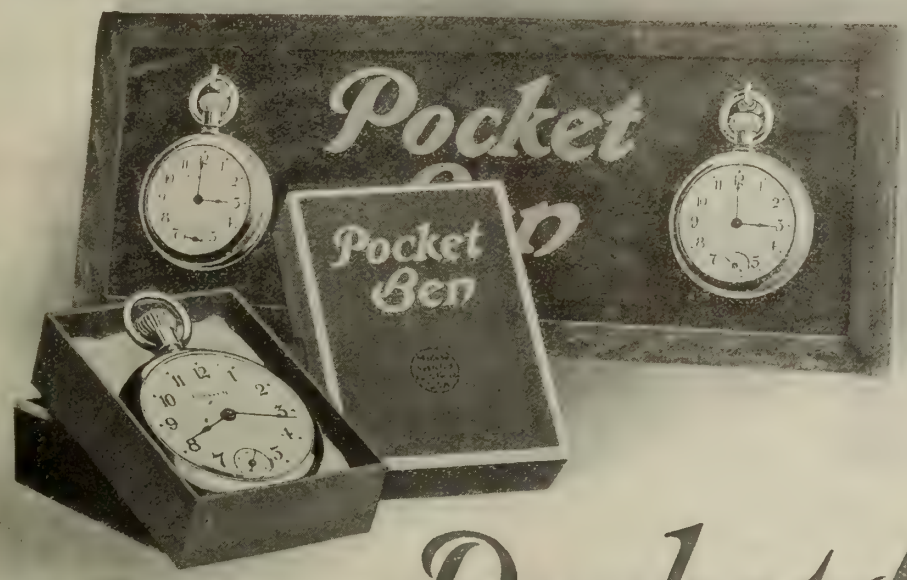


Also Manufacturers of **NAILS and WIRE all Kinds**



The Laidlaw Bale-Tie Company, Hamilton, Canada
A. T. Diggins, Stair Bldg., Toronto, Ont. H. E. O. Bull, Montreal, Que.
Harry F. Moulden, Winnipeg, Man. Geo. W. Laidlaw, Vancouver, B. C.

If interested, tear out this page and keep with letters to be answered.



Pocket Ben

A *Westclox* Watch

CAN you say Pocket Ben, or see that brown covered box, with the white corner edge and orange lettering, without thinking Big Ben?

Is it any wonder Pocket Ben has profited by Big Ben's six years of national advertising?

Is it any wonder that Pocket Ben has more business than he can handle comfortably?

He's on the job every minute making up every bit of material he can get his hands on, doing his best to supply his loyal friends.

Pocket Ben is well designed and finely finished. The case is nicely rounded and well-proportioned; the dial, clear and distinct.

He has the same style, light running, reliable movement that makes *Westclox* so successful.

Each dozen is packed in a carton with two display cards and a novel display stand for your window or show case.

With an order for three dozen, at your request, we send a handsome walnut display rack shown above, a very attractive fixture.

There's a good margin of profit in Pocket Ben. The box and selling helps create a good demand.

Is it any wonder they sell faster than we can make them?

Furnished in nickel or gunmetal.

Western Clock Co.

La Salle, Ill., U.S.A. Makers of *Westclox*

Toronto office, 58-64 Wellington St. W.

If interested, tear out this page and keep with letters to be answered.

DAVIDSON'S "STERLING" ASH SIFTER



"Special Features"

It separates the ashes from the Cinders quickly and efficiently.

It does the work without making any dust.

It is easy to operate. By turning the handle the ashes fall through to receptacle beneath, and cinders are automatically discharged into the coal hod.

It is made of galvanized steel and will not rust, while there is nothing to get out of order.

THE THOS. DAVIDSON MFG. CO., LIMITED

TORONTO MONTREAL WINNIPEG

You can put a stop to faulty hot water systems by installing

The Knickerbocker Generator

It is a positive remedy that is easily applied to the open or closed systems of hot water heating.
Entirely automatic.
Connects with one-inch nipple to outlet of expansion tank.
Makes a hot water system equivalent to a low pressure steam plant.
Increases radiation from 25 to 30% with same firing.
Reduces the size of pipes and fittings.
Temperature of water can be varied up to 250 degrees.

A top-notch profit producer.



Particulars on request.

The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide St. West, TORONTO

If interested, tear out this page and keep with letters to be answered.

"Helps to Sell Plymouth Rope"

Dealer's Schedule for Retailing Plymouth Rope by the foot

Copyright, 1916, by Plymouth Cordage Co.

PLYMOUTH ROPE	Table 10	Table 12	Table 14	Table 15	Table 16	Table 18	Table 20	Table 22	Table 24	Table 25	Table 26	Table 28	Table 30
Size in Diameter	Retail Prices for 100 feet	Retail Prices for 100 feet	Retail Prices for 100 feet	Retail Prices for 100 feet	Retail Prices for 100 feet	Retail Prices for 100 feet	Retail Prices for 100 feet	Retail Prices for 100 feet	Retail Prices for 100 feet	Retail Prices for 100 feet	Retail Prices for 100 feet	Retail Prices for 100 feet	Retail Prices for 100 feet
3/16"	$.18	$.21	$.24	$.26	$.27	$.30	$.33	$.36	$.39	$.41	$.42	$.45	$.48
1/4"	.20	.24	.27	.29	31	.34	.38	.41	.45	.46	.48	.52	.55
5/16"	.32	.37	.43	.45	.48	.54	.59	.65	.70	.73	.76	.81	.87
3/8"	.40	.47	.54	.58	.61	.69	.76	.83	.90	.94	.97	1.05	1.12
15 th'd line 3/8" Fall	.48	.57	.66	.70	.74	.83	.92	1.00	1.09	1.14	1.18	1.27	1.36
7/16"	.55	.65	.76	.81	.86	.96	1.07	1.17	1.28	1.33	1.38	1.48	1.59
18 th'd 7/16" Fall	.67	.79	.92	.98	1.05	1.17	1.30	1.43	1.56	1.62	1.68	1.81	1.94
1/2"	.81	.97	1.12	1.20	1.28	1.43	1.58	1.74	1.89	1.97	2.05	2.20	2.36
9/16"	1.08	1.28	1.49	1.59	1.69	1.90	2.10	2.31	2.51	2.61	2.72	2.92	3.13
5/8"	1.30	1.56	1.82	1.95	2.08	2.34	2.60	2.86	3.12	3.25	3.38	3.64	3.90
3/4"	1.62	1.95	2.27	2.43	2.59	2.92	3.24	3.56	3.89	4.05	4.21	4.54	4.86
13/16"	1.92	2.31	2.69	2.88	3.07	3.46	3.84	4.23	4.61	4.80	4.99	5.38	5.76
7/8"	2.18	2.61	3.05	3.26	3.48	3.92	4.35	4.79	5.22	5.44	5.66	6.09	6.53
1"	2.62	3.15	3.67	3.93	4.20	4.72	5.24	5.77	6.29	6.55	6.82	7.34	7.87
1 1/16"	3.05	3.66	4.26	4.57	4.87	5.48	6.09	6.70	7.31	7.62	7.92	8.53	9.14
1 1/8"	3.45	4.14	4.83	5.18	5.52	6.21	6.90	7.59	8.28	8.63	8.97	9.66	10.35
1 1/4"	4.18	5.01	5.85	6.26	6.68	7.52	8.35	9.19	10.02	10.44	10.86	11.69	12.53
1 5/16"	4.75	5.70	6.65	7.13	7.60	8.55	9.50	10.45	11.40	11.88	12.35	13.30	14.25
1 3/8"	5.30	6.36	7.42	7.95	8.48	9.54	10.60	11.66	12.72	13.25	13.78	14.84	15.90
1 1/2"	5.87	7.04	8.21	8.80	9.39	10.56	11.73	12.91	14.08	14.67	15.25	16.43	17.60
1 9/16"	6.49	7.78	9.08	9.73	10.38	11.67	12.97	14.27	15.56	16.21	16.86	18.15	19.46
1 5/8"	7.36	8.83	10.30	11.04	11.77	13.24	14.72	16.19	17.66	18.40	19.13	20.60	22.07
1 3/4"	8.75	10.50	12.24	13.12	13.99	15.74	17.49	19.24	20.99	21.86	22.73	24.48	26.23
2"	10.60	12.72	14.84	15.90	16.96	19.08	21.20	23.32	25.44	26.50	27.56	29.68	31.80

NOTE: Above prices as figured under the several Tables indicated are for 100 feet of 3-strand Plymouth Manila Rope.
For variations such as 4-strand Rope and for Lariat use a Table sufficiently higher to cover the advance over basis.

THESE FIGURES APPLY TO PLYMOUTH ROPE ONLY. DO NOT ATTEMPT TO USE THEM FOR ANY OTHER ROPE

The above statement is typical of the comments we are getting daily from the hundreds of dealers already using the schedule—shown here—for retailing Plymouth Rope *by the foot.*

Here are a few more:

"Fills a long felt want."
"The greatest dealer aid put out in a long, long time."
"Very much simplifies rope selling."
"Are getting a more satisfactory profit by using this method."

This schedule (furnished on 8" x 10" card with instruction sheet attached) enables you to offer promptly on any size and length of Plymouth Rope a definite quotation *which will be more attractive to the customer than quotations on cheap rope and still allow you an extra good profit.*

If you retail Plymouth Rope and wish to take advantage of this new selling plan, advise us at once ON THE COUPON BELOW, or by letter or postal, GIVING SIMILAR INFORMATION.

PLYMOUTH CORDAGE COMPANY,
NORTH PLYMOUTH, MASS.—WELLAND, CAN.

INDEPENDENT CORDAGE CO., LIMITED
TORONTO, CANADA CANADIAN SALES AGENTS

Plymouth Cordage Company, North Plymouth, Mass

Please send us complete plan and schedule for retailing Plymouth Rope by the foot, together with instruction sheet.

We buy Plymouth Rope from.....
(This information must be given.)

Name..... Address.....

If interested, tear out this page and keep with letters to be answered.



No. SC 935

Buy Your Hinges
Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

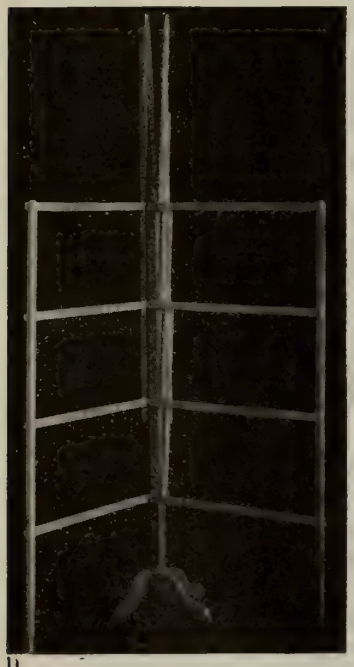
Light Strap Hinges	Pair in a Box	SC 900
Light Tee Hinges	" " "	SC 904
Heavy Strap Hinges	" " "	SC 209
Heavy Tee Hinges	" " "	SC 609
Corrugated Strap Hinges	" " "	SC 935
Corrugated Tee Hinges	" " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.
Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Canada



No. 9

Made from clear basswood. Has Four drying sides or Sixteen bars.

Any side can be folded up against middle post if not needed. Cut shows two sides folded and two ready for use. When not wanted, all sides can be folded up and drier stood in a corner.

Tied three in a bundle.

You Can Sell this Clothes Drier

Always someone among your customers needing a Clothing Drier. When the first baby comes to any home, a Clothes Drier is a necessity. Suggest Clothes Driers and you'll sell them.

Show them and you'll earn good money for the time given to the demonstration.

We make Clothes Bars, Ironing Boards, Bake Boards, Ladders.

Have our catalogue. Make it help you do more business.

The Stratford Mfg, Co., Limited
Stratford, Canada

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

If interested, tear out this page and keep with letters to be answered.

Quality Service

Courtesy in Business

Fittingly framed and hanging in the Offices of one of the most important Public Service Corporations on this North American Continent is the following

'Did you say Please and Thank you?'

Broad minded men direct the destiny of that Corporation, men who know that public or private enterprises to be lastingly successful must operate for the public good.

Quality and Service are the two important factors in our business life today, but Courtesy is the door through which they must enter.

We are large producers of Hamilton Pig Iron and our output of Open Hearth Steel Blooms and Billets, Iron and Steel Bars of all shapes and size runs into enormous tonnage.

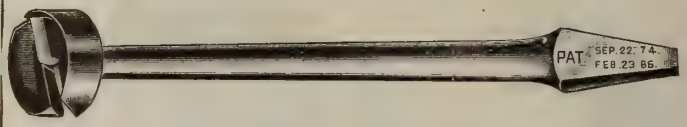
The products of our mills include practically everything that can be manufactured from Iron and Steel and these we distribute to thousands of satisfied customers.

Our business is an extensive one and a successful one. The World is our market: but our prosperity and success in the future, as in the past, depend upon the continued confidence, co-operation and good-will of the people we serve.

The Steel Company of Canada, Limited

HAMILTON TORONTO MONTREAL WINNIPEG

If interested, tear out this page and keep with letters to be answered.



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.



ICE HARVESTING MACHINERY

Our line of tools and machinery is complete. Whether you require a hand saw or a complete outfit—we have it and can fil your requirements

Get quotations on our sidewalk snow plows and ice levellers for municipal work.

Send for Complete Catalog

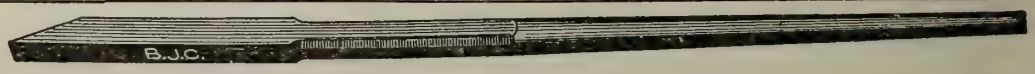
ROBERT DONALDSON & SONS, Montreal

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar MONTREAL

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

Auger Bits, Bolts and Nuts, Bolster Springs, Chain, Drills, Files, Handles, Horseshoes.

LET US QUOTE YOU

IRON AND STEEL HARDWARE TOOLS

WILKINSON AND KOMPASS
TORONTO HAMILTON WINNIPEG

WE SHIP PROMPTLY

Cotter Pins, Rivets and Burrs, Cap and Set Screws, Wood Screws, Tacks, Washers, Varnishes, Waste.

C. J. SHURLY, Pres. R. F. SHURLY, Vice-Pres. FRED. SHURLY, Gen. Man. & Treas. H. W. BYRNE, Gen. Supt. M. M. PARKS, Sec.

ARROW HEAD SAWS

Made from Vanadium Steel. The Steel of Ultimate Quality, Elasticity, Strength, Toughness and Endurance. Will do 20 per cent. more work.

Write for full particulars.

R. H. SMITH CO., LTD.
St. Catharines, Ont.
Canada.



Quality behind the selling of your lines enhances your reputation and business.

Our goods meet the highest standard and make you good profits.

Selling Quality Goods is the greatest Asset to any Hardware Merchant.

KIR-BEN
TRADE MARK

Salesman Wanted

We are open to make commission selling arrangement with experienced Stove and Furnace Salesman covering sale of Kir-Ben Stoves, Furnaces and Registers in New Brunswick, Nova Scotia and Prince Edward Island.

Partial connection has already been established.

All communications will be treated as confidential.

Kir-Ben, Limited

Almonte, Ont.

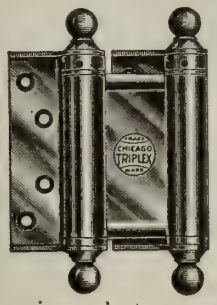
Kir-Ben Agency is the Best.

TRADE CHICAGO MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO TRADE CSB CO MARK **NEW YORK**

TRADE MARK KEYSTONE BRAND REGISTERED

Place Your Order Now FOR KEYSTONE

Stapled Metal Case Brooms

Patented

The illustration shows our new broom, invincible for heavy sweeping. The Metal case adds great strength and durability, ensuring absolute satisfaction at all times.



Write for Prices, etc.

Stevens-Hepner Company, Ltd.

Port Elgin, Ontario

The "Metal Case" Broom is only one of the famous Keystone Brand Brooms and Brushes.

If interested, tear out this page and keep with letters to be answered.



"IDEAL" FENCE

IS SOLD TO THE FARMER

"THROUGH THE DEALER ONLY"

"Ideal" is not sold by any "Mail-Order-House" or "Direct-to-the-Farmer" in any way.

The McGREGOR-BANWELL FENCE CO., Ltd.
WALKERVILLE, ONT.

1835 — JOHN CHATILLON & SONS CUTLERY SCALES HARDWARE NEW YORK U.S.A. — 1916

A MOST FAMOUS LINE OF CUTLERY

bears the name "Foster Bros."

We've been making good cutlery so long and always the best we could, that it's second nature with us now to make the best we can.

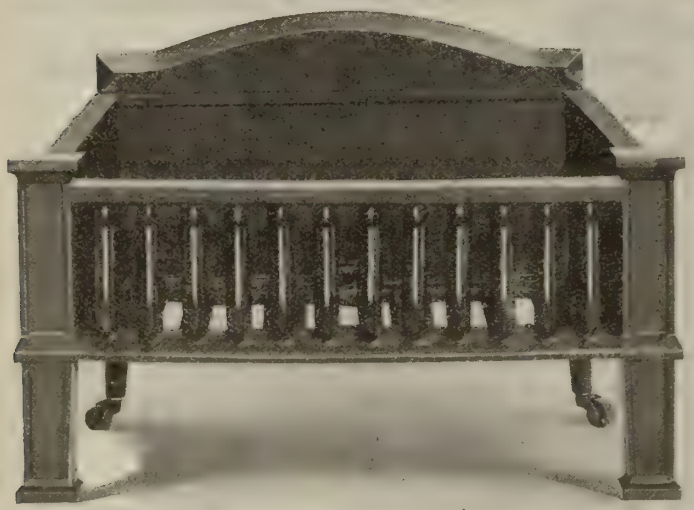
We leave nothing to chance. Every blade has most careful attention in forging and tempering, and is thoroughly tested, and each knife carefully inspected.

Foster Bros.' cutlery embraces a large variety of styles for all purposes and tastes, up-to-date patterns, and all of a quality that only the best skilled labor can produce.

JOHN CHATILLON & SONS

85 Cliff Street **New York City**

Scale Makers Since 1835



(No. 201)

HEARTH FURNITURE

sells this month and next

Suggest hearth furniture to your customers—with the help of our catalogue, if with nothing else, and you'll obtain many an order, thus increasing your turnover and income.

Our line includes various styles in each of the following:
FIRE-IRONS, ANDIRONS, PORTABLE BASKETS, GRATE AND SPARK GUARDS.

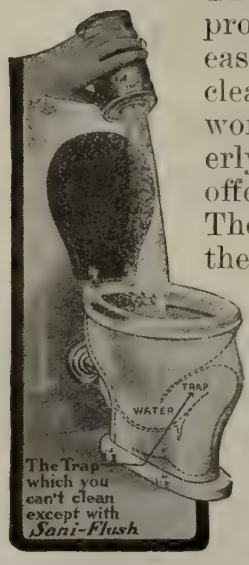
But it is much better to have some lines actually on hand. They will surely sell, for they are real needs in every home.

But send for our illustrated catalogue as a first step.

Winfield Brewster
Hespeler, Ontario

Your Customers Need

Sani-Flush



The reason is simple—it provides the only quick, easy and sure way to clean toilet bowls. This work must be done properly or the bowl becomes offensive and unsanitary. The least expensive and the easiest way to do it is with ***Sani-Flush.***

Find out for yourself by giving it a trial in your home or store. Then see how it appeals to economical housewives by making a display. Write us for assistance in selling ***Sani-Flush.***

Harold F. Ritchie & Co., Limited
10-1-214 McCaul St., Toronto

If interested, tear out this page and keep with letters to be answered.

"Quality METALLIC First"

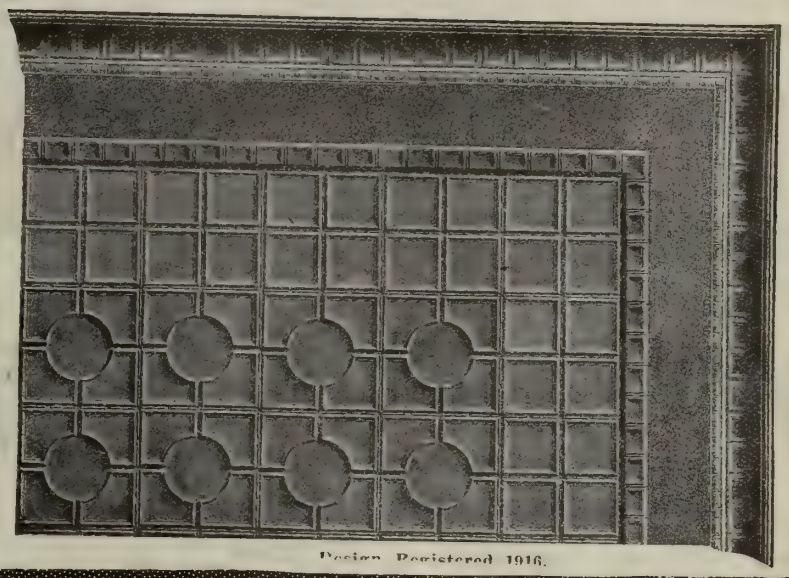
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

This is only one of many

handsome "M R Co." Ceiling Designs.

With our new, handsome catalogue on your counter and our new illustrated selling helps, you will find it easy to get many good profitable orders.

Write us to-day.



Design Registered 1916.

The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG

To Investors

THOSE WHO, FROM TIME TO TIME, HAVE FUNDS REQUIRING INVESTMENT, MAY PURCHASE AT PAR

DOMINION OF CANADA DEBENTURE STOCK

IN SUMS OF $500 OR ANY MULTIPLE THEREOF.

Principal repayable 1st October, 1919.

Interest payable half-yearly, 1st April and 1st October by cheque (free of exchange at any chartered Bank in Canada) at the rate of five per cent per annum from the date of purchase.

Holders of this stock will have the privilege of surrendering at par and accrued interest, as the equivalent of cash, in payment of any allotment made under any future war loan issue in Canada other than an issue of Treasury Bills or other like short date security.

Proceeds of this stock are for war purposes only.

A commission of one-quarter of one per cent will be allowed to recognized bond and stock brokers on allotments made in respect of applications for this stock which bear their stamp.

For application forms apply to the Deputy Minister of Finance, Ottawa.

DEPARTMENT OF FINANCE, OTTAWA,
OCTOBER 7th, 1916.

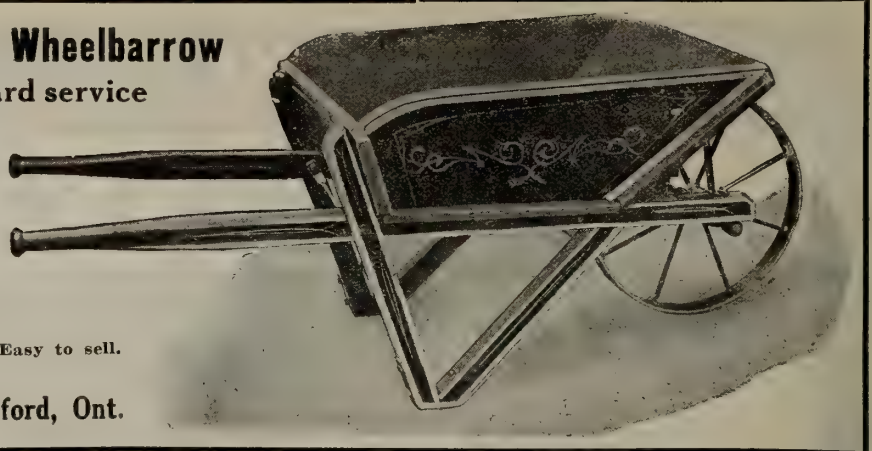
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An extra strong, serviceable Wheelbarrow

for heavy hauling and hard service

Easy Running Light—Durable

When loaded and raised for wheeling the load is well balanced over the wheel and requires little effort in lifting, so that almost the entire exertion is utilized for moving the loaded barrow forward. The legs are framed on the truss principle and are bound by wrought iron shoes, so that nothing can become loosened by hard usage such as slipping over rough surfaces. The box is of good sound stock, the frame is oak, and the shoes and braces are wrought iron. The wheel is of steel.



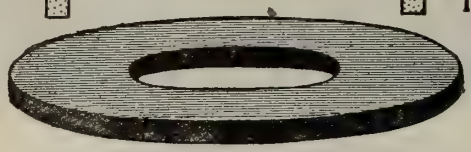
Principally designed for the use of contractors. **Easy to sell. A sure satisfaction-giver.**

The Schultz Bros. Co., Limited, Brantford, Ont.

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

AT LAST
WE HAVE THEM

Fibre
Vinegar
Measures

PINT QUART FUNNEL

$2.50 per Set

Used and highly commended by the Grocery Trade in the United States.

WALTER WOODS & CO.
HAMILTON and WINNIPEG



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."



WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.
9 and 11 Pitt St. East, Windsor, Ont.

Starrett Tools



EVEN skilled mechanics cannot work accurately without fine tools—no man can guess in thousandths of an inch. So experienced, careful machinists and toolmakers extend their own ability to the utmost by using Starrett Tools.

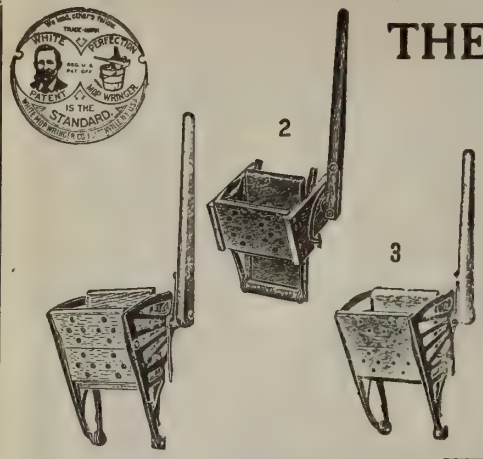
There are 2100 styles and sizes, covering every practical need in mechanical measuring. The dealers who cash in biggest on our advertising are those who run frequent displays.

Send for free catalog No. 21M.A. describing the full line.

The L. S. Starrett Co., Athol, Mass.

THE WORLD'S GREATEST TOOL MAKERS

42-550



THE WHITE MOP WRINGERS

Excel

because they wring dry, easily, quickly, neatly and perfectly.

Hundreds of thousands of them already in use, and our customers tell us they are better than advertised.

Trade-marked and Guaranteed.

Sold by leading jobbers everywhere.

Apply to them or to us.

WHITE MOP WRINGER CO.
FULTONVILLE, N. Y.



Big Profits Selling

Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless and Champion.

Made of the best of Hickory, nicely finished.

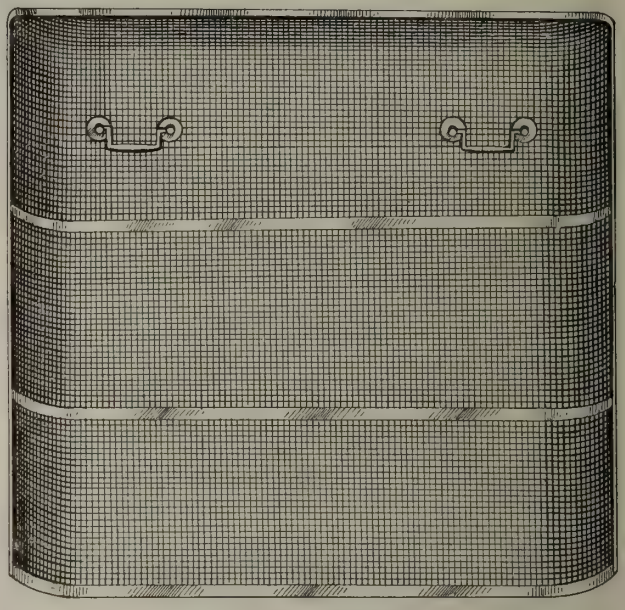
All leading Jobbers stock them.

Write for prices.

J. H. Still Mfg. Co.

ST. THOMAS, ONT.

Fire-place Screens



"XL" MISSION

We recommend this as being the most handsome screen on the market.

Our line is complete and of the highest quality.

Canada Wire & Iron Goods Co., Hamilton

We manufacture all grades of Wire Cloth and General Wire Work. We solicit your enquiries.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

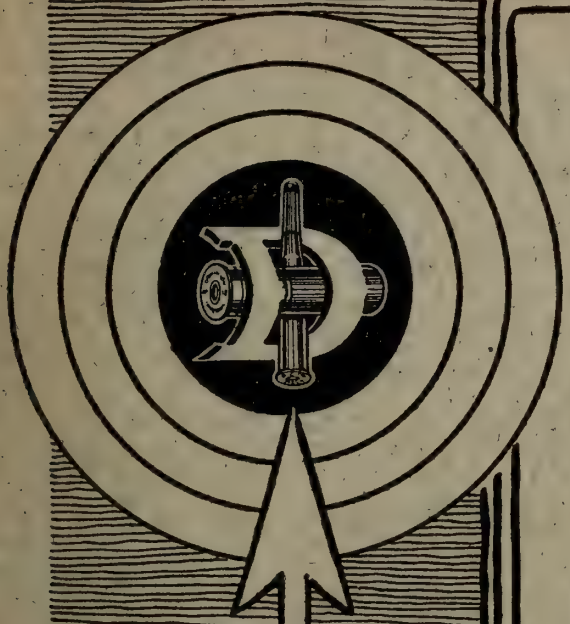
Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

MADE IN CANADA



It's a Pink anyway you take it, and it's the best Peavey made.





Loaded with Black, Lesmok & Smokeless Powder

Always a Bull's Eye

when you ring up sales of

Dominion .22's

because you have hit the highest mark of satisfaction as far as your customer is concerned.

Now is the time to start talking .22 shooting for the bad days in the country and the long evenings in the city that will soon be here.

Barn-yard ranges or cellar shooting galleries are the easiest things in the world to fit up. Let us give you particulars.

Dominion Cartridge Company Limited

MONTREAL

Your Frisky Colt-



must be properly halter-broken unless you want constant trouble. A colt naturally uses a halter roughly. He will break it or pull out of it if he possibly can. Once let him get this habit and it is almost impossible to break him of it. Don't take chances which may lessen the value of your colt.

The Classic Halter as illustrated has been specially designed for colts and is a very serviceable halter. Leather parts securely riveted and electric-welded steel fittings. Price, prepaid ..... **75c** (85c. west of Fort William.)

At your dealer's or direct. Write for catalogue. It's FREE.

G. L. Griffith & Son

No. - - Waterloo Street, Stratford, Ont.

GRIFFITH'S HORSE SPECIALTIES TRADE MARK

8C

Halters for the wild ones AT HALF PRICE



Don't let him pull out of his first halter. The habit may grow. Put a Griffith Giant on him and hold him. If it doesn't, claim your money back. We will refund.

The next strongest halter on the market will cost you $2.00. Save $1.00 per horse on halters. Your dealer has them. Ask him.

$1.00 Griffith's Giant Halter

POST PAID *($1.25 West of Fort William)*

Mention this paper and we will send a full list of money-saving harness specialties.

G. L Griffith & Son Waterloo St Stratford Ont.

Boosting Your Business

That's the object back of all our advertising. We aim to create a demand in your territory for our products and to satisfy that demand by selling through **you**. That we are succeeding is amply proved by the number of letters we get from our dealers telling us how our advertising has boosted their business—increased the trade of their regular customers and brought them many new ones. If you don't stock Griffith Specialties, get aboard the "band wagon" quickly.

LIBERAL PROFITS

You are well protected on the retail prices of the Griffith line. A liberal margin on each specialty ensures profitable sales.

The success of your business is measured by your profits, and that is why you should handle a line which gives you a good profit and is easily sold, such as the Griffith Specialties. Any of this line respond like magic to a little extra selling effort. It will pay you to push them.

The Giant, Classic and Broncho Buster Halters are three strong sellers. You'll go a long way before you beat them. Send us a card by the next mail, asking for complete catalogue and Dealer's Price List.

GRIFFITH'S HORSE SPECIALTIES TRADE MARK

G. L. Griffith & Son

STRATFORD ONT.

Look for this tag on the genuine

Griffith's Broncho Buster



$2.00 & up

Here's the champion Western Halter. The victor of many a stubborn contest with notoriously bad bronchos. It never fails to hold them and stands up under the roughest usage. Have you got a wild one that is always causing trouble? The Broncho Buster Halter will tame him.

This halter is made of double harness leather with rawhide interlining and sewn with waxed thread. Extra heavy electric-welded steel fittings are used. This gives the Broncho Buster the utmost in strength and the wearing qualities of iron. Our booklet—"What's New for the Stable?" is FREE. Write for it TO-DAY.

G. L. Griffith & Son

Waterloo St., STRATFORD, Ont.



If interested, tear out this page and keep with letters to be answered.

EVEREADY
"UTILITES"

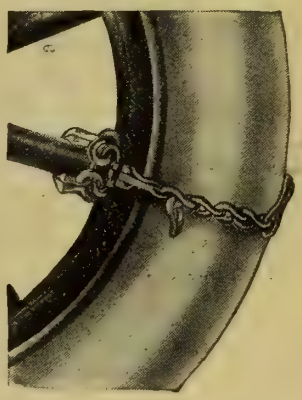
For Prompt Shipments Write to
SPIELMANN AGENCIES REG'D
READ BLDG. - MONTREAL
The Distributors with the Complete Stock
We specialize in prompt and efficient service.
SEND FOR CATALOGS.

Winning the Buyer's Favor

The best possible buyer is not made an actual buyer at a single step.

It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising.

Under ordinary conditions it should not be expected to do more.





The Great Advantage of EASYON TIRE CHAINS

The great advantage of EASYON CHAINS lies in the fact that they can be applied and removed so easily even after one gets stuck in the mud.

EASYON CHAINS are just the thing for use with non-skid tires to give the extra grip on the road that is needed when running in deep mud and snow or on ice. They also make a very neat, light and convenient non-skid for front wheels to prevent side-slipping.

EASYON CHAINS wear longer than others, they cost less, and it is much easier and less expensive to renew the cross chains.

There's big money in selling them and sure satisfaction behind them.

It requires only a small investment to carry a stock of EASYON CHAINS and get the chain business of your automobile owning customers.

EASYON CHAINS are especially convenient for dealers, because with a stock of only three sizes the dealer can fit all sizes of tires.

EASYON CHAINS are packed a set of 8 in a bag, four for each rear wheel, enough to give a good grip on any road.

Size	3½	fits	3"	or	3½"	tires.	Retails at $2.40 per set.
"	4½	"	4"	"	4½"	"	" " 3.20 "
"	5½	"	5"	"	5½"	"	" " 4.00 "

Write for full particulars.

Leather Tire Goods Co., *Sole Manufacturers* **Niagara Falls, Ont.**

Canadian Distributors: John Millen & Son, Montreal, Vancouver, Winnipeg and Toronto; W. R. Sachs, 77 Adelaide W., Toronto, Ontario; Canadian Selling Co., 74 Antoine St., Montreal, Que.; Auto Tire & Vulc. Co., Kingston, Ont.; Keyes Supply Co., Ltd., 199 Albert St., Ottawa, Ont.; M. & H., Ltd., 1405 Queen St., Toronto, Ont.; McLaughlin Carriage Co., Ltd., Edmonton, Alta.

Mention This Paper When Writing Advertisers

If interested, tear out this page and keep with letters to be answered.

EVEREADY

The light that says "There it is!"



Now Comes Christmas!

THE Big Drive and the $3,000 Prize Contest for a better name than flashlight, paved the way—they made EVEREADY lights known everywhere—they taught new uses, new advantages—they emphasized the safety and emergency value of EVEREADY lights.

And now, before Contest interest has a chance to slacken, along comes Christmas—when young and old are racking their brains for an answer to the question: "What shall I give?"

But we are not leaving it to the Contest interest to carry folks along to holiday shopping. We are doubling that interest by launching a big, new Christmas advertising campaign.

The great national magazines are again lining up the millions to tell them that 50,000 EVEREADY DEALERS stand ready to supply Santa Claus—and all this action comes piling on top of the Contest struggle. It's going to be an EVEREADY CHRISTMAS running on "high."

ARE YOU GOING TO BE AN EVEREADY SANTA CLAUS IN YOUR CITY?

* * *

Every Eveready dealer should preserve the Big Drive window cutout, for we are going to send a corking Christmas card to fit the bull's eye.

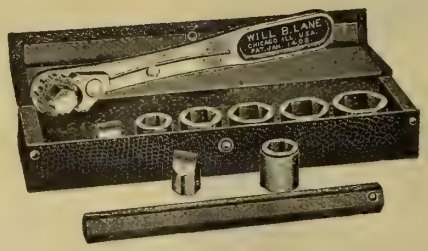
Canadian National Carbon Company, Limited

TORONTO, ONTARIO

AMERICAN EVER READY WORKS
Long Island City of National Carbon Co. New York

If interested, tear out this page and keep with letters to be answered.

LANE'S UNIQUE RATCHET WRENCH



Machine-made throughout. Made of the best material obtainable. The sockets in both the standard and Ford sets are turned from Bessemer steel and case hardened, and are warranted not to break or spread. Has no equal for close work.

THE FORD SET Contains:—1 Handle 7 inches in length, 2 Screw-driver bits, 1 Extension bar 7 inches in length, SIX SOCKETS to fit all nuts and bolt heads on Ford car, including the cylinder head.



STANDARD SET Contains:—1 Handle 7 inches in length, 2 Screw-driver bits, 7 Sockets to fit semi-finished Hex. nuts, as follows: U.S. Standards from ¼ to ½ in.; A. L. A. M. Standards from 5-16 to 11-16 in. Cap screw heads from 5-16 in. to ⅝ in.

WRITE FOR PRICES.

WILL B. LANE

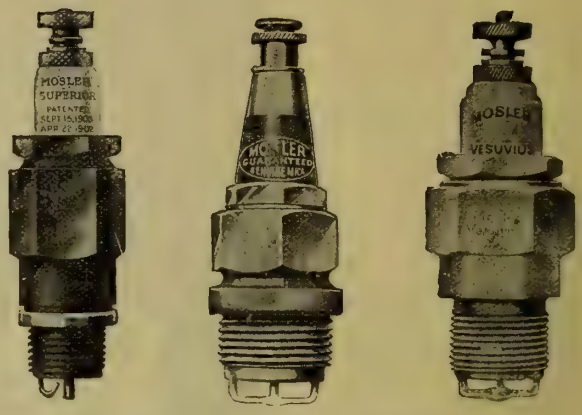
180 North Dearborn Street

CHICAGO - - - ILL.

Carried in Stock by:

Aikenhead Hardware, Limited, Toronto, Ont.; J. H. Ashdown Hardware Company, Limited, Winnipeg and Saskatoon; Thomas Birkett & Son Co., Ltd., Ottawa; Caverhill, Learmont & Co., Montreal, Can.; Edwin Chown & Son, Kingston, Ont.; W. B. Dalton & Sons, Ltd., Kingston, Ont.; Hobbs Hardware Co., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Lewis Brothers, Ltd., Montreal; London Engine Supplies Co., London, Ont.; Lyon & Marks, Toronto, Ont.; Marshall-Wells Hardware Co., Ltd., Winnipeg, Man.; Marshall-Wells Alberta Co., Edmonton, Alta.; Merchants Hardware Specialties, Ltd., Calgary, Alta.; Mechanics' Supply Co., Quebec; Merrick-Anderson Co., Ltd., Winnipeg, Man.; Miller-Morse Hardware Co., Ltd., Winnipeg, Man.; Millen & Son, Ltd., Montreal, Can.; Millen & Son, Ltd., Toronto, Ont.; Millen & Son, Ltd., Winnipeg, Man.; Millen & Son, Ltd., Vancouver, B.C.; J. S. Mitchell & Co., Sherbrooke, Que.; Rice Lewis & Son, Ltd., Toronto, Ont.; Wood-Vallance & Co., Hamilton, Ont.; Wood-Vallance & Adams, Ltd., Calgary, Alta.; Wood-Vallance & Leggat, Ltd., Vancouver, B.C.; Wood-Vallance & Co., Ltd., Winnipeg, Man.

MOSLER



The name is sufficient

Quality makes it "The Indestructible Plug."

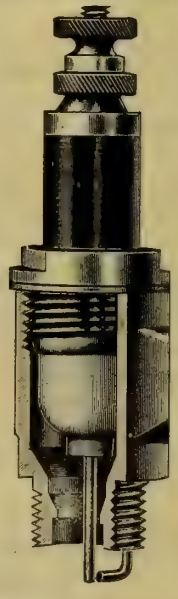
A Type for Every Motor.

Write for our proposition.

CANADA SALES COMPANY

165 Church Street, Toronto

SOOTLESS SPARK PLUGS



This plug increases the protection on the engine end of the plug by adding a porcelain cap, so arranged and enclosed that it is protected against breakage, and yet gives plenty of air space between the porcelain (within the firing chamber) and the outer steel shell. This renders the chance of short-circuiting through carbon formation exceedingly remote. The plug is so constructed that the high pressure, due to compression, tends to tighten rather than to loosen it. Being practically oil and soot-proof, it is especially adapted for use in air-cooled engines that use a large amount of lubricating oil.

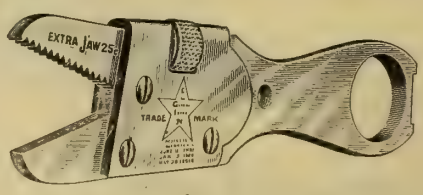
WRITE FOR CIRCULAR.

Manufactured by

The Oakes & Dow Company

15 Chardon Street - - Boston, Mass.

Elgin Adjustable Wrenches



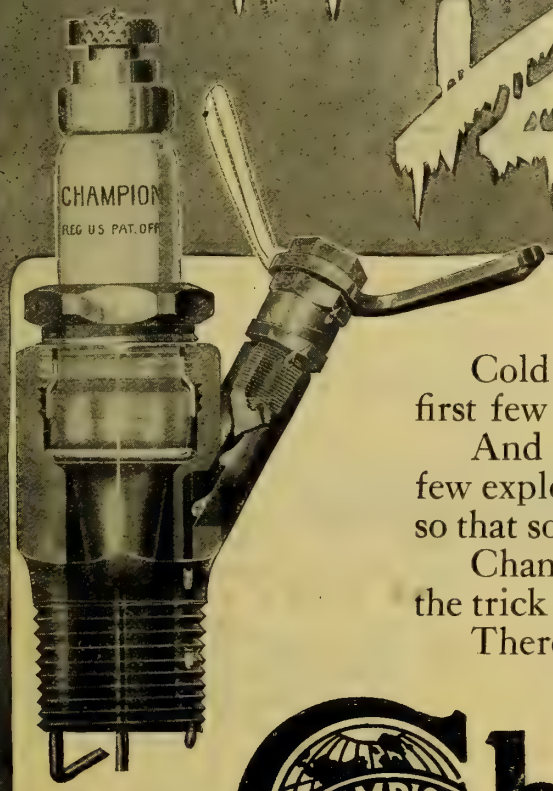
Convenient to use, easy to carry, effective in results. The convenient wrench for inconvenient places. Excels in appearance and efficiency.

STAR MANUFACTURING CO.

Carpentersville, Ill., U.S.A.

If interested, tear out this page and keep with letters to be answered.

Start on the first turn.



Cold weather starting is just a matter of the first few explosions.

And the one sure way of getting those first few explosions is to put the gas right at the spark so that something *has* to happen.

Champion Priming Plugs enable you to do the trick with neatness and dispatch.

There is no other way so reliable.

Champion Priming Plug

Price

$1.25

Champion

"TOLEDO MADE FOR THE WHOLE WORLD'S TRADE"

Dependable Priming Plugs

Champion Guarantee

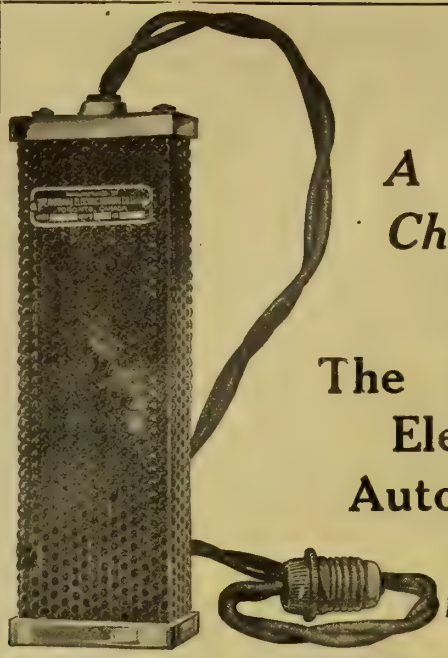
Complete satisfaction to the user, free repair, replacement, or your money back.

Are necessary winter equipment for every automobile. They are on sale everywhere and cost only $1.25 each. They are simple, effective and can't get out of order.

They are made in the world's largest spark plug factory, under the same exacting methods as all Champion Dependable Spark Plugs.

Wise dealers are stocking Champion Priming Plugs for winter business. They sell briskly during months that are otherwise dull. Order early and be ready for the first real cold weather.

Champion Spark Plug Company, 2000 Upton Avenue, Toledo, Ohio



FACTORY · PRODUCTS · LIMITED · TORONTO · FPL

A Christmas Gift

The National Electric Automobile Heater

Retails for $3.50

Prevents freezing. Makes starting easy.

Supplied with cord ready to attach to any lamp socket.

Order a few and give them good display.

FACTORY PRODUCTS LIMITED

220 King St. West, Toronto, Ontario

There are a thousand uses for

FRANCO FLASH LIGHTS



—and Everybody needs one

The demand for flashlights is becoming greater every day—supply that demand with "FRANCO," the complete line of flashlights.

Get ready now for the Fall and holiday trade. By ordering your anticipated supply early you are sure of delivery in plenty of time to catch the early shoppers.

Have you a copy of our catalogue? If not, you should send for one to-day.

Interstate Electric Novelty Co. of Canada
LIMITED

TORONTO **220 King St. West** **ONTARIO**



MAC'S SPECIAL



KAY'S EXCELSIOR

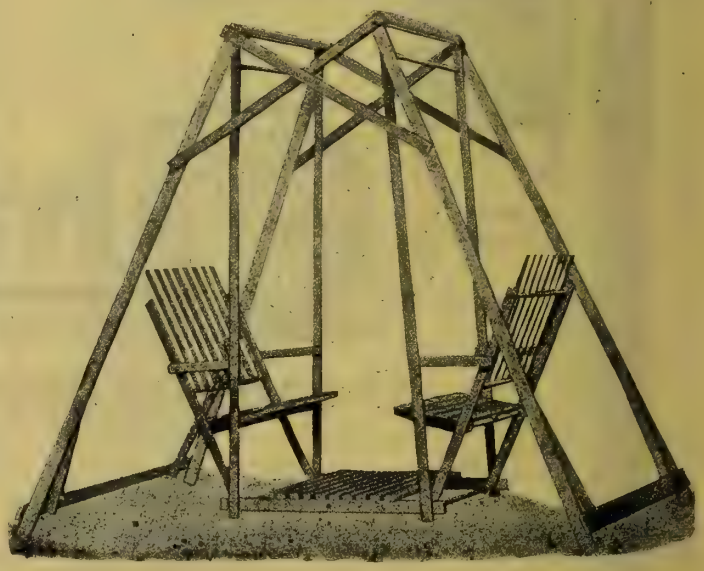
Winnipeg Paint & Glass Co., Limited

Edmonton **WINNIPEG** **Calgary**

Largest Curling Stone Dealers in the World

LAWN SWING

FOR 2 OR 4 PERSONS



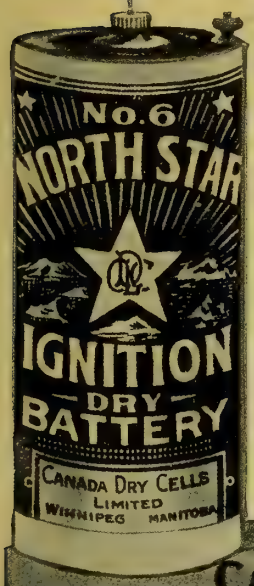
The derrick is 9 feet high, painted red and glazed with good outdoor varnish. The cross-arms, hangers, and seats are finished on natural wood. This swing is amply large for four persons and folds completely. Weight, each, 115 lbs.

ORDER NOW AND GET FAVORABLE PRICES

J. E. BEAUCHAMP & CO., Manufacturers, MONTREAL

AGENTS:—Ontario, H. E. Johnson, Toronto; Quebec, C. R. Frechon, Montreal; Western Canada, T. A. Corley & Son, Winnipeg; Maritime Provinces, W. J. Grant, Toronto; South America, F. S. Williams, Ltd., Buenos Aires.





THE RESPONSE IS QUICK AND STRONG

Surprising the life and power packed in a NORTH STAR NO. 6 cell. It's easily explained. Everything in it from the carbon to the can is the best that money can buy. THE NORTH STAR contains all that experience, careful workmanship and the best machinery can produce. Any failure to put the best into North Star is a boost for friend competitor.

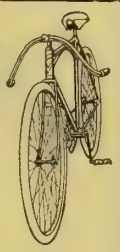
You can see, Mr. Hardwareman, we dare not take chances with anything but the best. Nor do we ask you to do so. NORTH STAR Batteries will return a profit to you, give service and satisfaction to your customers, and reflect credit on its manufacturers.

THE WESTERN BATTERY FOR THE WESTERN NEED

NORTH STAR cells are handled by your jobber.

CANADA DRY CELLS, LIMITED, WINNIPEG, CANADA





IVER JOHNSON 1917 ANNOUNCEMENT

Are you handling bicycles?
Looking to increase your profits?

The Iver Johnson agency plan has no equal.

In Open Territory We Offer

The exclusive sales rights on America's finest bicycle.
The best advertised bicycle in the world.
The best built bicycle.
The most complete line.
Liberal dealer's profit.
Effective sales help.
We are waiting to hear from you.
Will you write to us to-day?
Our 1917 catalogue and confidential prices are ready.





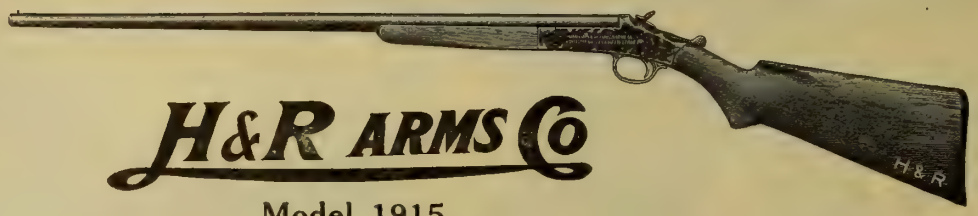
Iver Johnson's Arms & Cycle Works

350 River Street, Fitchburg, Mass.

Makers of Iver Johnson Revolvers, Shotguns and Motorcycles

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



H&R ARMS Co

Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

24 Gauge, 28 or 30 inch Barrel
28 Gauge, 26 or 28 inch Barrel
.45 Caliber, 26 inch Barrel
.44 Caliber, 26 inch Barrel
.410 Caliber, 26 inch Barrel

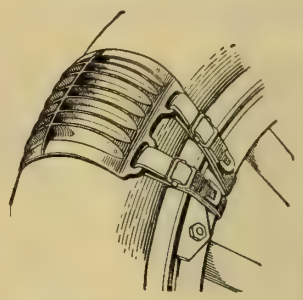
A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply.

Harrington & Richardson Arms Company

715 Park Avenue, Worcester, Mass., U.S.A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE



Mud Road Grips

Can be put on and taken off in a jiffy, without tools of any kind. The grip is made strong and durable, which ensures it against breakage. Applied to wheel with two web straps, which hold it securely.

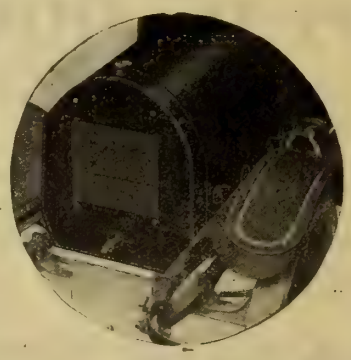
They never let the motorist stick. They pull the car out of a rut, whether it's of mud, sand, snow or ice.

Every Auto owner will want this accessory, and you make a good profit on each sale.

For 3 and 3½-inch Tires, 75c each. For 4, 4½ and 5-inch Tires, $1.00 each.

Write for dealers' discounts.

Automobile Hood Covers



All our hood covers are made of high-grade felt and waterproof leather, sewed with 3½-inch diamonds. Guaranteed to fit Ford Cars.

When placing order, specify 1916 or 1917 Ford, as there is a slight difference. Retails for $2.25. Write for dealers' discounts.

ST. LOUIS MANUFACTURING COMPANY

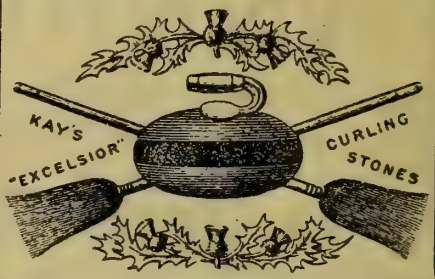
115 SANDWICH STREET EAST - WINDSOR, ONTARIO

"KAY'S EXCELSIOR"

Curling Stones

They run perfectly from the start.

No working down with emery necessary.



We carry a full line, in assorted weights, 36 to 45 lbs. to the stone, exclusive of the handle. Also Handles Grips, Fancy Washers, Brooms, Boxes. Also Builders' Supplies.

Walter Belyea

Successor to the Late

THOMAS BLACK

WINNIPEG

If interested, tear out this page and keep with letters to be answered.

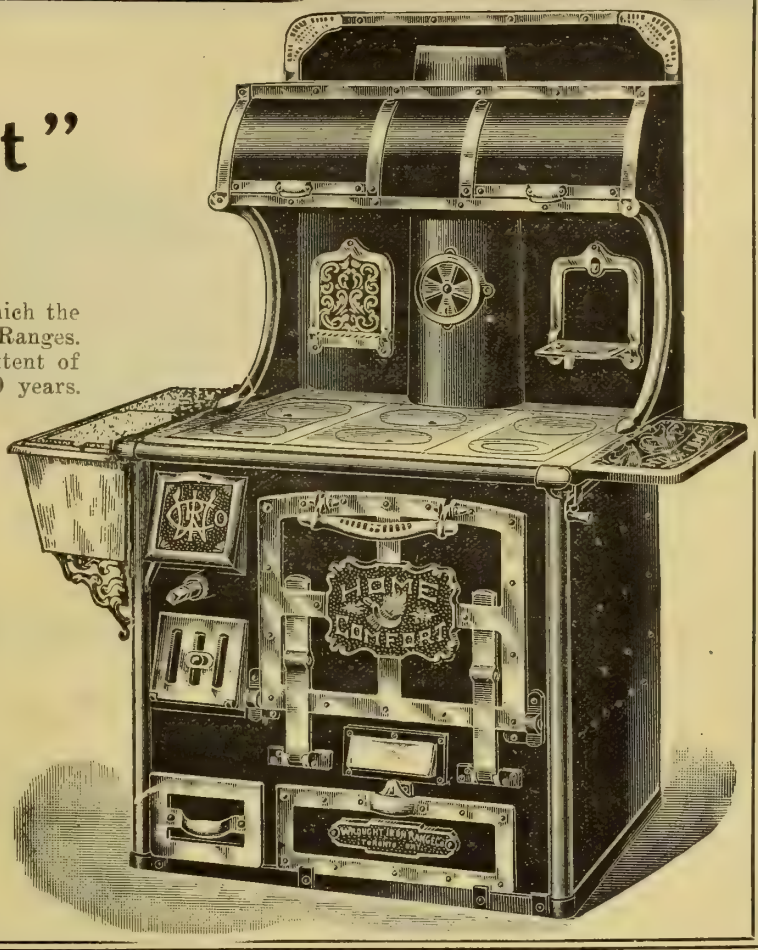
The Favorite Range

"Home Comfort" Steel Range

Here is a record that gives evidence of the favor which the Canadian Public hold for "**Home Comfort**" Steel Ranges. In Canada the "**Home Comfort**" has sold to the extent of 50,000—at the rate of 2,500 a year for the past 20 years.

This range is so constructed that it meets with the practical demands of the housewife, in fact, the features that appeal strongly to the women buyers are the result of suggestions secured by our keeping in close contact with the actual user of "**Home Comfort**" Ranges. We have thus embodied details and features that win the approval of the experienced housewife. The material, workmanship and the working qualities of the range are fully guaranteed under reasonable draft.

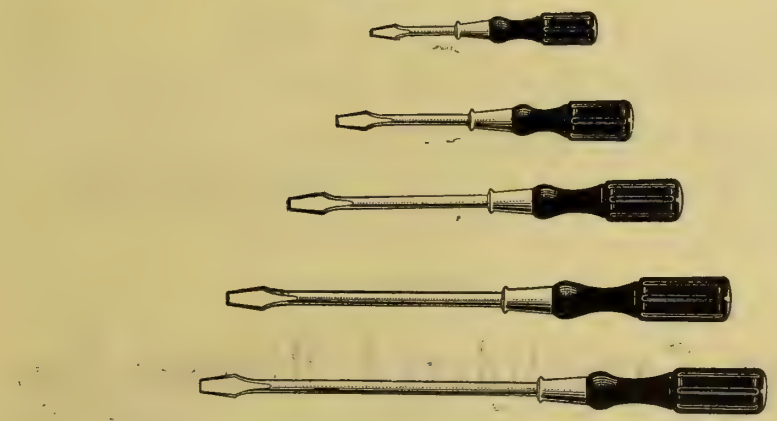
Write us for our attractive dealer proposition.



Wrought Iron Range Co. of Canada, Limited

Office: King St. West **TORONTO, Ont.** *Factory:* 22 Orillia St.

Stanley Tools



"HURWOOD" SCREW DRIVERS

Especially Adapted, for Automobile Use
Unsurpassed for STRENGTH and DURABILITY.
BLADE, SHANK and HEAD are of one piece of steel.
The Blades are finely tempered and well finished.
The Handles are polished and stained black.
Many styles and sizes from which to select your stock.

"HURWOOD" SCREW DRIVERS ARE MADE IN CANADA

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

If interested, tear out this page and keep with letters to be answered.

Everything in Rubber

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

Made in Canada

QUALITY and VARIETY

Plus

VALUE and SERVICE

Give

ABSOLUTE SATISFACTION

If you have not proved it, write to our nearest Branch or direct to Head Office for anything you may need in Rubber and see for yourself how we aim to serve and please you.

Canadian Consolidated Rubber Co.
LIMITED

Head Office—Montreal, P. Q.

Branches at Halifax, N.S.; St. John, N.B.; Moncton, N.B.; Quebec, Que.; Ottawa, Ont.; Toronto, Ont.; Hamilton, Ont.; Brantford, Ont.; London, Ont.; Kitchener, Ont.; North Bay, Ont.; Fort William, Ont.; Winnipeg, Man.; Brandon, Man.; Regina, Sask.; Saskatoon, Sask.; Calgary, Alta.; Edmonton, Alta.; Vancouver, B.C., and Victoria, B.C.

If interested, tear out this page and keep with letters to be answered.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, NOVEMBER 18, 1916 No. 47

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H. V. TYRRELL, *General Manager.*

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Cable Address: Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

HARDWARE AND METAL

J. G. LORRIMAN, Manager.
H. M. REID, Eastern Manager.
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GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director. Telephone Central 129600. Cable Address: Atabek, London, England.

UNITED STATES—New York, R. B. Huestis, 115 Broadway, N.Y., Telephone Rector 8971; Boston, C. L. Morton, Room 723, Old South Building, Telephone Main 1024. A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., Chicago, Telephone Randolph 3234. Cleveland, R. G. Langrill, 3112 Euclid Ave., Cleveland, Ohio, Telephone Prospect 1026R.

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Every inch of

"QUEEN'S HEAD" GALVANIZED IRON

Is thorough and uniformly galvanized. This means uniform wear.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch

"DOMINION"

Charcoal Tinplates

High-Grade Genuine Charcoal Plates
Tissue Packed.

Specify "DOMINION CROWN" on your next order.

A. C. LESLIE & CO., LIMITED
MONTREAL

50 YEARS IN THE BUSINESS

The "Famous Five" Files—

GOOD TO USE—EASY TO SELL

They give satisfaction because, for every conceivable kind of work there is an exact type among the "Famous Five" made to do it.
That is why all men use them.
And that is why it is so easy to sell them.
Remember the brands, and specify them when ordering.

The "Famous Five" are

KEARNEY & FOOT GREAT WESTERN
AMERICAN ARCADE GLOBE
(Made in Canada)

OVER 60,000,000 FILES A YEAR

NICHOLSON FILE CO.
PORT HOPE, *(Jobbers Everywhere)* **ONTARIO**

If interested, tear out this page and keep with letters to be answered.

Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 28 TORONTO, NOVEMBER 18, 1916 No. 47

Profits in War on Jack Frost

Making Money in Motor Accessories for Winter Wear—Some of the New Lines on the Market Which Hardware Dealers Should be Handling—The Auto is no Longer a Seasonable Vehicle.

AUTOMOBILE accessories are becoming a very important department for the hardwareman. New articles are coming on the market all the time. The ingenuity of armies of experimenters is being taxed to find new ways of making travel by motor car easier, more comfortable and faster. At the present time of course the chief interest that attaches to the huge output of new accessories, lies in the matter of cold weather articles.

It is not so very long ago that winter travel in automobiles was regarded as extremely problematical and even a little dangerous. People went out in their cars, it is true, but it was only on special occasions. They did not attempt to go far. Also such outings were usually accompanied by much discomfort. The driver sat crouched behind his inadequate wind shield and the passengers in the tonneau shivered under rugs and turned their blue faces longingly even in the direction of the plebeian street car. If the car were left standing it "froze up." If the driver were careless, it skidded and careened wildly on the frozen roads.

But all that is past; the motor car now can be operated all winter long without any discomfort. This is due, first, to improvements in the car itself which have made starting an easy matter and have done away with the dangers of freezing, skidding and stalling. In the second place the increased ease and comfort of winter motoring is due to the many accessories and improvements which have been introduced for the use of the passenger. There are improved gloves, a great variety of car heaters, scientific and close fitting rugs, special ventilating "kinks"—in fact, an infinite variety of ingenious devices which have robbed Jack Frost of his terrors.

The onward march of automobile progress has, to sum it up, backed Jack Frost off the map. The man who cannot run his car now the whole year around, is either over timid or unaware of the advances made in the matter of accessories.

NAMES AVAILABLE.

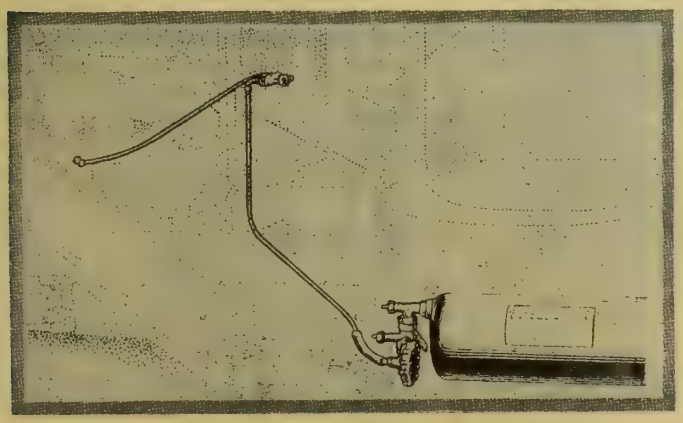
Names of manufacturers interested in the various lines of winter accessories mentioned in this article can be secured by writing to the editor of HARDWARE AND METAL.

Selling the Public

The hardwareman who handles accessories should see to it that he has now—or as soon as he can get his orders filled—a supply of the accessories that will appeal to motor owners for cold weather use. There is not a single automobile driver in the community who would not be included on the list of probable purchasers of such goods.

The accessory business is no longer confined to supplies for the car itself. The question of supplies for the passenger is becoming almost equally important.

For several years past the demand for winter cars has been becoming more insistent, but it has only just begun to be met to the satisfaction of the average buyer. Limousines, and other closed cars were, in the beginning, extremely costly, and it is only within the past few years that medium priced enclosed bodies have been obtainable. But even closed cars, while they are better than the open vehicles, do not give in themselves the comfort desired by the great body of users. So with the demand for cheap winter tops there came a call for heaters, for easy starting devices and for all the hundred and one other ap-



Showing how an Acetylene Primer is Installed.



A Rainshield which prevents deposits on Windshield.

pliances and fitments which make winter driving comfortable and safe. And as a result of the activities of the manufacturers to meet this insistent demand, the motor car is no longer a seasonable vehicle.

Car Heaters

Perhaps the most important item that a car needs for winter use is a heater. It is possible now to make a closed-in car almost as cozy and comfortable as the living room at home. It is not an unusual sight to see women dressed in the flimsiest of evening garb sitting comfortably in brilliantly lighted cars that traverse an atmosphere of arctic bitterness.

There are three general types now on the market—the electric heater, those using exhaust gas and those employing special coal bricks. Although the electric and coal types are effective, they are not quite so popular as the exhaust heaters, probably because the later cost nothing to operate when once installed. It is usual to give the heater added utility by making it act as a foot rest which is the case in at least one of the prominent makes. In this particular type there is a connection from the heater to the exhaust system and a suitable regulating valve in the line so as to make it possible to divert any quantity of heated gas through the foot rest. For this season this heater has an added feature in the shape of a perforated metal shield, which acts as a protector so that the heat may be turned on full blast without any danger of injury to clothing or shoes.

A rather unusual form of heater is on this market this season which encloses the exhaust manifold and sends the hot air back to register either in the tonneau or the front department or in both. A shutter in front, operated by a rod, is used to cut off all air, permitting the exhaust pipe to become heated quickly.

There are many different types of electric heaters. Some are in the form of foot rests, getting their current from storage batteries. Then there are several varieties which serve to keep the driver's hands warm. This is an important point as the driver's hands are certain to become cold no matter how comfortable the interior of the car may be kept. One heater consists of two neat leather covered grips that lace on the steering wheel in any position. There grips, protected by brass grips, contain a heating unit that gives out a constant flow sufficient to warm the hands.

Then there are robes made to cover the whole front compartment and shut out the air. It is constructed to fasten at the bottom of the wind shield and the sides of the body and has a special flap at the steering post. Still another robe on the market is designed to protect passengers in the tonneau by covering the entire body, leaving only the head exposed.

The Question of Gloves

The selection of suitable driving gloves is by no means an easy task because there are so many individual tastes, and so many attempts to supply them. There are some really new types for this season. One of them, is really a two-in-one article in that it conbines two separate gloves—one a double weight stocking-knit, fulled, wool glove with long close-fitting wrist, over which is fitted a complete leather glove made of washable cape with strap at the wrist. The whole makes a neat and practical hand covering.

WHY?

O, why should the business of winter
be dull?
There's a question for dealers and jobbers to mull.
Through the hot months of summer the
orders come fine,
But when it gets cooler they hit the
decline.

O, why should the business of winter
be punk?
There's a reason, of course, but it's
mostly all bunk.
If the folks would get busy in store
and garage
The reason would fade like the merest
mirage.

O, why should the business of winter
be dead,
When it should be alive and quite
healthy instead?
Does the motorist quit when the weather gets cool
And go back to the horse or recalcitrant mule?

O, why should the business of winter
run down?
With the roads getting better in country and town,
With a million more motorists now
than there were,
With the needs of repairs that are
bound to occur.

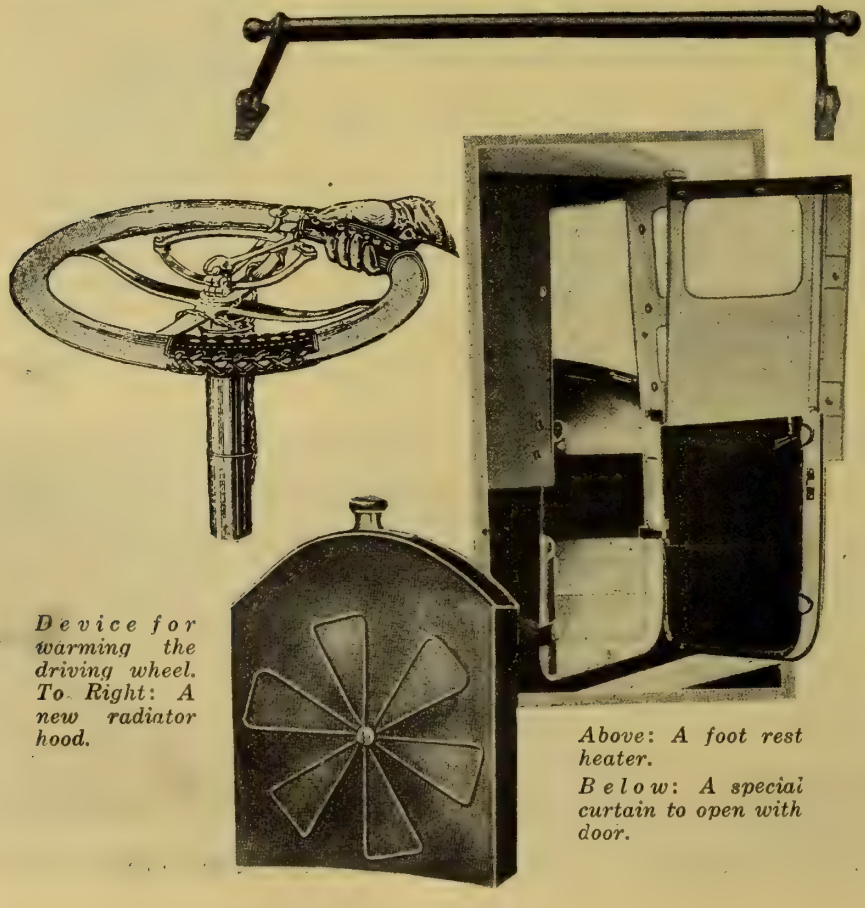
O, why should the business of winter
be bad,
And why should the jobber and dealer
be sad?
Well, it's largely because they expect
it to be,
And it meets expectations right down
to a T.

O, why should the business of winter
be slow?
Well, to tell you the truth, I'll be
damned if I know.
But I'll give you my word, if we all
boost together,
Good business will not hang on season,
nor weather.

—J. H. R.

Comfort of the Driver

During the past year or so there have been introduced a number of accessories for furthering the comfort of the driver and the principal one of this group is the windshield cleaner. The windshield cleaner or windshield protector when properly designed is highly appreciated in snowy weather, for we all know how uncomfortable it is sitting behind the wheel with the shield hardly

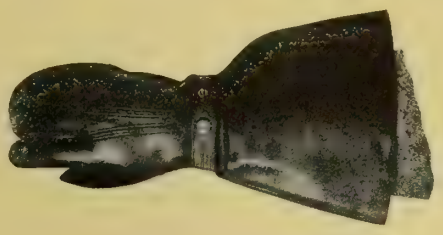


Device for warming the driving wheel. To Right: A new radiator hood.

Above: A foot rest heater.
Below: A special curtain to open with door.

penetrable by human vision. There are a few types of clear-shield devices, as they may be called. In one a squeegee is carried across the glass in front of the driver and thus by one movement of the arm the glass is made clean. In the other type a visor is used to prevent rain or snow from reaching that portion of the shield immediately in front of the driver.

Aside from using an anti-freeze mixture for preventing damage to the motor, it has become quite common to make added precaution possible by using a hood and radiator cover. There are innumerable designs and constructions in covers and they serve their purpose well, but for interior work, that is, for preventing freezing when the car is in the garage, a heater of some sort is recommended. There are two general types, those which heat the garage and the engine and those which are small and mounted under the hood, operating by means of electricity. The latter are the newer ones and have come into prominence only during the last year or so. There is a small device about seven inches long containing a heating unit, which receives its current from the lighting circuit of the garage. All that is necessary is to attach the lamp cord of the heater to the light socket, place the heater under the hood and turn on the current. The selection of a suitable radiator and hood covering will depend largely upon the make of car, for it has become the practice for manufacturers of these accessories to make special designs particularly adapted for certain makes.



A New Type of Driving Glove.

Then there is the question of tire chains and even of coverings or overshoes for the tires. There are numerous lines on the market. Then come such accessories as priming plugs, primers and vaporizers.

In primers there are two large classes, those injecting gasoline into the manifold, and those forcing in acetylene, and in the vaporizers there seems to be but one type which is dominant and that is the electric. Of the acetylene primers, there is one on the market that has a connection from an acetylene tank to a controller and from the latter to the inlet manifold. By turning a handle, gas is allowed to flow from the tank through a reducing valve to the controller and then, by pressing another valve, the gas is passed to the inlet manifold. The engine may be operated on acetylene as fuel and in fact often is used as emergency fuel. Another primer, one which uses gasoline, consists of a pump connected to the main fuel line or to an auxiliary tank on one side and to the inlet manifold on the other. By operating the plunger of the pump, gasoline is drawn into the pump and forced into the inlet manifold.

And Finally the Garage

Lastly, there is the garage heater to be installed. There are dozens of manufacturers of heaters designed especially for the private garage and the types include hot air and hot water types, using oil, coal or gas.

In conclusion, it may be pointed out that these accessories are offered for the purpose of making winter travel comfortable and represent, therefore, but a small proportion of the great total of articles now offered. The accessory business has grown to enormous proportions and the enterprising hardwareman can by judicious selection of the goods that he can sell most readily in his vicinity, make of this line a splendidly profitable department.

Accessory Jobbers Assn. to Help Trade

Number of Firms Have Already Joined Canadian Auxiliary of National Automobile Association of Automobile Accessory Jobbers — Manufacturers Met Association to Hear Plans Detailed

THE second meeting of the Canadian Auxiliary of the National Association of Automobile Accessory Jobbers was held in Toronto at the National Club. The object of the meeting was the furthering of the organization work in greater detail and in meeting some of the Canadian manufacturers who are interested in the project. The Canadian Auxiliary, as outlined in HARDWARE AND METAL of Nov. 4, was organized three weeks ago. Those who are already members of the association are: The Canadian Fairbanks-Morse Company, Montreal; Hyslop Bros., Ltd., Toronto; Motor Car Supply Company, Calgary; John Millen & Son, Limited, Montreal; F. S. Evans & Son, Windsor, Ont.; Cutten & Foster, Toronto. Other firms have made application and these will be acted on in the near future by the parent association. At the meeting also were a number of Canadian manufacturers who are interested in the project. Manufacturers of automobile accessories are entitled to become associate members of the association.

"The idea of the association is primarily for the purpose of assisting the manufacturers and jobbers in making a better distribution of goods," stated G. M. MacWilliam, General Manager of Hyslop Bros., Limited Toronto, and secretary of the new organization, to a representative of HARDWARE AND METAL. "The retail trade will be benefited in that the jobbers and manufacturers through the association will be better able to assist in merchandising goods. It is the purpose of the association to carry on educational work among the dealers. The garage man and accessory man needs assistance in merchandising. The committee recently appointed by the National Association reported at the convention held in St. Louis last month, that a national campaign in publicity should be carried out. By better merchandising is meant not only the proper display of goods and availing themselves of manufacturer's advertising catalogue leaflets, etc., but also the improving of their relations with their own customers and with the jobbers.

"We all know that customers impose on the garage man and accessory dealer in the way of open accounts and in not taking or keeping goods ordered, and in many other different ways. The dealer not knowing differently, feels that this is business custom, stands for it and then asks the jobber to do the same, and so on, up to the manufacturer. We also want to create a better feeling for co-operation between the dealer and jobber. A dealer should know he should not order out a bill of goods and then refuse them on arrival, even if promptly shipped, without being willing to repay return charges and cost of handling. Such a situation aggravates both parties, does not tend to good feeling and sometimes causes mutual loss.

Services to Manufacturer

"The objects of the National Associ-

(Continued on page 46)

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, NOVEMBER 18, 1916 No. 46

IT IS after all little comfort for the harassed business man to learn that coal is $50 a ton in Italy.

* * *

NOW THAT the presidency is definitely settled, they'll be oiling up the old White House typewriter.

* * *

NO, ABSOLUTELY, there is no connection between Who's Who and Here's How. On the contrary.

* * *

THE HARDWAREMAN pretty nearly needs an adding machine to follow the hardware markets nowadays. Something doing all the time.

* * *

SALESMANSHIP does not consist in selling snow-shovels nowadays. The man who deserves the title is selling paint and getting advance orders on fencing.

* * *

PROPHETS predict a cold winter. Tell your customers how comfortable a house is which boasts a coal range in the kitchen. Hot water heating is not always sufficient.

PRICES STILL SOARING

THE hardware market reports of HARDWARE AND METAL last week showed one of the most extensive lists of price changes that has occurred in any one week this year. Another list of even greater importance will be found in the market reports this week. It is impossible to say with any degree of accuracy when or where the present upward movement will end. We can only repeat what we have said on many occasions during the past year, and warn the retailers to keep in close touch with market conditions and, to take now the profits which are justified by present costs of hardware.

At present there is no indication of lower prices. Six months ago many people were predicting that the war would be over before the end of the year. Views have changed somewhat since then, and at least another year, or possibly two years, it is thought, will pass before hostilities have ceased. As long as the war continues and the demand for munitions continues, there will be no great reduction in prices. Scarcity of raw materials and labor have greatly aggravated the situation and have helped to force prices upwards. Manufacturers are still falling away behind in deliveries. With an insistent demand for fall goods, many jobbers' stocks are becoming depleted of certain lines with little hope of replacement for some months to come. Even after the war is over, there is likely to be a period of high prices on steel goods.

An article elsewhere in this issue dealing with the iron and steel situation will give readers some idea of conditions as they now exist.

PERSISTENCY THAT PAYS

IT IS a strange paradox of advertising that many a man will boost, for all he is worth on a proposition that is losing heavily; will spend money and hours in finding new ways and arguments to make the thing go, only to drop it at the flood tide of its success to shift for itself.

It is a short-sighted policy that enables this to happen time and again, that fosters the impression that advertising will carry on under the power of its momentum.

The men who have achieved their success through advertising never desist. No matter how good their product, they know that the public needs to be told, and needs to be told repeatedly. Persistent hammering is the basis of successful advertising. There are so few things to make the public remember, a thousand outside influences to make them forget.

There are thousands of instances that might be enumerated. Many of the fads of yesterday are dead and gone, not because what virtues they had have departed. They were as good or as bad now as then, but their virtues have ceased to scream at you from the newspapers and to glare at you from the signboards. You remembered somebody else's pills or lotions, because they speak so highly for themselves, but the old reliable much vaunted remedies forgotten in a moment. Think of it yourself. You can remember advertisements you have seen. The tinge of them still lingers in your memory, a shadowy suggestion of something, but the focusing power has gone. Memory has failed you. It is dead advertising, a pitifully pointless thing.

Men will find a thousand reasons for discontinuing successful advertising. His trade is as good now as he needs. He is oversold in many lines and does not need to push.

Here is the vital mistake, the false security is a chimera. Good business may drift into failure, and a word that is not on everyone's lips is soon forgotten. You may not need the advertising to-day but you will to-morrow and to-morrow you will have to face two days of forgetfulness.

This is one of the mistakes of advertising and it applies to retailer as well as manufacturer. Intermittent advertising loses half of its punch, a persistent advertising campaign is better than starting incursions into the field. Because retention of an idea is what is aimed at in the advertising field, and few advertisements have attraction enough to carry themselves in memory for any length of time. No, advertising is the science of persistence, and its motto, Boost—winning or losing, boost all the time.

Stop Our Advertising? Not Much!

A Suggestion Thrown out at Meeting of Hardwaremen—"Thrown Out" in a Double Sense—A Discussion of the Ethics of Advertising

THERE are still people who do not believe that flying machines can fly. There are a few bright spirits who scoff at science and loudly declaim that the earth is flat, f-l-a-t.

And there are still merchants who do not believe that advertising pays.

This last reference does not apply to the numerous business men who believe that advertising can be overdone, that some forms of publicity are useless and harmful, or that too much of it has a tendency to force special business at the expense of regular trade. There are many retailers included in this class; but they all actually believe in advertising as a principle.

There are certain men, however, who avowedly do not believe in advertising in any form, who do not think it possible to get business by publicity, who blink their eyes at the lessons of the Mail Order Houses, and would rather let the cobwebs grow across their doors than break into print with a sales announcement. It sounds incredible. But the fact remains that there are such men. And some of them are hardwaremen. Olav hasholam! Here HARDWARE AND METAL has been preaching the gospel of judicious advertising for thirty years, more or less, and there are still a few hard old sinners who refuse to come up to the penitents' bench!

One of them came to light a short time ago at a meeting of retail hardwaremen. The dealers in hardware in a certain town in Canada have been holding meetings regularly for some time past, with the object of getting to know each other better and of solving some of the evils that crop out when the dogs of trade war are let loose. Their meetings have been friendly and of practical value to all concerned.

At the last gathering, however, one of the members rose up with a suggestion.

"I propose that we all agree to stop advertising in every form," he said. Advertising was a useless expense, he went on. It was costing them all more or less money, and if everyone agreed to drop it, why it would not be necessary for any of them to spend a cent.

Quite apparently he regarded advertising as outlay pure and simple; a form of extravagance into which they had all strayed because the other fellows were doing it.

Across the room was a hardwareman who used newspaper space extensively and so judiciously that, when he advertised an article, he generally sold that line out. Advertising was as valuable to him as his good will; in fact, it was part of his good will. This man looked at his chief competitor, also a big advertiser; and it was quite probable that a broad smile passed between them. The spokesman, you see, was not a big advertiser himself. His "big pushes" in the advertising field were little better than half-hearted nudges. He spent cents where the other men spent dollars.

It was a good deal the same as if Venezuela had suggested to Great Britain a mutual scrapping of fleets in the interests of economy.

The suggestion, therefore, fell upon unresponsive soil. In fact, it was promptly voted down. But the mover still had another shot in his locker.

"Then," he said, "if we can't agree to stop advertising, let's agree at any rate to stop quoting prices in our ads."

It was as though a Pacifist had wormed his way into the trenches and, after failing to convince the soldiers that they ought to stop fighting, addressed them as follows: "Well, if you refuse to stop shooting, at any rate stop aiming straight!" Just exactly as bad as that. Advertising pays best when prices are quoted. Prices are the life of advertising. A bare announcement that "J. Blank sells hardware" is not without value. But it is only when J. Blank tells the public that he sells goods at such and such a price that customers begin to line up in front of his store.



The hardwareman is not the only one suffering from sudden price advances. Nails have been volplaning, but look at what flour has been doing! The cartoonist here shows the situation that has developed.

Of course, the other men present knew this. They were in the custom of quoting prices in their advertisements and had no intention of killing the goose that laid the golden eggs. So suggestion No. 2 went the way of the first.

The above incident is quite true and serves to point a moral not only for the retailer, but for the man at the other end as well—the manufacturer. Retailers have been known to get together and agree not to advertise and so also, it is said, has the manufacturer. It is a mistake of the worst kind for, in the first place, it is one of the primary and established business principles that advertising pays. In the second place, it is highly ridiculous to suggest that you advertise only because your competitor does; this implies that advertising, after all, must be valuable, if you don't want your competitor to have all the advantages of it, so you are advertising for value after all. It is even more ridiculous to suggest that, if you want to quit, it would be better to get the other fellow to stop, too. **For it is also an estblished business principle that the advertising of your competitor helps you.** It creates an interest in the line of goods you handle and stirs up new demand. If you decide to stop advertising, do not importune your competitor to do the same. Urge him to stay with it. You will get, say, about 10 per cent. of the benefit; and that is better than not having him advertising and no benefits to split at all. Of course, he will be getting the 90 per cent.

Altogether, it is better to keep on keeping at advertising.

And then as to quoting prices: What has been said with reference to that phase of it applies to the manufacturer as well as to the retailer. If the quoting of prices brings customers to the retailer, so also does it bring enquiries and orders to the manufacturer from the retailer.

This has been quite a sermon—a weekday sermon. But it is earnestly meant and it is based on solid facts and common sense principles.

So let it sink in.

Stove Makers Taking Smaller Profits?

Manufacturers Declare They Are Making Smaller Profits Nowadays Than Ever Before, Although Prices of Stoves Are Increased Since the War—Market for Stove-making Materials Shows Tremendous Percentages of Increase — Should Stove Prices go Higher Still?—Some Makers Say They Should Not.

STOVES this season are selling at prices which from the manufacturer's point of view present a startling difference between the percentage of increase on cost of materials for manufacture, and the percentage of increase in actual selling price to the retailer.

It is true that stoves are costlier than they have been for a considerable time. It is also true that the situation as regards metals and other materials used in stove manufacture is growing worse instead of better from the manufacturer's point of view. Yet when HARDWARE AND METAL interviewed leading Canadian stove and range manufacturers, the consensus of their opinion was that stoves and ranges as being marketed in the Dominion to-day while priced higher than formerly, and while manufactured of materials which have increased in cost most phenomenally since the war, are still on sale at what may be called distinctly 'reasonable' prices, and may not go much higher.

Prohibitive Price Feared

Representative heads of firms all considered beyond question the fact that cost of materials and labor have placed the manufacturer in a position to make smaller profits than ever previously on stoves. They all inclined to the idea that if feasible it would be desirable that stove prices should increase in Canada to enable the manufacturers to carry the burden of having to buy materials far ahead at vastly enhanced prices, and at the same time to pay immediate and advanced price for skilled labor. But they all inclined also to the opinion that there is a prohibitive price for stoves and ranges the effect of which is to shut the doors on sales, the public preferring to make shift with any old thing rather than undertake the expense of buying new stoves at high prices created by unprecedented conditions. Therefore manufacturers at large in the Dominion are accepting the inevitable and paying tremendously large percentages of increase in the prices of raw materials, and greatly enhanced prices for labor, but are charging for their product market prices out of proportion to the increased cost of production.

Stoves Up 25 Per Cent. to 30 Per Cent. in Ten Years

It is claimed by manufacturers of stoves that in the past eight or ten years stoves have increased in price by only about 25 per cent. to 30 per cent., though they have been greatly improved in convenience and design during that time. In the opinion of men in the manufacturing line the percentage of increase in stove prices due directly to the effects of the present war, is only 15 per cent., or one-half of the total percentage of advance. Increased cost of labor, and increased cost of materials not brought about by the war are responsible for the other ten to fifteen per cent. of the advance in stove prices. The factor of labor is now exceedingly important, as it is not possible to get skilled workmen to devote anything like the former working day to the manufacture of stoves. The workmen work with greater skill, and are greatly aided by improved machinery, but their output is not so vastly increased as compared with previous years, because they can earn enough to live on in comfort without giving so many hours to their trade. Labor is much more independent nowadays and the lack of help occasioned by the war conduces to still greater independence on the part of skilled workers. The result is that it is not possible to speed up manufacture even to suit enhanced demand, and a whole shipment of almost completed stoves may have to await some final accessory in the nickelled or turned line before they can be despatched. Or the delay may take place in some other department. This represents the nature of the difficulty of "delivery" upon which manufacturers of stoves set so must stress in business talks with retailers nowadays.

The Retailer's Profit

In the opinion of manufacturers of stoves, the retailer ought to be assured of his usual profit in selling this important line of hardware at the present time. With so many lines of hardware, mostly in the iron and steel departments of the trade, increased greatly in price, it should not be hard for the enterprising retailer to convince the customer for a stove of the necessity for paying more than he may have paid five or six years ago. Customers do not buy ranges quite as often as they buy some other lines, so the advance in prices of stoves may come as a shock to the enquirer not a newly-wed or benedict-to-be. But the retailer who is not watching the markets for metals and hardware pretty closely nowadays may make costly mistakes in parting with stoves that have been in stock for a little time. A five per cent. advance in stove prices of a number of manufacturers took place a couple of months ago and was reported in HARDWARE AND METAL

(Continued on page 46.)

STARTLERS FOR THE STOVE-MAKERS.

Percentages of increase since the War in prices of various materials used in the manufacture of stoves and ranges:

Pig iron	54%
Steel	90%
Copper	145%
Bolts and Rivets	130%
Plating Supplies—	
Metal	15%
Salts	25%
Sulphuric Acid	233%
Nitric Acid	66%
Fire-brick Linings	20%
Urns	20%
Nickel Bands	25%
Nickel Rings	25%
Furnace Rings	20%
Iron for Pans, etc.	60%
Galvanized Iron	60%
Coke	15%-20%
Steam Coal	10%-15%
Black Lead	50%
Aluminum	300%
Asbestos	10%
Emery Wheels	136%
Tiles	10%
Lacquer	30%
Paper	200%
Glue	25%
Lumber	15%
Nails	100%
Riddles	25%
Shovels	25%
War Tax	7½%

Above percentages of increase have been obtained from manufacturers' estimates over a wide range of enquiry in the United States and Canada.

Ramsay & Son Annual Convention

Representatives From all Branches Met at the Head Office —Plans Outlined for Coming Year— Closed With Banquet.

BUSINESS discussions of the most practical and constructive nature characterized in marked degree the most successful convention ever held by the firm of A. Ramsay & Son Company, manufacturers of paints and varnishes, Montreal. The convention was held at the head office of the company at Montreal.

Representatives of the firm from Halifax to Vancouver were present and took part at both convention and banquet, at which proceedings were most pleasantly concluded. The encouraging and substantially effective nature of the transactions at the convention brought out in a marked degree the efficiency of the organization, adding greatly to the enjoyment of the concluding function.

As chairman of the convention, A. D. Brown, the manager, acted in his usual capable manner and the soundly based spirit of optimism which he gave to all his share of the proceedings permeated every member of the organization present. Plans and campaigns in the sales getting arena for 1917 were outlined and explained, the experiences of the members over the widest fields of their operation were closely compared and considered and careful attention was given to details of the firm's affairs as brought up for discussion.

Particularly interesting and of more than usual importance in view of conditions at present, was the close and special attention paid to the many new and original features and plans of campaign in connection with advertising, which were brought forward, thoroughly discussed, approved, and accepted for the ensuing season.

Following the convention a most successful banquet was held at the Montreal Club, the chairman being the President, Lieut. Walter B. Ramsay, of the Fifth Royal Highlanders, who presided in a manner worthy of the occasion. Affairs at the banquet went with magnificent swing, thoroughly bringing out and emphasizing the excellent spirit of comradeship and unity that exists. Taken altogether, convention and banquet combined to mark one of the most successful periods in the history of this firm, which was established in 1842, and the proceedings from start to finish inspired every member present to still greater effort individually and in unison for the coming season.



Members of the staff of A. Ramsay & Sons Co., Ltd., who attended the Annual Convention, held recently at the Head Office, Montreal.

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

1537. **Washing machines.**—A South African firm of wholesale merchants asks for catalogues and price lists with full particulars regarding washing machines or any other lines of household utensils.

1541. **Paints, oils and varnish.**—A South African firm of wholesale merchants asks for color lists, price lists, and where possible samples, from Canadian manufacturers of paints, oils and varnishes.

1542. **Brushware.**—A South African firm of wholesale merchants is prepared to purchase Canadian brushware, and asks for catalogues and price lists.

1546.—**Handles.**—A South African firm of wholesale merchants requests samples and prices and particulars of delivery on hammer, pick, axe, tool broom and other handles.

1548. **Iron and steel.**—A Durban firm who specialize in cart and carriage ware supplies, would like to hear from Canadian manufacturers of bar iron and rods, bolts and nuts and other iron and steel supplies for this trade.

1553. **Hardware.**—A Durban firm asks for catalogues and samples where possible, prices and full particulars re packing on household hardware only.

1556. **Iron and steel.**—A Durban firm requests correspondence from Canadian manufacturers of bar iron and rods, mild steel bars, bolts and nuts, and other iron and steel productions.

1557. **Woodenware.**—A Durban firm requests catalogues and full particulars of Canadian made woodenware of all kinds.

1558. **Handles.**—A Durban firm requests samples and prices and particulars of delivery on hammer, pick, axe, tool, broom and other handles.

1559. **Hardware.**—A Durban firm requests correspondence from Canadian manufacturers, enclosing catalogues, price lists and samples when possible of building and household hardware, including stoves and enamelware.

1560. **Washing machines.**—A South African firm asks for catalogues and price lists with full packing particulars regarding washing machines or any other lines of household utensils.

1570. **Hardware.**—A Durham firm of general merchants is prepared to purchase from Canada, household, building and other hardware, such as tools, locks, lamps, lanterns, stoves and household utensils suitable for hardware department.

1571. **Paints and varnish.**—A Durban firm of general merchants is prepared to take up a line of Canadian paints and varnish. Color cards, prices and literature, with some samples, requested.

1625. **Agency.**—A Natal commission house is prepared to take up Canadian agency in mining material and supplies of all kinds, fencing material, iron and steel, wire of all kinds, agricultural machinery and motor vehicles.

1627. **Handles.**—A Durban commission agent in close connection with the mining trade is prepared to take up Canadian agency for pick, shovel and tool handles.

1632. **Agency.**—A South African commission agent with offices in Durban and Johannesburg is prepared to take up Canadian agencies in handles, woodenware, enamelware, kitchen utensils, hardware, cotton, piece-goods, hosiery, underclothing, tools, lanterns, foodstuffs, canned fish and other lines.

1635. **Agency.**—A Durban firm of importers asks for samples and particulars from Canadian manufacturers of wire, barbed, plain and galvanized; also nails and other iron and steel lines.

1637. **Wrought iron and wire.**—A South African manufacturing firm asks for samples and quotations on wrought iron, suitable for tubular gates, wire, barbed, plain, galvanized, and spring steel wire for upholster work.

1638. **Machinery.**—A South African manufacturing firm asks for catalogues and full details of machines suitable for the weaving of screening wire in sizes from ⅛-inch mash, 20 gauge, up to about ⅝-inch mesh, 10 gauge wire.

1640. **Agency.**—A Cape Town commission agent is prepared to take up representation in South Africa for Canadian hardware (all kinds), iron and steel, three-ply wood (cabinet), three-ply wood (building), paper (all kinds); furniture, such as chairs, tables, bedroom suites and other k.d.s. lines, rubber goods, such as conveyor belts, rubber hose, rubber jointings, rubber valves, canvas hose, fire hose, fire extinguishers, mining hammers, four-pound shovels, pickaxes, wire nails, disinfectants, bitumen paint (grey and black), wire (all kinds), foodstuffs, including salmon, condensed milk, vegetables, canned, and other proprietary lines.

When Will Iron and Steel Prices Decline?

Retailers Beginning to Wonder if End of Record Prices is in Sight—Certain Tendencies Having Bearing on Future Outlook—View in the United States.

A YEAR ago wire nails were selling to the retail trade around $2.70 base. To-day the price is over $4.00 base, or, to be exact, $4.10, Toronto, and $4.15, Montreal. At the outbreak of the war nails were quoted at $2.25. During the first few months of 1914, they were obtainable at prices ranging around the $2 mark. The high levels at which nails are quoted to-day, was thought impossible a year ago. But nails are only one of the hardware commodities which have reached dangerously high levels. Even greater advances have been made in the prices of other products made of iron and steel which reach the consuming public through the hardware trade. There is a severe scarcity of many lines of iron and steel goods. Despite the high prices obtainable, manufacturers, on account of the scarcity of labor and raw material, are frequently unable to meet the demands made upon them.

The question on the lips of every hardware retailer to-day is, "When and where will the limit be reached?" Price changes have been accruing with alarming rapidity and regularity. Is it any wonder that the retailers are wondering if the saturation limit is not near at hand? Is it any wonder that many retailers are rather afraid to place orders for future delivery, owing to the danger of a sudden decline in prices? The responsibilities of the average traveler representing wholesale jobbing houses has more than doubled during the past year. Retailers are consulting travelers regarding "quantities they should purchase," much more than they ever have in the past. "Is it safe to buy a gross at the present price?" is a question that greets the traveling salesman at almost every turn. Travelers, like all other sellers of iron and steel goods, are doing their best to answer inquiries, but, frankly, very few in the trade to-day will attempt to predict what is going to happen six months hence. Six months ago it was not thought that present high levels would have been reached by this time. Just as great advances may take place in the coming six months as in the past, time alone can tell. The best informed men in the trade are adverse to prophesying what might happen. They do not know, and they are frank in saying so.

Signs of the Times

Although the method is vague at present there are certain tendencies which have a direct bearing on the market and will have for some time to come.

The Imperial Munitions Board has announced that there are enough orders on hand for shells to keep the munitions plants busy until the end of June, 1917. The manufacture of component parts is now well established in Canada and smaller quantities, if any, will in future be purchased in the United States.

Heretofore, considerable quantities of fuses, primers, and steel were purchased from the United States. With the munitions industry in Canada, now at its highest peak since the outbreak of the war, the demand for steel for shells is proportionately greater. Although operating at full capacity the mills are still unable to take care of the heavy demand.

COMPARATIVE PRICES—MONTREAL BASIS

	Nov. 10. 1916	Sept. 15, 1916	June 15, 1916	Mar. 15, 1916	Nov. 15, 1915	July. 31, 1915	Aug. 1, 1914
Common bar iron	$ 3.15	$3.00	$3.00	$2.45	$2.20	$2.00	$2.05
Refined iron	3.35	3.05	3.05	2.70	2.45	2.30	2.40
Horseshoe iron	3.35	3.45	3.45	2.70	2.45	2.40	2.40
Mild steel	3.80	3.30	3.30	2.80	2.45	2.10	2.25
Sleighshoe steel	3.80	3.30	3.30	2.80	2.45	2.10	2.25
Reeled Mach. steel	5.50	4.50	4.50	3.50	2.85	2.75	2.75
Tire steel	3.90	3.50	3.50	2.90	2.55	2.25	2.35
Toe calk steel	4.50	4.20	4.20	3.70	3.05	2.75	3.10
Wire Nails	4.15	3.85	3.75	3.45	2.70	2.40	2.25
Staples, Galv.	5.25	4.90	4.95	4.65	3.85	3.60	3.45
Staples, bright	4.40	4.05	4.15	3.80	3.00	2.60	2.40
Wire:—							
Smooth steel, 0-9	4.40	4.25	3.90	3.60	2.60	2.30	2.30
Barb	4.25	3.75	4.65	4.50	3.47½	3.15	2.35
No. 9 coil spring	3.95	3.95	4.60	4.15	3.35	3.10	2.25
No. 9 plain galv	3.90	3.70	4.55	4.10	3.30	3.05	2.15
Sheets, black, 28-ga.	4.25	4.25	4.10	3.80	3.25	3.00	2.70
Sheets, galv. 28-ga.	6.65	6.65	6.65	6.75	6.10	6.50	4.35
Pipe, black, 1"	7.31	4.83	6.96	6.12	4.76	4.59	4.33
Pipe, galv., 1"	10.46	10.29	11.31	9.95	8.08	9.10	6.00
Tin	48–48½	45–45½	49½–50	0.49	46–46½	45–46	0.37½
Spelter	14–14½	18–18½	21–21½	0.24	22–22½	25–26	0.06
Lead	9¾–10	9¼–09½	9½–09¾	9–09¼	7–07¼	7½–07¾	0.05.1
Copper	32½–34	29½–30½	30–30½	0.32	0.22¼	0.23	0.15½
Antimony	16	19–19½	33	0.48	0.42	0.40	0.08½
Aluminum	68	66	65	0.62	0.62	0.40	0.19
Oil, Linseed	1.10–1.13	85	77–79	97–1.00	79–80	67–73	69–70
White Lead in oil	13.80	13.30	13.80	11 55	9.45	10.45	8.20
Turpentine	70–75	68–70	64–67	77–78	75–78	61–64	0.67

The Trend in U. S.

An indication of the trend in the steel market is the report of the U.S. Steel Corporation which shows unfilled orders for the month ending Oct. 31 totalling 10,015,260 tons, an increase of 492,676 tons over the preceding month. The unfilled tonnage for October constitutes a record. The steel output of the United States in 1916 is already far in excess of any previous year, and the total for this year will probably be double that of four or five years ago. Even so, a serious scarcity of many important products exists now, and mills are refusing more business than they are accepting for some classes of steel.

Export business declined by U. S. domestic steel manufacturers, it is claimed, continues to mount up. One U.S. authority states that for a time such offerings have been at the rate of almost one-half of the total U. S. output of steel. Many of the official or published prices are deceptive because of high premium prices which are being paid for early deliveries. These premium prices are frequently greatly in excess of the current market prices. The producers of unfinished steel are still in a position where they can demand fabulous prices. They know that the demand cannot be met for some time to come.

Pig Iron's Startling Performance

The pig iron market has cut loose, after months of quietness, and is now acting not unlike the war market for steel. The advances of the past three weeks are without parallel in the experience of the oldest men in the trade. The advances, it is claimed, are not due so much to a heavy demand for immediate shipment, as to efforts on the part of buyers to cover for future requirements for 1917—in many cases for the second half of next year. Heavy sales

(Continued on page 45.)

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

The list of price changes this week is almost as extensive as the unusually heavy list of last week. All price changes are upwards and include high prices on buttweld and lapweld pipe, both black and galvanized. The new price on lapweld is a further advance over the one which went into effect last week. Other lines on which advances have taken place are step and extension ladders; fire ladders; hoop steel; stove pipe wire, tinned wire; stall fixtures; building papers, including dry and tarred fibre; surprise sheeting; clothes line, cotton rope and sash cord; cotton twine; steel bars; candlewick; asbestos wick; glue; clocks; leather tap soles and top lifts; skates; pig-iron; auger bits; whips, door knobs; builders' hardware; padlocks; cutlery; fibreware; pitcher pumps; whisks; copper wire; gum shellac; linseed oil; locks; knobs; wrought butts and hinges; corrugated machine bolts and nuts, etc.; linseed oil; machine bolts; sleigh shoe bolts; coach and lag screws; skein bolts; square head blank bolts; bolt ends; plow bolts; elevator bolts; fancy head bolts; shaft bolts; step bolts; square and hexagon nuts. Higher prices are expected on paints, white lead in oil, putty, conductor pipe, eavestrough, lawn mowers. Wholesalers are having considerable difficulty in securing supplies. Many manufacturers cannot meet the demands made upon them, despite the high prices obtainable for their products. Business continues brisk. The advent of cold weather has stimulated the demand for late fall and winter lines.

MONTREAL MARKETS

MONTREAL, Nov. 15.—There is no sign of any dwindling of demand due to the high prices prevailing for hardware lines at present. On the contrary, it seems as if orders come pouring in faster than ever. Executives and clerks are working overtime in Montreal at present to keep pace with the alterations in prices, and at the same time to fill the numerous orders coming in. The iron and steel reports show still more firmness, and yet far more iron and steel goods could be shipped in response to orders than there are stocks available to fill orders. It is impossible to count on deliveries. Price counts for less than delivery now in importance, declare men in intimate touch with supply and demand conditions today. Copper features strongly in the Montreal markets, and lead is firmer. Tin is very strong. There is a good demand for all classes of seasonable goods; sleigh bells have been in better demand, and all sorts of hardware gift lines have been moving fast. Percolators, cutlery, carpet sweepers, skates, and snow shovels have been rapidly absorbed by the markets in the country around, and the rush of orders before close of navigation is heavy.

Great Firmness in Iron and Steel

IRON AND STEEL.—News of the signing of a $25,000,000 shell steel order by Morgan's in the United States does not tend to relieve the situation as regards iron and steel. Prices are going up by leaps and bounds. It is almost impossible now to get quotations from the States for new supplies; the few mills not already sold up to capacity of their production for months ahead are quoting from day to day. Sheet metal is especially hard to get, and there are big orders for this from the Orient and Russia hungry to be filled. There is shortage of many lines of plates in Montreal There is tremendous firmness in the market for tungsten high-speed tool steel, and all tool steel goods are likely to be increased still more in price.

Iron Pipe Goes Still Higher

IRON PIPE.—In accordance with predictions made by HARDWARE AND METAL for some time past, iron pipe has again advanced. One advance on lapweld pipe was announced last week. Another one has taken place this week. as well as an advance on buttweld, in both black and galvanized. The new net prices are shown in a panel elsewhere in this issue and in the current market quotations.

Pump Rods Advance

Pump rods have advanced in price, and are now quoted as follows:—Small quantities, $6.30 per 100 lbs.; 500-lb. lots, $5.80 per 100 lbs.

Step Ladders Advanced

All step ladders have advanced 2c list or 1c net per foot. This change affects all makes. New prices on various brands are shown in the current market quotations.

Extension Ladders Advance

An advance of 1c per foot has been made on all common and roped extension ladders. Fire ladders and single ladders also share in the advance. New net prices are shown in the current quotations.

Hoop Steel Up 50 Cents

The strength of the iron and steel market is reflected in the market for hoop steel, which records an increase of 50c per 100 pounds on all lines of hoop steel.

Stove Pipe Wire Up

An increase is noted in stove pipe wire, No. 19 being quoted now at $6.40 and No. 18 at $5.90.

Tinned Wire Up Also

Tinned wire is quoted at an increase in price of 2½ per cent. over previous quotations. New prices are shown in current quotations.

Stall Fixtures Advance

Stall fixtures, all lines, are quoting now at 25 per cent. off list, instead of the accustomed 40 per cent. Cattle chains, all patterns and all makes, are advanced from 40 per cent. to 32½ per cent. off list.

Stove Pipe and Elbows Up

Stove pipe elbows are up; the 6-inch are quoted at $1.45 doz., and the 7-inch at $1.60. Stove pipe is also increased to $10.25 for the 6-inch, and $11 for the 7-inch size common.

Paper and Twine Show Advances

Building Papers Reach High Levels

PAPER AND TWINE.—Building papers are quoted higher this week. Dry cyclone is at $1.10 roll; tarred No. 1 at $1.15 roll; dry fibre No. 2 is 55c per roll; tarred No. 2 is quoted at 65c per roll;

ADVANCE ON BOLTS AND NUTS

Just as HARDWARE AND METAL is about to go to press an announcement has been made of higher prices on bolts and nuts. HARDWARE AND METAL has on several occasion during the past few weeks warned the trade to watch for this advance:

Carriage Bolts ($1), list, 3/8 in. dia. and smaller, 25%.
Carriage Bolts ($1), list, 7-16 in., 10%.
Machine Bolts, 3/8 in. dia. and smaller, 25%.
Machine Bolts, 7-16 in. dia. and larger, 15%.
Sleigh Shoe Bolts, 3/8 in. dia. and smaller, 15%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 10%.
Coach and Lag Screws, 35%.
Skein Bolts, 30%.
Square Head Blank Bolts, 15%.
Bolt Ends, 15%.
Plow Bolts, 15%.
Elevator Bolts, 20%.
Fancy Head Bolts, 15%.
Shaft Bolts ($3 list), 15%.
Step Bolts, large head ($3) list, 15%.
Whiffletree Bolts, 15%.
Nuts, square, $1 off list.
Nuts, hexagon, $1 off list.
Stove Rods, per lb., 9¼c.
F.O.B. Toronto, Montreal, London and Hamilton.

Surprise sheeting is 60c per roll, and heavy straw tarred at $2.65 per 100 lbs.

Clothes Line Up

Cotton clothes line is up: 30 ft. now quotes at $1.35; 40 ft., at $1.70; 48 ft., at $2; 60 ft., at $2.50; and 72 ft., at $3 dozen.

Rope and Sash Cord Up

Cotton rope and sash cord show changes. Cotton rope is now 37½c lb. for the 3-16ths size, and 36½c for the ¼-inch and up. Sash cord—No. 6 is 44½c; No. 7, 43½c; and No. 8, 43c. Candlewick is 40c a pound now, and asbestos wick packing is quoted at $1.15 per lb.

Clocks, Glue and Leather Goods Up

Skates Move Upwards

SHELF GOODS.—Many lines of shelf goods show the prevailing tendencies of the markets at present. Skates have been advanced from 25 per cent. off list to 15 per cent. off list in some cases, but not all hardware wholesalers have made the same alteration. Skates, however, are generally much firmer priced than last year.

Clocks Go Higher

ALARM CLOCKS.—The "Ben" line are now $2.40 each for large and small sizes. The watch that goes with this line is now $1.05 to the retailer, or in dozen lots, $1 straight. The America alarm clock is $1 now, and the Ironclad $1.60.

Tap Soles and Top Lifts Up

Scarcely a fortnight has elapsed since the lists were advanced for tap soles and top lifts. These are up again by 25 per cent. on all lines, due to the British Government action as regards leather.

Auger Bits Up

Gilmour's auger bits (special) are now 60 per cent. off in Montreal, formerly 65 plus 5, and the ordinary make are 62½ per cent. off.

Glue Fails to Stick

That greatest sticker of all hardware lines for many a month in the midst of high prices, glue, has at last been forced to march with the times. Whitefish glue for many a day 20c a pound, is advanced to 25c a pound in Montreal.

Whips Up—All Lines

All lines of whips have been advanced 25c per dozen in Montreal this week.

NEW PRICES ON PIPE.

The new net prices on buttweld and lapweld pipe are given below. It will be noted that some sizes of lapweld pipe have advanced for the second time within a week. The advances on pipe have been predicted by Hardware and Metal several times during the past few weeks

	Per 100 ft. Black	Galvanized
Buttweld—		
⅛"	$ 3 50	$ 5 00
¼"	3 24	5 37
⅜"	3 24	5 27
½"	4 17	5 74
¾"	5 06	7 19
1"	7 48	10 63
1¼"	10 12	14 38
1½"	12 10	17 19
2"	16 28	23 13
2½"	25 74	36 56
3"	33 66	47 81
3½"	42 32	59 34
4"	50 14	70 31
Lapweld—		
2"	18 87	25 35
2½"	28 08	38 32
3"	36 72	50 11
3½"	46 00	63 02
4"	54 50	74 67
4½"	63 50	87 00
5"	74 00	101 40
6"	96 00	131 50
7"	128 50	172 60
8" L	135 00	181 30
8"	155 50	208 80
9"	186 30	250 10
10" L	172 80	232 00
10"	222 50	298 70

Door Knobs Advanced

Builders' hardware has been inactive, but mineral and porcelain door knobs advanced in Montreal this week, being now quoted at $1.40 to $1.50 for Nos. 300 to 337.

Sheffield Cutlery Up

An advance of 15 per cent. over the whole range of previous list prices is announced by the Joseph Rodgers cutlery firm of Sheffield, England.

Fibre Ware is Up

A new list is coming for fibre ware, and will be subject to 15 per cent. discount. The increase shown in the new list will amount to 10 per cent. at least on all lines of fibre ware. Tubs are now quoted at No. f.3, $10.60; No. 2, $12.35; No. 1, $14.95; No. 0, $17.35

Pitcher Pumps Up

Nos. 1 to 5 pitcher pumps are now quoted 40 off list, an advance on previous quotations.

Linseed Oil Up

Linseed oil is quoted in the hardware trade now at $1.21 per Imp. gallon for raw, and $1.26 for boiled, subject to 2 per cent. off and 30 days. A complete report on oils and paints will be found in the weekly paint market report.

Copper Has Added More Strength

COPPER.—The copper market is increasingly firm, and is going stronger every day. Quotations in Montreal were being made at 37½c to 38c per lb., and with the increasing export demand in the United States, and uncertainty as to the productive capacity of the market on this continent, the outlook is for very firm conditions throughout 1917. Predictions have been made that the average price for copper during 1917 will be around 25c to 30c a pound in the United States, and correspondingly firm in Canada. Already copper goods show the steady trend of prices for the metal.

Soldering Coppers Up

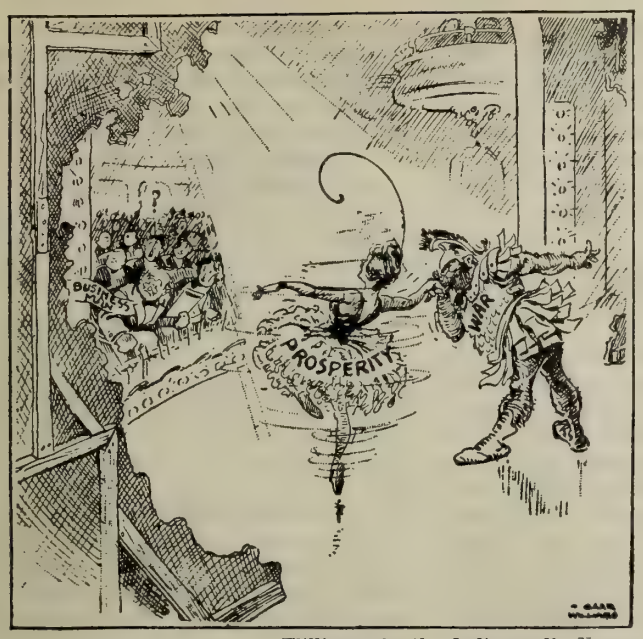
Soldering coppers are priced now as follows in Montreal:—1 lb., 72c; 1½ lbs., $1.05 2 lbs., $1.35; 2½ lbs., $1.65; 3 lbs., $2; 4 lbs., $2.60; 5 lbs., $3.25; 6 lbs., $4; 8 lbs., $5.25.

Copper Wire Advances

In line with the general state of the market for copper is also the advance of 10 per cent. on all lines of copper wire, an advance which is recorded in Montreal hardware circles this week.

Lead, Tin and Spelter, Etc., Firm

OTHER METALS.—Great firmness is noticed in almost all lines of ingot and sheet metals at present, and there is dif-



—*Williams, in the Indianapolis News.*

FINE! BUT WHAT'S THE NEXT ACT?



—*Brinkerhoff in the New York Evening Mail*

GO IT

ficulty in securing delivery of many lines.

Lead is Stronger

Unchanged in price from last week, lead is still in stronger toned market. Few producers seem to want to make contracts in this metal at present. Prices vary from the lowest quotations at $8.53 per 100 lbs. to $9.75.

Tin Very Strong

Tin is in very strong market, with quotations for Lamb and Flag (English) at 43c, and Straits tin at 44c Montreal, with quotations running also as high as $48 to $48.50 per 100 lbs. on the Montreal markets.

Spelter Stronger

A stronger tone and higher quotations are noticed in spelter. Recently there was a slight advance in the prices of the ore, and the market is responding. From $14.50 to $15 is quoted in Montreal to the trade interested. It costs about $11.50 per 100 lbs. to lay the metal down in Montreal in bond, according to opinion of men in touch with the metal markets.

Antimony Steady

Quoted as last week at about 16c per lb., antimony is in slightly better market. Some scarcity is suspected as regards this metal, and an increase in price is anticipated in the not very distant future.

Aluminum Firm

Aluminum is in firm market, No. 1 Virgin costing 66c per lb. at shipping point U.S.A. Pure 98 and 99 per cent. re-melted are at 60c, and the alloy re-melt is quoted at 47c.

Solders Firm

Solders, both tinsmiths' and wiping, are quoted as last week at 30c for tinsmiths' and 28c for wiping solder.

TORONTO MARKETS

TORONTO, Nov. 17.—The week has turned out to have another extra heavy grist of price advances. One lone instance of a decline is recorded in large jute twine. Declines are very exceptional occurrences these days. Business during the past week has held good, although withal wholesalers consider the present unsettled state of the market, with ever advancing prices, a most unsatisfactory and trying one. The old problem of getting sufficient goods to fill orders is ever with the jobber.

American Ammunition Makers Advance Prices

AMMUNITION.—Canadian jobbers were advised during the week by American ammunition manufacturers that the prices have been advanced 10 per cent. on all lines. All present lists are cancelled, but the new ones will go into effect immediately. It is expected the new lists will be in the hands of the wholesalers in Canada in the near future

Lawn Mowers and Other Lines to Advance

SHELF HARDWARE.—One of the large Canadian manufacturers, the Taylor-Forbes Company, of Guelph, has advised the trade of the withdrawal of present prices on their entire line. It is expected the advance will range from 5 per cent. to 20 per cent. The lines manufactured by this concern are numerous, and include such things as lawn mowers, tree pruners, spring hinges, sap spouts, door buttons, thumb latches and other lines of builders' hardware. New prices are expected in the near future.

Cotton Goods Again Go to Higher Levels

TWINE AND ROPE.—Dealers during the week announced a further advance in cotton wrapping twine, cotton sash cord and cotton rope. In the instance of the cotton wrapping twine the advance amounts to 2c per pound. In the 3-ply it is now quoted at a range of 34½c to 44½c, while the 4-ply is quoted at 37c to 38c per pound. For the 5-ply and up the price is 37c per pound, and for the variegated 41½c.

Cotton rope prices have the following range, according to the new lists issued: One-eight inch, 40c to 45c; 5-32, 39c to 42¾c; 3-16, 36½c to 40c; ¼ inch and up, 35c to 38¾c.

Sash cord has also shared in the advance. No. 6 is quoted at a range of 44½c to 45c; No. 7, from 43½c to 44c; Nos. 8, 9, 10, 12, from 43c to 43½c. The ever rising prices in cotton goods are due to the upward trend of the raw cotton market. Twenty-cent cotton, which two or three months ago seemed a goal that might be far in the distance, now has become a reality. Spot middling cotton on the New York Cotton Exchange sold for 20.05c per pound. Some of the future cotton quotations were well above that figure; cotton for delivery in May closed as high as 20.44c per pound. There are those who are freely predicting that cotton will go to 25c per pound, and perhaps beyond. It is now at the highest figure since 1873, one of the lean cotton years following the American Civil War. Between the years 1864 and 1873 the price of cotton ranged between $1.90 per pound in the former year to 21⅜c in the latter year.

Canadian Makes of Builders' Hardware Up

BUILDERS' HARDWARE. — All Canadian manufacturers of builders' hardware have announced another advance of from 5 to 10 per cent. on almost the entire line manufactured. New lists are being issued. The advance amounts approximately to 5 per cent. on iron and steel lines, and 10 per cent. on brass articles of hardware. Hardware composed of steel or iron is now quoted at 35-5 per cent., and wholly or partly of brass or bronze at 33 1-3 per cent. Yale padlocks have been advanced another 5 per cent., and Yale night latches have gone up 10 per cent.

Further advances have also been recorded on all lines of harness hardware, both for the Canadian and American goods. These include such articles as snaps, rings, buckles, hooks and eyes, etc.

Building Papers Make 25 Per Cent. Advance

BUILDING PAPER.—Building paper again advanced, due to the advances put into effect from the manufacturers of the paper. Dry fibre No. 1 is now quoted at $1.20 per roll, as compared with the previous price of 95c. Dry fibre No. 2 is now selling at 60c, whereas the former price was 50c. Tarred fibre No. 1 is now quoted at $1.25, and tarred No. 2 at 70c per roll, an advance in the first instance of 20c per roll, and in the second 12c per roll. Surprise fibre is now quoted from 64c to 70c. Asbestos sheeting is now quoted at $4 to $4.75 per 100 pounds. This also represents an advance.

Well-Known Cutlery Line Advances Higher

CUTLERY.—Wholesalers were advised during the week of an advance of 10 per cent. on all lines of the Rogers cutlery. As an instance of the way the advance has affected the price, a butcher knife that formerly sold for $3.29 per doz. is now quoted at $3.84. Another line of butter knives formerly quoted at $6.23 is now selling at $7.12. Other lines of this make of goods are advanced correspondingly.

Jute Twines Only Line to Register Decline

CORDAGE AND TWINE.—A decline of 2c per pound was recorded in the price of large jute twines during the past week. This is the one exception to the general rule of advancing prices to chronicle during the week. For this reason it stands out like a brilliant star in the firmament. In ton lots the 96-lb. 4-thread jute twine is quoted at 13c per pound, and in less than ton lots at 14c. For the 72-lb. 4-thread the price is 13½c in ton lots, and 14½c in less than ton lots. One lea 4-thread and over is now listed at 14c in ton lots and 15c in small lots. The usual extras for small sizes. The prices of other cordage are holding firm. First grade Manila rope is quoted on a basis of 22½c, and New Zealand hemp rope at 18c per pound for basis of ⅝ inch. Demand for cordage is seasonably good.

Ceiling Plates Show An Advance of 50c

ROOFING AND CEILING.—An advance of 50c per square has been put into effect on metallic ceiling plates, which now makes the price $4.50 per 10 square feet. A corresponding rise has taken place in cornices, mouldings, etc. Shingles are quoted at $6.70 per square and galvanized siding at $5.50 per square. Standard siding is quoted at $4 and the ordinary painted siding at $3.75. Dealers have already commenced booking orders for delivery on these goods to be made March 1. This is unusual, as orders are usually not placed until after the first of the new year. The reason is stated to lie in the fact that some dealers have considerable stock on hand, and they are having little difficulty in disposing of it in view of the fact that higher prices would not be improbable.

HIGHER PRICES ON LADDERS.

All ladders, including, step, common and roped extension, fire, and fruit picking ladders have advanced 1c per foot. New prices are given below:

Stepladders	
Shelf Lock	14c foot
Ontario	18c foot
Faultless	22c foot
Mechanic	27c foot
Hercules	25c foot
Perfect	24c foot
Faultless, extra heavy	27c foot
Hercules, extra heavy	30c foot
Mechanic, extra heavy	32c foot
Crescent	17c foot
Household	13c foot
Standard	20c foot
Electrician	26c foot
Heavy duty	46c foot
Extension	24c foot
Common and Roped Extension Ladders	
Up to 32 feet	17c foot
34 to 44 feet	19c foot
46 to 60 feet	26 to 30c foot
Single and Fruit Picking	
8 to 16 feet	13c foot
18 to 22 feet	14c foot

Iron Pipe and Ladders Go Higher

IRON PIPE.—In accordance with predictions made by HARDWARE AND METAL for some time past, iron pipe has again advanced. One advance on lapweld pipe was announced last week. Another one has taken place this week, as well as an advance on buttweld, in both black and galvanized. The new net prices are shown in a panel elsewhere in this issue and in the current market quotations.

Pump Rods Advance

Pump rods have advanced in price, and are now quoted as follows:—Small quantities, $6.30 per 100 lbs.; 500 lb. lots, $5.80 per 100 lbs.

Step Ladders Advanced

All step ladders have advanced 2c list, or 1c net per foot. This change affects all makes. New prices on various brands are shown in the current market quotations.

Extension Ladders Advance

An advance of 1c per foot has been made on all common and roped extension ladders. Fire ladders and single ladders also share in the advance. New net prices are shown in the current quotations.

Porcelain Door Knobs Up

A 10 per cent. advance went into effect on porcelain door knobs during the week. In the japanned mountings the price is now $1.50 per dozen and nickel-plated mountings $3.

Sandpaper Advances

Another advance has been announced on sandpaper and emery cloth. This advance was predicted in last week's issue. The new discount for B. & A. sandpaper is now 5 per cent., with the same per cent. discount on B. & A. emery cloth. In the cheaper grades there are corresponding advances in all lines.

Conductor Pipe May Advance

Dealers in conductor pipe are expecting an advance in the various sizes in the near future. At the time of going to press these advances had not been recorded. It is now quoted at 45 per cent. off list, which will be found in the current quotations.

Nails Holding Steady

Wire nails are holding steady at the advances recorded last week. Standard steel wire nails are quoted at $4.10 base, and cut nails at $3.70 base. There is a firmness in the market under present conditions.

Wrought Washers Up

An advance in wrought washers went into effect during the week by the changing of the discount from present list prices. The discount is now 20 per cent. instead of 25 per cent. formerly.

Whisk Brooms Up 5 Per Cent.

One of the Canadian manufacturers of whisk brooms this week advanced their line approximately 5 per cent. This advance is in sympathy with the higher prices in brooms of all kinds. On brushes most of the manufacturers issue their new price lists around January 1. It is expected the new lists will show increased prices over the quotations issued at the first of last year.

Big Ben Clocks Advance

An advance has taken place in Big Ben clocks during the week. The new price is now $2.40 each. The selling price to the consumer has been placed at $3.50, as compared with $3 formerly.

Whips Make 25 Per Cent. Advance

An advance on all lines of whips from Canadian manufacturers went into effect during the week, which provides for an increase price of approximately 25 cent.

Wrought Butts and Hinges Up

Dealers have been advised of an advance of 10 to 15 per cent. on wrought butts and tee and strap hinges, to take effect immediately. New discount sheets are expected to be issued shortly. An advance is expected on rivets and bolts in the near future.

Malleable Fittings Prices Off

All prices on malleable iron fittings were withdrawn this week, and dealers take it as an indication that new and higher prices will shortly be forthcoming.

Galvanized Fence Wire Follows Upward

FENCE WIRE.—All sizes of plain galvanized wire have advanced in price, following the upward trend in other wire products recorded in last week's issue. The advance locally amounts to 15c, the same as that on other wire products. Following the new prices:—

	Per 100 lbs.
Nos. 6, 7, 8	$4.75
No. 9	4.05
No. 10	4.80
No. 11	4.85
No. 12	4.20
No. 13	4.30
No. 14	5.20
No. 15	5.80
No. 16	5.90
No. 18	8.00

Coil spring wire, No. 9, has advanced to $4.05 and No. 12 coil spring to $4.25.

Ready Roofing Again Records an Advance

ROOFING.—Advances of from 5c to 10c per roll were recorded in the Cornet and Pluvius brands of ready roofing. The former brand is now selling at $1.10 per roll for one-ply the former price being $1.05. In the two-ply of the same the price is now $1.40. In the Pluvius brand the price is now $1.35 for one-ply and $1.80 for two-ply.

Enamelware Goods Still Scarce Articles

ENAMELWARE.—All manufacturers of enamelware, japanned ware, pieced tinware and stamped tinware are short on deliveries. They are unable to get the raw materials to supply their needs. "It is harder to get goods than business," said the salesmanager of one concern. This about fits the case in many lines. Enamelware remains firm in price at the advances recorded last week. Dealers are not hesitating about buying the goods. It is a question of taking them at the prices named without any twangs of conscience.

Metal Markets Are Very Firm

The principal feature of the metal markets is the continued strength of copper due to heavy demand and great scarcity of nearby metal. With regard to other metals, prices have been well maintained and the situation generally unchanged. Business locally is very good, principally on account of the heavy demand for munitions but ordinary business is keeping up well. The local market is unusually steady and outlook favorable.

COPPER.—The fact that there is very little copper to be had for at least three or four months has created a nervous market and there is an indication that prices will advance in the very near future. Local prices are nominal and unchanged at 30-31c.

TIN.—There is a fair demand for tin at the present time, but the market is strong at unchanged prices. Local price 47c per lb.

SPELTER.—The spelter situation is improving and the market more active. Dealers are still not anxious to sell believing that prices will go higher. The report that consumers are pressing the covering of requirements. Local quotations are firm and unchanged at 13-13½c per pound .

LEAD.—The market is fairly active but there is no pronounced change in the situation. Producers are awaiting a revival in the demand. The leading interest continues to quote 7c New York. Local price 9¼c per pound, firm.

ANTIMONY.—A little firmer tone has been noticed in the market and a fair amount of business has been done recently. Antimony is unchanged at 18c per pound, steady.

ALUMINUM.—The market is steady and quiet with no change in the situation. Local quotation 68c per pound.

SOLDERS.—The market is stronger and prices have advanced ½c per lb. Guaranteed is now quoted at 30c and strictly is 28c per pound.

LONDON MARKETS

LONDON, Nov. 16.—Prices continue to move rapidly upwards. There is no sign whatever of the present movement nearing an end. The demand for steel is as insistent as ever, and fancy prices are being paid for prompt deliver. A special article elsewhere in this issue gives details regarding the present outlook for iron and steel. Business here is good. The advent of cold weather has stimulated the demand for fall and winter lines. A large number of price changes have taken place this week.

Building Paper Goes Still Higher

BUILDING PAPER.—New and higher prices have been issued on building papers and quotations are now as follows:—Dry fibre No. 1, $1.20 roll; Dry fibre No. 2, 60c roll; Tarred fibre, No. 1, $1.25 roll; tarred No. 2, 70c roll; surprise sheeting, 64c roll; risen sized paper, 65c roll; oiled sheeting, $1.60 roll.

Iron Pipe and Ladders Advance

Iron Pipe Goes Still Higher

IRON PIPE.—In accordance with predictions made by HARDWARE AND METAL for some time past iron pipe has again advanced. One advance on lapweld pipe was announced last week. Another one has taken place this week, as well as an advance on buttweld, in both black and galvanized. The new net prices are shown in a panel elsewhere in this issue and in the current market quotations.

Pump Rods Advance

Pump rods have advanced in price and are now quoted as follows: Small quantities, $6.30 per 100 lbs., 500 lb. lots, $5.80 per 100 lbs.

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Extension Ladders Advance

An advance of 1c per foot has been made on all common and roped extension ladders. Fire ladders and single ladders also share in the advance. New net prices are shown in the current quotations.

Many Sundry Lines Advance in Price

Rodgers Cutlery Up 10 Per Cent.

Rodgers butcher knives and table cutlery have advanced about 10 per cent.

Chains Go Higher

Dog and halter chains have advanced 10 per cent.

Curry Combs and Whips Up

Buggy whips have advanced 10 per cent. Curry combs have also advanced, the new discount being 12½ per cent.

Sash Cord and Rope Up 2c

Sash cord shows another advance of 2c lb. and is now quoted as follows:—No. 6, 44½c lb.; No. 7, 43½c lb.; No. 8, 9, 10, 12, 43c lb.

Cotton rope has also advanced 2c per pound and the new price follows: 3-16, 37c lb.; ¼ in. and larger, 36c lb.

Cotton Twine Advances

Another advance has been made in the price of cotton twine and the new and advanced price is:—3-ply, 42c lb.; 4-ply, 45c lb.

Iron Washers Go Up

Wrought iron washers have advanced and the new discount is 20 per cent. off instead of 25 per cent. as formerly.

Agricultural Wrenches Advance

An advance of 10 per cent. has taken place on agricultural wrenches.

Stove Pipe Elbows Up

Light pattern stove pipe elbows have advanced in price and are now quoted as follows:—5 in. $1.45 doz.; 6 in. $1.45 doz.; 7 in. $1.60 doz.

Advances on Builders' Hardawre

An advance has taken place on Canadian hardware lines and goods composed wholly of steel or iron are now quoted at 35-5 per cent. Hardware composed wholly or part of brass or bronze is now quoted at 33 1-3 per cent. off list.

Porcelain jet and mineral knobs formerly quoted at $1.40 doz. are now quoted at $1.50 doz. Cheap rim locks are now quoted at $1.75 doz. Cheap inside lock sets are now quoted at $6. doz.

Linseed Oil Goes To Higher Levels

An advance of 8c per gallon has taken place in the price of linseed oil. This will not come as a surprise to those who have been following HARDWARE AND METAL'S paint market reports of late. The market is firm and further advances are not unlikely. The new prices are as follows:—

	Raw	Boiled
1 to 2 barrels ....Per gal.	$1.20	$1.23
3 to 5 barrels ....Per gal.	$1.19	$1 22
6 to 9 barrels ....Per gal.	$1.18	$1.21

Turpentine is firm and unchanged and is quoted in single barrel lots at 74c per Imperial gallon in single barrels; 2 to 4 barrels are quoted at 73c per Imp. gal.; 5 gal. lots 81c per Imp. gal.

White lead in oils remains firm at $13.95 per 100 lbs. in ton lots and $14.25 per 100 lbs. in less than ton lots.

Fence Wire Unchanged

Galvanized fence wire remains unchanged locally and is quoted as follows:—Barb, $4.25 per 100 lbs.; No. 9 plain, $3.90 per 100 lbs.; No. 12 plain. $4.05 per 100 lbs.; No. 13 plain, $4.15 per 100 lbs.; No. 9 coil spring, $3.95 per 100 lbs.; No. 10, O. & A., $4.56; No. 11, $4.62; No. 12, $4.70; No. 14, hay baling in coils, $4.80.

Putty In Fair Demand

Putty is in fair demand and is firm and unchanged. Quotations are as follows:—Standard 100 lb. drums $3; 25 lb. drums $3.10 per 100 lb.; pure 100 lb. drums $3.70 per 100 lbs.; 25 lbs., $3.80 per 100 lbs.

Glass Is Firm

Sheet glass is firm and is in good demand. Single diamond is quoted at 20 per cent. off; double diamond at 20 per cent. off; cut lights at 50-5 per cent. off.

Snow Shovels Advance

New prices have been issued on Jones' snow shovels as follows:—Jones No. 20 socket L. H., $5.04 doz.; No. 4 socket D. H., $7 doz.; No. 50 socket D. H., $9.80 doz.; Olds house furnace scoops, $5.25

WINNIPEG MARKETS

WINNIPEG, Nov. 16.—Continued activity is to be noted in the various markets, and late advices last week included the following items:—Wire nails, annealed wire, bale ties, tinners' wire, staples, galvanized and black sheets. Nearly all of these items were included in the report of advanced prices for the preceding week, and carry out prediction made at that time that higher levels would undoubtedly be reached.

In addition to the above items, which are reviewed below, changes are also noted for the week in tin plates, terne plates, cotton rope, sash cord and linseed oil, as well as several minor lines. The records for the week are as follows, reviewing the late activities of the previous report first:

Galvanized and Black Sheets Advance Sharply

Perhaps the greatest change was that affecting galvanized sheets. This sharp advance follows a revision in price, on which some gauges were reduced, while others advanced. All sizes now show a decided increase over preceding figures, as noted in quotations given below:—Premier, Apollo and Fleur-de-Lis (per 100 lbs.)—10¾-gauge, $7.50; 28, $7.30; 26, $6.90; 24, $6.70; 22, $6.70 20, $6.50; 18, $6.50.

The advance noted herewith on black sheets, though not as sharp as that on galvanized sheets, follows increased prices issued two weeks ago, with the result that the revised quotations on each show about an even jump. The market is very strong just now, and though local demand is only fair, advices from the manufacturing centres indicate large sales are being made, with deliveries only fair. To-day's prices on black sheets are as follows (per 100 lbs.):—28 gauge, $5.25; 26, $5.15; 24 and 22, $5.05; 20 and 18, $5; 16, $5.60 14, $5.50; 12, $5.60; 10, $5.55.

Advance of 15c Per 100 lbs. on Wire

The further increase of 15c per 100 lbs. in the price of annealed wire, tinners' wire and bale ties has resulted in these lines, reaching decidedly high levels. In spite of high prices, however, the demand is normal for this season of the year, and indications are that sales will continue up to the usual mark. The revised quotations are as given below:—Bright Tinners' Wire (per 100 lbs.)—0-9 gauge, $4.95; 10, $5.01; 11, $5.07; 12, $5.15; 13, $5.25; 14, $5.35; 15, $5.50; 16, $5.65. Annealed Wire (per 100 lbs.)—9-gauge, $4.75; 10, $4.80; 12, $4.95; 14, $5.10; 15, $5.25; 16, $5.40. Bale Ties—14 ga. x 9½ ft., Fort William $5.30; Winnipeg $5.70.

The revision in wire nails and staples is also worthy of note, for to-day's prices create a new record. To-day's quotations are being made on the following basis: Wire nails, Fort William $4.15; Winnipeg $4.55 per keg base; staples, Fort William, $4.25; Winnipeg $4.65 per keg base.

Linseed Oil Goes To Higher Levels

During the past week the much-talked-of $2 wheat was reached on the Winnipeg Grain Exchange floor, and, in sympathy with this grain, others increased as well, notably flax, with the result that we have another big jump to record in the price of linseed oil. To-day's prices are 8c higher than those formerly prevailing, with the result that quotations now made are on this basis:—Raw, $1.39 per gal. in bbl. lots; boiled, $1.42 per gal. in bbl. lots.

There has been no change as yet in the price of turpentine, and quotations are still being made at 80c per gal. in barrel lots.

Tin and Terne Plates Advance in Price

Perhaps the line to show the greatest advances during the past two or three weeks is tin plate and terne plate. Another big advance is in evidence in the prices below, following as they do two recent advances of no small proportions. Best quotations to-day are herewith noted:—Tin plates—20 x 28 I.E., $17 per box; 20 x 28 I.X., $18.50 per box; 20 x 33 I.C., $19.50 per box. Terne plates, $14.50 per box.

Advance Made on Cotton Goods

The high price prevailing in the price of raw cotton has resulted in further advances being made in lines carried by the hardwareman. Noted in the price below will be seen new figures for cotton rope, sash cord, wrapping twine and

(Continued on page 50.)

EVENTS IN THE TRADE

Business Changes

Winnipeg, Man.—Mainer Electric Co. has had the firm name changed to the Dominion Electric Co., Ltd.

Liberty, Saskatchewan.—H. F. Smith & Co., hardware merchants have discontinued business.

Oxbow, Sask.—R. Gillespie, of Dominion City, has purchased the hardware business of Crossley & Johnston, Oxbow, Sask.

Saskatoon, Sask.—J. L. S. Hutchinson has purchased the interest of O. B. Manville, in the Saskatoon Hardware Co., Ltd., and is now the sole owner.

Dominion City, Man.—The hardware business conducted by R. Gillespie, at Dominion City, has been sold to C. B. Whitman, of Emerson, Man.

Stove Co. Changes Hands

The A-B Stove Company of Canada, Limited, of 323 Aird avenue, Maisonneuve, Montreal, P.Q., have disposed of their entire business and plant to the Canada Stove & Foundry Company, Limited, Ville St. Laurent (near Montreal), P.Q.

The Canada Stove & Foundry Company, Limited, have just completed the erection of several new buildings to their present plant to accommodate the space required for the manufacture of gas ranges.

The "A-B" line of gas ranges will continue to be manufactured and sold by the Canada Stove & Foundry Company, Limited.

W. O. Henderson, who has had full charge of the business of the A-B Stove Company of Canada, Limited, during the past five years, will have charge of the Sales Department, and continue to look after the details of manufacturing gas ranges. It is intended that in the very near future an entirely new line of gas ranges will be ready for the market, which will be known as the "Royal" line, and also be manufactured by the Canada Stove & Foundry Company.

Personal Notes

Joseph Wilfred Charbonneau, Montreal, hardware has registered.

M. F. Christie, of G. F. Stephens and Co., paint and varnish manufacturers, Winnipeg, has been re-elected treasurer of the Red Cross Society in that city.

Geo. N. Jackson, Winnipeg manager for Walter Woods and Co., delivered an address before the Sales Managers Association at the Fort Garry Hotel, Winnipeg, on Nov. 15, based on his recent trip to England.

New Firms

Medicine Hat, Alta.—Hewitt & Black have opened a branch store at Orion, Alta.

Incorporations

McKelvey & Birch, Ltd., capitalized at $50,000, head office, Kingston, Ont., to conduct a plumbing, heating and tinsmithing business, etc.

Obtained Charters

The Foundry Products Co., Calgary, Alta., has obtained a charter.

The Dominion Fire Brick & Clay Products Co., Ltd., has obtained a charter.

WHEN WILL IRON AND STEEL PRICES DECLINE?

(Continued from page 38.)

have been made at high prices and many merchant furnaces have now only a very small portion of their 1917 output to offer. The movement was of startling suddenness. Three or four weeks ago some furnaces refused to consider iron for the second half of next year. Since that time the output for that period has been rapidly taken up.

Steel Sheet Situation

A Canadian authority on steel sheets recently visited the mill districts in the United States in an endeavor to find out just what conditions prevailed. It was found that labor in the mill district is not only scarce, but a large part of it is now inefficient, due to the mills having imported a lot of blacks from the South, and many of the colored men have proven themselves very averse to labor.

Coal which is generally purchased around $1.05 to $1.15 per net ton, run of mine, delivered at steel plant is now $3.75 to $4.50. Coke which sold a year ago for $1.50 Connelsville, is now $6.25. Sheet bars which sold a year ago at $23.00 per ton, are now almost impossible to buy at $45 to $50. Spelter which was down to 8c has again advanced to figures around 10¼c to 11c in hundred ton lots, East St. Louis. Black sheets advanced $10 per ton last month, and it is freely predicted in the mill district that galvanized sheets, carload lots, will be selling next spring for $7 base, No. 28 at Pittsburg, which will be equal to $8.10 Hamilton or Toronto. Some authorities claim that the prices which the trade will have to pay next spring, will make present prices seem trifling by comparison.

The American metal market referring this week, to conditions in iron and steel in the U.S., states that production is the chief item of interest. It states in part:

"The great item in the iron and steel market is the prospects for production. Of entirely secondary importance are the usually important items, what are prices doing and how are the producers sold up. No producer cares a great deal at this time how much he is sold up, except in the case of those who would be very glad if they were not sold up so much. The duration of this period of feverish activity is not to be measured by the amount of tonnage on the books of producers, whether of pig iron or steel, for the common expectation is that the limit will be found to be the war. The market may suffer an accident before that time, but that is hardly expected. The state of order books in general, judged by the usual standards, worth very little at a time like this, however, would suggest another twelvemonth of full mill activity. Perhaps it is merely a coincidence that the more common appraisement in the steel trade is that the war will last another twelvemonth.

Prices Uncertain

"As to prices of steel there is much less interest than there was. There are no clear cut market prices any more, at least for the majority of commodities. Even mills that hitherto have had one flat price, and sold or did not sell at the price, usually the former, when business was offered, now have more than one price or do not have any definite price at all, but make up a price when the prospective buyer presents such a case that it is considered necessary to sell him. In wire products the so-called "official" prices, as ad-



Group photo of managers and salesmen of Brandram-Henderson Company who met at the Eighth Annual Convention of the Company in Montreal on October 26, 27, 28.

vanced $3 a ton a week ago, are practically as near being nominal as were the prices that preceded. In tin plate the various mills have been selling, with scarcely an exception, only to their regular customers, and a week ago the leading interest withdrew from the tin plate market entirely.''

The outlook at present is certainly for continued high prices on iron and steel goods. No authority can tell when or where the limit will be reached. One guess is about as good as another.

STOVE MAKERS TAKING SMALLER PROFITS

(Continued from page 36.)

at that time. Whether there is to be another increase due to the extraordinary upset in the metals market, and phenomenal advances in iron and steel, of which indispensable base metals there is already a scarcity, is not to be predicted at present. An increase is believed to be justified by conditions, but the manufacturers have bought pretty far ahead and, as already pointed out, there is a strong opinion that the prohibitive price in stoves can be reached without any seven-league stride ahead of present prices. It is possible that even if iron and steel go still firmer in the future, the stove manufacturers will be inclined to ''grin and bear'' decreased profits rather than reduce the movement of their product from factory to consumer.

Factors in the Increase

Besides the higher railroad rates, the increased cost of packing materials, the enhanced price of labor, and the incidental increases which always accompany a period of rising staple prices in any country under the sun, the accompanying panel showing particular percentages of increase shows the startling effects of the European war and the conditions it created on this continent upon the market for materials used in the manufacture of stoves and ranges. These percentages have been obtained after enquiry over a considerable range of sources, and are believed to be fairly representative of the true state of affairs at present in the market for the materials mentioned. That still further increases rather than reductions in the prices of these materials may be in store is felt by watchers of the markets today. At the same time some doubt has been expressed in some directions on the market for stoves to the effect that present prices may rise a little more, but that further increases should be regarded with suspicion in anticipation of a slump later on.

ACCESSORY JOBBERS' ASSOCIATION TO HELP TRADE

(Continued from page 33.)

ation as outlined in the constitution are as follows: To obtain a closer relation between its members who are engaged in jobbing of automobile accessories, or who may subsequently become members hereof, to collect, collate and disseminate information of interest to the trade and the adjustment of slow and bad accounts, and in all lawful ways to secure mutual co-operation and benefit, to promote the welfare and interests of the members hereof, and the bettering of trade conditions in this line generally.

''To the manufacturers a real service is given in that it is the policy to co-operate with them in advising of the best methods in which to put up their goods. For instance, at the last convention at St. Louis it was recommended that all manufacturers use due care in packing their goods in order that they may reach the purchaser in full saleable condition. It was also recommended that for brake lining a standard 50-roll for delivery to the jobber be used. In the matter of canned goods, it was recommended that cements, enamels, radiator compounds, carbon remover, etc., should come in unit packages of ¼, ½ and 1-pint tins, one dozen to a unit, with larger sizes six or less than a unit.

''In the matter of bankruptcy stocks, it was recommended to the manufacturer that whenever a considerable quantity of said manufacturer's product is offered for sale at below prevailing market prices for such merchandise, for the purpose of closing out or liquidating a stock, the manufacturer offer to purchase said merchandise of his manufacture as is offered, if in saleable condition, to avoid having thrown upon the market a quantity of such goods and demoralizing trade conditions.

''The habit of some jobbers not adhering to terms of sale works hardships on the manufacturer. It was therefore decided that the buyer adhere strictly to the purchase terms, whether these terms include a cash discount or are net,'' said Mr. MacWilliam.

In the United States, it is claimed, the organization represents 90 per cent. of the buying power of the automobile accessory industry.

COST OF PRICE-CUTTING

Says Paul H. Nystrom, an expert in business economics: If the consumer were only wise enough to limit his purchase to the goods that are cut in price for the purpose of drawing trade, and did not buy other goods on which a large profit was made, the price-cutting dealer would soon go out of business. The purpose of price-cutting would thus prove a failure. This predatory price-cutting causes the regular or non-price-cutting dealers of the community to throw out of their stores the articles on which the price has been cut, and finally the price-cutter quits handling the article, because it no longer has the power to draw trade and the consumer is then deprived of all opportunity to procure it. In the long run the consumer not only gains nothing by predatory price-cutting but useless expenses are added which we must meet in one way or another.

Business Changes

Guelph, Ont.—The Blue Hardware is giving up business.

Personal

T. A. Anderson, president of Merrick-Anderson Co., Ltd., Winnipeg, who was stricken with a serious illness two weeks ago, is reported somewhat better, although still weak.

THE JUNIOR CLERK'S PAGE

"HALLOA," I said. "What on earth are you doing here?"

"Scout!" said Jimmy, laconically.

"Scout!" I repeated, mystified and staring at Jimmy, who was tenderly rearranging a display of accessory articles just then.

Jimmy was always mystifying people. I hadn't seen him for a year, and he was in the East then, selling on the road for a firm of Montreal jobbers. It was like him to pop up here and still be selling, of course. He wouldn't have been Jimmy if he hadn't been selling. It was the very breath of life to him and he made the game pay. He could make a selling proposition do everything but talk. He had a weird genius for taking it apart, viewing each part from every angle, arranging them all in their chronological order for smashing good argument that carried its own talking point—whether the display of the idea was made in a letter or a window. Weird was the only name for it.

"What do you mean by a scout?" I persisted.

"Scoutin' out prospects," he elucidated and then shutting the show case to as gently as though he was locking up eggs, he sidled around to the end and leaned up against it, grinning cheerfully at my puzzled look.

"You want to know?"

"I certainly do."

"All right. I'll tell you."

Bursting His Shell

"In the first place, I've no kick on the old firm. I had some ideas I think they were foolish not to have used. I put them up to the boss, but he said he didn't like the idea of an understrapper like me butting in on the management of the firm. I'm sure some of those ideas, a few of them, at least, would have made money for him, and for me, too, if he had let me go ahead. But he didn't, so I began to keep my eye peeled for some place where the hot flame of my young genius could properly blaze without burning people's fingers and hurting their feelings.

"I found it right here. The man who owns this store was one of my customers. As you know, we're in a good prosperous community here, nearly ten thousand people, and a good farming country all about. My first trip in here I came over by hired auto from Toronto so as to save waiting over until morning. It was dark when we arrived at the edge of the town; the chauffeur was careless on a wet piece of road, skidded into a tree and smashed one of his lamps.

"On the Job."

"I wouldn't have thought any more of it beyond remembering his clumsiness, if he hadn't started to swear and go on about having to go home in the dark. I asked him what he was getting at and he explained that he would have to crawl home in the dark because there was no chance of buying a new lamp until he got back to Toronto, as it would only make the trip more dangerous to have the lamp burning on one side and none at all on the other.

"That seemed strange. It set me thinking. I sold the boss here a bill of goods and when we had finished up I asked how it was that the auto man couldn't get a lamp in the town. He told me that there had been a garage here, but that the owner, or, at least, the man to whom the bills were sent and who called himself the owner, had gotten into trouble and flown the coop, in consequence of which a broken down automobile could find no place in the town for the replacing of its broken parts.

Looking the Field Over

"I stopped over the next day and took a squint around. What I saw convinced me. The people were prosperous and looked to be comfortable livers and good spenders. I found out that there were fifteen cars in town and more ordered and that although there were a number of hardware stores, that the only real competition was imaginary and rested entirely upon the number of stores in the town for any claim to be competition at all. I lounged about some of the stores and found out that my auto man was right. None of them carried auto accessories, because they had heard somebody else was going to open up the garage. Of all the fool reasons! Also, I noticed that the same lack of attention to opportunity existed in some other specialty lines; only one store carried vacuum cleaners, only one electrical goods, and none of them pushing any line hard. It seemed to me there was a lot of trade going to waste in this town for lack of development.

Home at Last

"At last I had found a place for my ideas to run loose and play in without tramping on some one else's toes.

"So I came to the store and made an open and shut proposition to the boss. He was to stock up on some of the lines I have just mentioned and I was to work here on a merely nominal salary and get a commission for any sale I could make outside the store and a small one on any of the specialty lines sold in or out. The salary was to cover my work on general lines, although I was to devote myself largely to the special lines."

"Did you find it hard to convince him?" I asked.

Pointing Out Neglected Possibilities

"No. He jumped at it when I presented my lay-out to him. Especially when I pointed out to him that that was how I would make my sales, by pointing out latent possibilities to people. The only knockers on the proposition were two of his competitors and the two clerks here. They all thought it was a good joke."

The Finale

"What happened?" I queried.

"What happened?" he laughed. "I'll tell you what happened. I am cleaning up nearly as much for the boss and myself on my department as he makes out of all the rest of his business. We make a complete turnover in some lines monthly and in the worst of them we've turned over three times in this year. In the expensive lines and slow ones, we don't need the turnover to break even, for we sell by catalogue and send to Toronto for our orders as we sell. It's like falling off a log.

Laying His Wires

"The first thing I did while our stock was coming in was to get acquainted with people. I called on all the car owners and handed out a line of live talk to them, so that most of them come here for their auto supplies. Some of them were hardware customers before, but now all of them buy a little hardware here as well."

"Where does the scouting come in?" I asked.

"Oh, that-" he laughed. "That's my pet name for it. I keep cases on every unpainted barn and every building eligible for improvement in the town. Scout

'em out and tell the owner about some possibilities he has overlooked. I chase up all the doings in the town and get the prinicpals, if my knowledge of their affairs leads me to suppose that they are going to be in the market for any of my pets. I sometimes develop a good customer out of the man who had no idea of buying anything, by just showing him that he is losing money by neglecting his opportunities.

An Endless Chain.

"The scheme works like an endless chain. Every sale, every talk, every fresh effort, opens up to me new possibilities and fresh veins of good workable ore in a natural and neglected mine. If it was in Timbuctoo, it would have been grabbed long ago. Being right under their noses they passed it up until I showed them the way. They're all scrambling after these lines now, but I have the start of them by a year for the cream of the trade and I'm going to keep hitting the ball so hard it'll make em dizzy to watch it spin.

The Japanese Trade Expansion

Dearth of Enemy Goods Forces Expansion of All Branches of Manufacturing in Japan —Trend to Canada as Future Outlet in Hardware and Other New Lines— Notes on Japanese Activity in Manufacturing

THE requirements of neutral and allied merchants the world over, who have previously depended upon Germany and Austria for certain goods has forced an expansion of manufacturing in Japan that is but little understood in this country. Japanese firms are constantly receiving samples of such goods with requests to duplicate them. As price has become a secondary matter this has had the result mentioned.

Japan Compared to Germany

In the new lines that are being manufactured, certain deficiencies are noted but experience is expected to do away with this feature. It is recalled that the same complaint was heard to an even greater extent in the case of German goods fifteen years ago. To a large extent however Japanese firms are concentrating on their regular lines but with this difference, that whereas formerly they were made for domestic consumption only, they are now made for export.

New Position of Japan

They are now filling all their own requirements and those of other nations as rapidly as they can in the case of many lines of which they were formerly large importers from their Allies as well as the enemy. The present expectation is that these lines will never again be imported from either England or Germany.

Canada a New Market

Australia and New Zealand are already large customers of Japan and both the United States and Canada are rapidly becoming so as a result of the combination of their own needs and the situation previously referred to.

Piece Work Rules

The Japanese workmen are industrious and all classes show great versatility and adaptability. Only two holidays a month are allowed in factory work and these occur on the first and fifteenth of each month. The work is largely done by piece work, especially in hardware manufacturing. The goods are collected by the exporting firm by a house to house canvass of the district given over to certain industries, such as cutlery, or other hardware, silk goods or chinaware. The factories of course specialize in each.

Exporting Firms

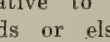
As the manufacturers are largely merely a collection of cottage industries, buyers must depend upon having a local representative to assemble and check the goods or else buy direct through an exporting firm which will attend to these details for them. In addition the Japanese cottager or even manufacturer usually requires cash payment before the goods leave Japan which fact further emphasizes the necessity of this method of buying.

Government Bank

Export trade is largely handled through the Yokohama Specie Bank, which is backed by the government and assists in collections etc., for Japanese merchants. The bank deals largely with British exporting firms located in the country who serve as distributors to foreign countries.

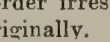
This method of doing business is a direct result of the conditions previously mentioned and which have to do with the delivery of the goods. The Japanese merchant is notoriously independable but is rapidly becoming educated by his government to occidental requirements and standards in matters of trade ethics. The practise has been to deliver the goods to the highest bidder on the completion of the order irrespective of who ordered them originally. A case is cited of a Canadian firm advancing the money to expedite the manufacture of a bill of goods which upon completion was sold to an Australian firm that offered more money.

Obsolete manufacturing methods are still in vogue to some extent. The case is mentioned of a Canadian firm which shipped special machinery to facilitate the manufacture of a certain line. Six months afterwards a representative of the firm found the machinery rusting in a creek bed where it formed a rough bridge for the coolies employed in the vicinity. In spite of these disadvantages however the entrance of Japan as a definite factor in the Canadian field appears to be assured.



SCARCITY OF HICKORY

Men whose business it is to keep the golf club makers of this and other countries supplied with timber suitable for shafts, report that first-class hickory timber is becoming alarmingly scarce. With the increase in popularity of golf the demand upon hickory forests has been tremendously increased. The greater portion of hickory comes from eastern and southern states where Uncle Sam controls but little timber land, and while the depletion of the forests of this kind of wood has been called to the attention of Federal authorities there is nothing the National Government can do, except as to land owned by the government. Hickory for golf shafts made in England and Scotland comes from the United States. It is exported in the rough and returned finished product. Hickory is now being cut out much faster than it is being grown, and unless there is a change for the better, the time is not far distant when the cost of golf clubs will be advanced because of the scarcity of hickory suitable for shafts.



Young, Sask.—F. G. Young, hardware and implement dealer is discontinuing hardware on December 1.

WHAT OTHER PAPERS SAY

SHOPPING BY PHONE OR LETTER

(From *Merchants' Record and Show Window*)

The custom instituted some years ago by some of the big department stores, of maintaining during the months just before Christmas, a letter order and telephone order service is becoming more popular and hundreds of the bigger stores have adopted the plan this year .

The object of these departments is to serve the customers who for some reason find it impossible to go to the store, and those who find it difficult to do so. These departments are in great favor with the public and the volume of business done in this manner is surprising.

In the stores where this feature is in use departments consisting of hundreds of clerks are maintained throughout the entire day. The night forces are not so large in number but none the less efficient. Orders may be sent by letter after the supper hour and be ready for shipment the same night and on the way to your home before breakfast the next morning. A telephone order or an order by letter is given the same attention as personal orders.

While these departments are working in the day as well as at night, it is the night forces that are giving the unusual service. These departments are the Godsends to those who cannot leave home after a hard day in the factory.

Another large store features its day and night mail order service.

A certain article is advertised and announcement made that orders are received every hour of the day and night. To show the speed of such a department, this concern tells of the many who sent orders for certain pieces of merchandise but neglected to state the size. To these people letters were immediately sent notifying the prospective purchasers of their error and while the orders were sent after the supper hour letters notifying the senders of their oversight were awaiting them at the breakfast table or at least in the first morning delivery of mail.

All this shows how speedy you can make your department service and in no way are these exaggerated instances. Such departments are great attractions to the busy housewife or working woman, and it is no wonder they have become so popular.

EMBARGO ON GUNS

The exportation of sporting firearms from England was prohibited soon after war was declared, but no attempt was made to prohibit the importation of foreign sporting guns until the latter part of July of this year. There is the usual provision that the ban shall not apply to goods "which are imported under license given by or on behalf of the Board of Trade."

The *Sporting Goods Review and Gunmaker* an English trade paper, says that the effect of the prohibition of sporting firearms will depend largely upon the licenses granted. Since the declaration of war Germany and Austria have ceased shipping guns. No firearms are going to England from Belgium. But there have been immense increases of importations from neutral countries with the lion's share being taken by the United States. Shortages in the supply of English-made sporting guns have furnished splendid opportunities for other gunmakers to get a foothold in England, and when the war ends these manufacturers will not readily give up the new business.

Discussing the effect of the new order prohibiting the importation of sporting firearms The *Sporting Goods Review and Gunmaker* says:

"The stocks already in the hands of the trade may be sufficient for immediate requirements, and it is always within the power of the Board of Trade to grant licenses for further importations should a positive shortage be shown to exist. The future, as well as the present, has to be considered. In the period immediately after the war, the existing scarcity of hands will probably be transformed temporarily into a superfluity, and English gunmakers hope then to regain the ground they have lost. They look forward to starting production on a considerable scale, first to prevent unemployment at a critical juncture, and secondly to keep together the re-assembled staffs. If English retailers are already holding full stocks of foreign firearms, they will not be able to give the orders that would help the British manufacturing trade. Whatever else may happen, it is perfectly certain that if gunmakers cannot get to work when the time comes, other branches of trade, in a position to offer immediate employment, will snap up the skilled labor. The gunworkers will not wait, and if the gunmakers are left in the lurch then, the labor difficulty which was felt before the war may afterwards have disastrous results. While the war continues, there is the further consideration, which weighs heavily in official quarters, that importations necessarily create national liabilities. Military firearms, made for and imported by the British Government, are necessities, but sporting firearms are not. The nation has to pay heavily for foreign military arms, and it is not difficult to understand that, if sporting arms are also imported, the effect must be to increase the bill.

JARRING THEM LOOSE

From *Hardware Dealers' Magazine.*

Have you ever watched a dynamite squad at work digging irrigation ditches?

Great guns! How the rocks and debris flew!

One little stick of that dynamite did more in a fraction of a second than many men could have accomplished in a day's time.

It's the same way in trade extension work—some things will accomplish more in a few weeks or months than the old-fashioned methods would do in years. It's all in the difference in ways and means.

You must first jar the customer loose!

For years and years the class which we ordinarily style the "customers," or, in other words, the people who need the goods which are sold in retail stores, have been bandied around from one to another retail selling agency, until it takes something unusual to awaken them to making a change. They have gone the whole gamut of every retailer in your city—they have been lured to the big cities through the clever advertising of the department stores—and they have diligently pored over the mail order catalogues in search of their much-heralded bargains. Ever and anon they have come back to you, only to wander again to pastures that looked greener.

The average customer has been coaxed, cajoled, lured, forced, persuaded, begged, convinced, deceived and bullied so everlastingly much by this an that method of merchandising that they are just like a herd of antelope that have been shot at all season, "gun-shy" and chary of all ordinary selling tactics.

Elephants are about the wisest animals in existence, and experienced sportsmen from Africa say that every season the hunters have to adopt absolutely brand new methods of hunting them. The reason is simply this—they get wise to the ordinary routine and refuse to fall for the same lures that decoyed them last year.

A great writer on business subjects has recently expressed the customer's viewpoint very forcefully. He says:

"There has been so much of flim-flam in one form or another with regard to so-called advertising, that it is no wonder that the average customer refuses to respond quickly. He is simply burned out on the quackery and humbug that have been passed out to him. The direct method, whereby the dealer plays square to a die with his customers, is the paying way."

As the quick, writhing snap of the whip, cracking over their heads, startles and spurs on the spirited team of horses, so does the right kind of merchandising methods awaken and enthuse a community. Every merchant in the United States has probably at some time or another, made an attempt to "do something" to bring him more trade. Perhaps he has failed altogether, or perhaps his efforts have not produced quite the results he had hoped for. There appears to be only one answer.

He was using only the usual, conventional methods, and these have been used so long that the people have become blase and practically immune to their effect.

But let him try something new and original, and intensely interesting, and he will be surprised to see how the buying public swarms to his store. If in addition to all this the dealer gives good values, and one hundred per cent. efficient store service, he will be able to hold his new-found trade as long as he is in business.

Suppose you start out, from now on, with the express purpose of inaugurating more originality into your business system.

Make up your mind that what you do in advertising and selling endeavors will be different and effective. Get out of the old rut of conventionalism, and it will take your bank account out of the rut, too.

Too Late for Condensed Ad Page

HARDWARE BUSINESS IN HAMILTON for sale. Stock and fixtures about $5,000. Store and dwelling could be carried on $3.000. Box 406, Hardware and Metal, Toronto.

WANTED — HARDWARE SALESMAN — one with knowledge of stove business preferred. State salary expected. Apply Howies', Brantford, Ont.

HARDWARE MAN, FIFTEEN YEARS' EXperience, retail manager and buyer for large hardware firm, desires change, where interest would be given in business. Box ..., Hardware and Metal.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

CARBON REMOVER

American Oil Products Co., 1426-38 Seneca street, Buffalo, is marketing the Opco carbon remover for automobile, marine, stationary, gas or gasoline engines. The makers state that Opco is a harmless oil mixture for cleaning every kind of gas engine cylinder of carbon. It is said to penetrate, soften and burn out carbon. It can be introduced through a priming cup, spark plug, taps or intake manifold. A quart can of the product is said to contain enough Opco for ten to fifteen cleanings of an ordinary gasoline engine. Complete details with prices, etc., will be supplied on request.

CAM ACTION CATCH

The cam action catch has recently been added to the Stanley Works' New Britain, Conn., line of "hardware for cellar windows." No. 1763 catch is held in any position by a tension spring washer which prevents it from rattling and working loose. Windows stuck to their sill are forced open by the lever or cam action of the slanted edge. Because of its wide diameter, this catch, it is said, works satisfactorily with as much as a 3-16 inch crack between the sash and the sill. The catch is made of heavy wrought steel. It has a strong, thick rivet and a comfortable knob.

The strike plate is shaped hollow in order that it will not become clogged with dust or dirt. It is strong, simple and durable.

The makers state that a catch at the top and bottom of a cellar window, or one at each side, is all the hardware necessary to hold the sash securely in place; and when coal is being put through the opening, the sash can be removed and there is no danger of the glass being broken.

To use No. 1763 in this way the edge of the sill must be flush with the closed sash. For use under other conditions, use No. 1763½.

The catches are packed one dozen in a box, with four 3¼ x 7 flat head screws for each catch. Gross weight per box of one dozen sets, 1¾ lbs. Furnished in Japanned, 1763-J; and Stanley Sherardized, 1763-Z.

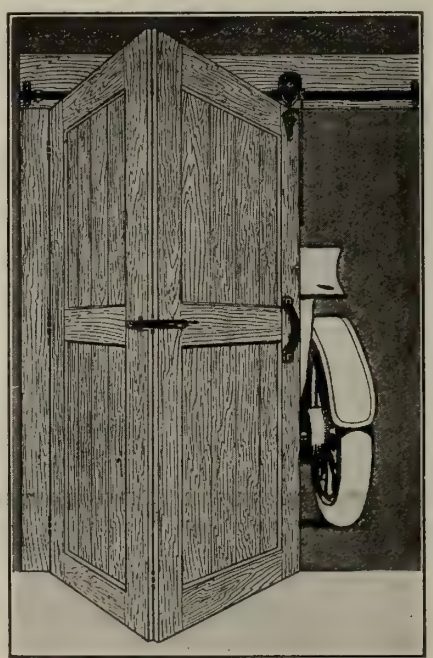
No. 1763½ is for use on storm windows, cellar windows, and as a screen or sash fastener. The strike for No. 1763½ is fastened to the sill. There are two spikes or prongs at the bottom of the strike which grip into the wood and hold the catch firmly in position even though it is fastened with but one screw.

Packed one dozen sets with screws in a box. Gross weight per box of one dozen sets, 1½ lbs. Sets comprising one catch, one strike plate and three screws.

The Stanley Works, New Britain, Conn., The Stanley Works, 100 Lafayette St., N.Y., or 73 East Lake St., Chicago, will be pleased to furnish additional information.

TOPPING'S GARAGE DOOR HANGER

Topping's folding garage door hanger is now being offered to the Canadian trade by the Safety Door Hanger Co., Ashland, Ohio. The makers state that



Toppings Folding Garage Door Hanger.

garage doors fitted with the hanger can be opened to allow any width of opening from a few inches to the full extent, just as easly as you can operate an ordinary house door. The advantage of this, it is claimed, will be particularly apparent during the winter season when cold winds, rain, sleet and snow are effectively kept out. When the door is opened to its fullest extent, it occupies the smallest possible amount of space and at the same time leaves the door opening free and clear. The makers further state that the new hanger does not allow the door to encroach upon valuable space either inside or outside.

The makers state that the door can be applied with ease and that it needs no run-way extending beyond the building on either side. When the door is open it stays so without any attention on the part of the operator, and when closed it automatically snaps itself tightly shut. The hanger is sent out complete with all parts necessary to put up a door complete.

Complete descriptive matter with diagrams of door, etc., will be mailed upon request.

WEEKLY HARDWARE MARKET REPORTS

(Continued from page 44.)

lamp wick. The best quotations now available for these items are:—Cotton rope (per lb.)—3-16, 38c; ¼ and over, 37c. Sash cord—No. 6, 47c; No. 7, 46c; Nos. 8, 9, 10, 45c. Cotton rap twine—3-ply, 40c; 4-ply, 43c. Lamp wick—O, 55c gross; A, 70c; B, $1; D, $1.60. Flat stove wick—3 in., 35c doz.; 3½ in., 40c; 4 in., 45c; 4¼ in., 50c. Candlewick packing, 40c lb.

Many Sundry Lines Advance

Jobbers advise that revisions have gone into effect in the prices applying to various lines of wrenches, the new prices affecting the agricultural and knife handle, monkey wrenches, as well as Stillson and Trimo pipe wrenches. Advances vary from 5 to 12½ per cent., and the prospects for a further rise seem bright in the near future. Net prices given below on Stillson wrenches will show to what extent this line has been affected. The discount is now 60 per cent.:—6 in., 80c each; 8 in., 80c; 10 in., 90c; 14 in., $1.20; 18 in., $1.60; 24 in., $2.40.

Other lines to show activity during the past week are as follows:—

Caldwell sash balances, 20% discount.

Soldering coppers, 60c lb. base.

Canvas covered suction hose, 42c per foot.

Big Ben alarm clocks and Baby Ben alarm clocks, $2.40 each.

Band iron, $3.75 per 100 lbs.

Wash machines—Dowswell, $4 each; New Century B., $9 each; New Idea, $9.90 each.

PRACTICAL SHEET-METAL WORK

THREE PIECE ELBOW WITH GUSSET OR GORE PIECE.

BY THOMAS STANFIELD

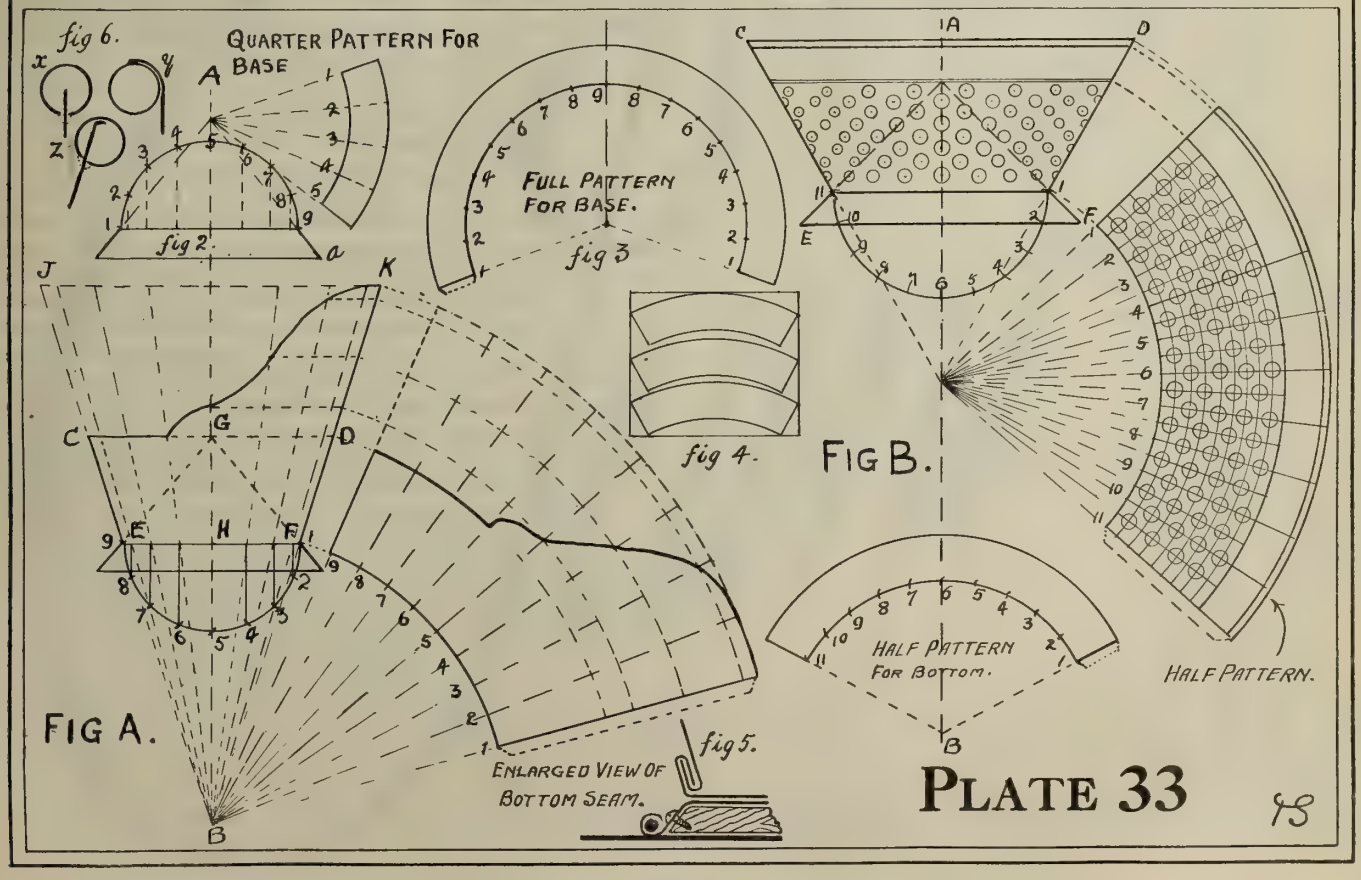
IN the accompanying article, and illustration is shown how pattern for trough end may be developed.

The first step is to draw the elevation as shown in Fig. 2. The next step is to determine the exact shape and size of the end. The original drawing was made quarter size. It will be seen that our inquirer wants to develop an end for a trough 14 inches wide and 12 inches deep. The elevation, Fig. 2, does not give any idea of what the width of the trough is. Neither does it give the radius of the circle.

However, the width is to be shown as quarter size, thus a half circle will be 3½ diameter, and 1¾ from centre to A, and 1¼ from centre to B. These two measurements make up a total of three inches, which is one-quarter the depth as well as length of end.

Having drawn the half circle Fig. 1, it must now be divided off into eight equal parts as shown at 5, 4, 3, 2, 1, 2, 3, 4, 5. It will be seen that these figures take up the entire half circle, being the quarter size of width which is necessary, viz.; 14 inches (full size.) Now extend from centre line to line as shown at B, 1¼ inches. This makes up the plan of end. Next step to take will be to carry dotted lines down from points 1, 2, 3, etc., to the top line on Fig. 2, until 1, 2, 3, 4, 5, etc., is completed. Now carry lines at 45 degress to vertical line on Fig. 2, and draw dotted lines at 45 degrees from both the horizontal as well as the vertical line of Fig. 2, from points developed from the half circle. Use the centre dotted line for a stretchout line and transfer the measurements 1, 2, 3, 4, 5 and repeat to this centre line. Now cross these dotted lines at points 1, 2, 3, etc., beginning at 1 in the centre until 5 is reached. Then place the compass point at x x, and open up 1¼ inches. Now join x, x, on stretchout lines at 5 to whatever point this last measurement is. Having completed both the dotted and solid lines 1, 2, 3, 4, 5, etc., Fig. 4, proceed to finish the pattern by connecting each intersection as shown by the two curves, and the pattern is completed with the exception of allowance for seams and edges.

The chief point in this problem is the difference between the width and depth, but suppose this trough had been the same width as depth then the only difference there would be in the two patterns would be that the solid line at 5, xx, would have come to a point. It will be noted when this pattern is developed the trough is straight from point 5 as shown in Fig. 3. The small plan and elevation shown on top right corner are the sketches submitted.



WEEKLY PAINT DEPARTMENT

Paint and Property Preservation

An Interesting Method of Showing the Value of Paint—The Figures of an Ingenious Statistician—Advise Your Customers of the True Value of Paint

A WRITER in a publication devoted to the paint industry, has been doing a little figuring. As a result he brings forward the following very interesting set of statistics:—

"A house, with proper care, should last from 100 to 250 years, depending entirely on the foundation, construction and material. Good paint, properly applied, when needed, is the main thing in making a house last long and well.

"Say that it costs $125 to paint a $2,500 house, and that it will need painting nine times in sixty years. That would make a total cost of $1,125 for painting, and the house would be in good condition—providing the construction were good — at the end of that period.

"Now, if the house were not painted at all, it would not last over thirty years making a cost of $5,000 for two houses, both rotted down, against $1,125 for paint, or a total gain of $3,875 plus the value of a good, sound $2,500 house, or a real gain of $6,375 on a $2,500 investment in sixty years, not counting the actual use of the house as worth a dollar. But the use of a house is usually considered worth a good rate of interest on the amount invested and, on an average, might be called about 10 per cent.

"By keeping the house well painted the paint earns nearly 4½ per cent. on the entire investment in a saving capacity.

"But going still further, we may say that $1,125 worth of paint and labor earns $6,375 in sixty years, or 9 per cent. plus, after deducting the cost of paint and labor.

"Making a dollar earn over 9 per cent. and still keeping it in one's pocket, may be considered a pretty good investment.

"Paint up!"

Whether or not these figures are close to the actual truth—being a paint man, he has perhaps strayed into exaggeration—they point out very forcibly a great truth. If a house is to be kept in good condition it must be painted at certain regular intervals. Painting a house regularly may not make it live a hundred years, or sixty years. Certainly, however, it will add at least ten years to its span of respectable appearance. Let a house stand up bare and unprotected by fresh paint against the rain and cold and wind and it will fall into disrespectability and disrepair many years before its neighbor, which has been painted regularly.

It does not require any stretch of imagination to figure out that painting a house is a good investment. Nor does it require an ingenious table of figures to prove it. Any builder, any house owner with common sense, will strongly support the statement.

This question of the property preservative value of paint is one of particular moment at the present time. The winter is just starting, and the time is, therefore, at hand when property is subjected to the effects of extreme cold and wet and rain. It is at this time of year that the parsimonious property owner begins to realize that his refusal to have his house painted was a false economy that is bound to cost him dear.

And so, a word of advice to the hardwareman: Why not talk paint and property preservation to your customers?

Preventing Mould on Paint

Henry A. Gardner, of the Institute of Industrial Research, Washington, D.C., has completed an interesting study of the formation and prevention of moulds in paints. In all localities where moisture is prevalent more or less trouble is found from mildew forming on paints, especially green paints. In some of his tests, involving white spots on linseed oil that had separated from the pigments Mr. Gardner found that the oil that had collected on the top had a distinct odor of fish and smelled like cod liver oil. Chemical tests, however, proved that this was absolutely pure linseed oil.

After having stood in a bottle a few days this oil appeared turbid and viscous. The surface film was peppered with white dots. Tests showed that some glycerine was present, which was accounted for by the free fatty acid present due to the action of the lead on the oil. The peculiar appearance and odor of the oil was due to the formation of some sort of mould or bacteria. Some of the dots of mildew were planted on gelatin and in 24 hours had developed into typical green mould, practically the same as forms on stale bread, moist clothes, etc.

The use of five per cent. of liquid naptha in paints in which these moulds or mildews are to be found will prevent their growth and prevent many a structure from premature decay. Or such antiseptics as benzol, pine oil, high boiling products of turpentine, or the more expensive essential oils will preclude the possibility of these fungi contaminating the paint.

For the walls of a room a dull flat finish is always desirable, as it prevents the glare which a lustrous finish possesses. It is easier on the eyes and can be obtained by the use of a good standard flat wall finish. The finish that will stand occasional washing most satisfactorily should be selected. Not only can the walls be kept spick and span, but after sickness the house can be properly cleaned and perfectly disinfected at a minimum of expense and with the least work and inconvenience.

The Best Materials

Better paint, better varnish, better linseed oil were never produced than can be bought to-day. Most painters prefer to use good materials, but if you want to insure your property against any chance of having poor paint materials used, it is sound business to do the buying yourself, or insist that all paint ma-

(Continued on page 56.)

The Progressive Dealer—



considers his customer's satisfaction one of his greatest assets. Satisfaction means steady patronage and a substantial growth in his turnover.

Satisfaction is built into

JAMIESONs

Pure Prepared

PAINTS

This is a valuable line to carry from the standpoint of satisfaction, and it pays you a good immediate profit.

Our proposition is well worth investigation. Write for full particulars, to-day.

R. C. JAMIESON & CO., Limited, Montreal, Canada

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

The popularity of your store depends mostly on the stock you carry. Talking of Paint, there is no better seller than Ramsay's and every can is a can of satisfaction. Since 1842 Ramsay's Paints and Varnishes have been made right and have proved their ability to stay right. Color and quality are fixed. Ramsay's complete line "is" complete, and that's the line of paint for you to carry if you would make yours the most popular store in town.

Ramsay's Paint



A. Ramsay & Son Co.

Established 1842

Toronto MONTREAL Vancouver

WEEKLY PAINT MARKETS

Montreal

MONTREAL, Nov. 15.—Indications grow more pronounced that mixed paints may very soon advance. An advance is predicted in trade circles, also, as regards putty. Linseed oil is largely responsible. Turpentine showed a slightly easier shading, but not permanent in market opinion, and not general. Lead is very firm, and higher prices for white lead in oil are predicted before long by those in touch with market trend. Shellac is firmer being quoted at 35½ cents for Orange gum shellac, and bone bleached at 43 cents lb. Montreal. Gasoline is unchanged in price still quoting at 27½ cents per gallon.

Linseed Oil is Again Firmer

LINSEED OIL.—With quotations from the crushers for car-load lots already well over the dollar, and apparently going firmer linseed oil is now being quoted to the retail trade at prices well in advance of those quoted last week. Absolutely no sign of relaxation in prices can be discovered. Argentine conditions as far as can be learned are decidedly bad. Production in other sources of world supply of flax seed is disappointing, and there will be less than half the usual quantity of the world's consumption of this commodity available for the coming period of consumption till next season's crop comes on the market. Demand for oil cake is exceptionally brisk and prices for this are high ranging from $46.00 for the cake to $48.25 for the meal, per ton. This factor tends slightly to reduce prices for the oil, but old prices cannot be anything but high. Present quotations in Montreal are:

Linseed Oil

Per gallon Imp.	Raw	Boiled
1 to 4 bbls. ..	$1.15-$1.20	$1.20½-$1.25
5 to 9 bbls. ..	$1.14-$1.19	$1.19½-$1.24
10 to 25 bbls..	$1.13-$1.18	$1.18½-$1.23

There was no anxiety on the part of any dealer to encourage large business in linseed oil.

Turpentine Shows Slight Shadings

TURPENTINE.—Some firms were willing to quote 69 cents per gallon for turpentine this week, which is a slight shading down from last week's low quotations, but the market remains in opinion of most paint manufacturers firm, and subject only to passing fluctuations. Prevailing opinion would keep prices at about the figures quoted last week, the lower quotations being for considerable orders. One large firm quoted as low as 68 cents for quantities, several firms quoted as high as 75 cents for small orders. Average prices are given as last week:

Turpentine	Per Imp. gal.
1 barrel lots	70c-75c
2 to 4 barrels	69c-74c
5 to 10 barrels	68c-73c

White Lead in Oil Threatens Rise

WHITE LEAD IN OIL.—Prices for white lead in oil in ton lots are unvaried this week, but there is a strong tone to the market, and with lead firm, and linseed oil advancing sharply, there is every chance of an increase before long in the price of this product. Winter freight rates are mentioned as likely to increase the firmness in this product, and a good demand is being experienced for it. Prices are for 1 ton lots $13.80 and for smaller lots $14.10 per 100 lbs.

Opinions Are That Paints Must Rise

MIXED PAINTS.—It seems now inevitable that prices of mixed paints are in for another increase. Opinions on the markets all round are that manufacturers are simply studying the linseed oil situation and giving matters time to settle down to something more like permanence as regards price and more like certainty as to prospective price changes in linseed oil before deciding on the extent of the increase necessary in mixed paints to make the business of manufacturing them profitable. Cautious minds in touch with the market conditions have held off from hurried buying with conviction that prices for linseed oil and other materials etc. for making paints have been subject to speculative fluctuations. Now however, the tendency becomes more pronounced to believe that real conditions of shortage in all the essential ingredients are responsible for the steady rise in prices, and the manufacturers are likely to make their new lists for mixed paints on a basis that will provide for still further probable firmness in the markets for raw materials. Linseed oil, turpentine, lead, zinc, and dry colors of various kinds all show the firming tendency most markedly now, and those who can buy mixed paints at the prices most lately quoted are likely to have cause for rejoicing later on.

Ingredients of Putty Cost More

PUTTY.—It seems certain that putty will increase in cost before long. The conditions affecting the ingredients, whiting and linseed oil are all towards much greater firmness for both materials, and with the cost of labor also higher the indications are decidedly in the direction of higher priced putty. With the advent of winter glaziers' demand for this product has been increasingly active. Pure linseed oil putty is quoted at from $3.20 to $3.75 per 100 lbs. in ton lots, the lower price being for bulk putty in casks, the higher in 12½ lb. tins. For less than ton lots 20 cents additional per 100 lbs. is charged.

Toronto

TORONTO, Nov. 17.—Business in all paint lines is reported good. Turpentine is reported in brisk demand, principally coming from the manufacturing trade for use in furniture and piano trade. Varnishes are in very strong market and an advance would not be improbable in the near future. Linseed oil is in a firm market with advances recorded in many quarters during the week. Glass still continues in a steady market. Gasoline holds steady. Mixed paints are very firm. Present condition seems to point to higher prices in mixed paints before the end of the year. Shellac is also very firm on reports from Calcutta, stating that there was an excited and active market for the gum. Brush manufacturers issue their prices for the year about January 1. In the face of present conditions with shortage of bristles in certain quarters and labor and other materials high, it is antici-

(Continued on page 56.)

How Long Should Paint Last?

The highest standard of paint durability is that established by Brandram-Henderson products.

In their composition, ingredients and manufacture, every factor that would help to lengthen their term of service has been employed.

In the matter of grinding for instance the white lead and white zinc for B-H "English" paints are not merely ground in oil, but are ground by a process that makes the particles of impalpable fineness and as a result

B-H Paint Penetrates

deep into the microscopic pores of the wood, instead of remaining as a surface coating that might peel and scale away.

The B-H "English" Formula:

70% Pure White Lead
30% Pure White Zinc
100% Pure Paint

produces a paint with maximum *covering* capacity and durability.

The ingredients for B-H paints are selected by competent experts with scrupulous care and prior to use are submitted to a series of exacting tests. This thoroughness is characteristic of Brandram-Henderson methods and is responsible for the success of B-H agents throughout Canada. It gives them a line of paint and varnishes that quickly becomes the leader in every locality in which it is introduced.

Our Representatives

In localities where we are not yet represented we are selecting merchants to handle our lines. Our Agents will receive the undivided support of this firm in getting the paint business of this locality.

Write us for all particulars as to the agency proposition.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKET

(Continued from page 54.)

pated that the new prices will show advances.

Linseed Oil Shows Advances During Week

LINSEED OIL. — Advances were recorded in certain quarters on the price of linseed oil during the week of approximately 5c per gallon. There is a considerable range of prices running all the way from $1.11 to $1.20 for raw linseed oil. There was a slight weakness in the flaxseed market on Wednesday of this week. Some high prices were paid for the seed during the week, but on Wednesday it had dropped near the quotation at the same day last week. Flaxseed went to $2.73½ on Monday of the present week, but declines were recorded on Tuesday and Wednesday and the market closed at $2.59. At the opening of the market on Thursday a slight revival of strength was shown. The decline in flaxseed is stated to be due to the heavy arrivals of flaxseed at Winnipeg, during the past week or ten days in the neighborhood of 50 cars reaching the Winnipeg market. Oil men are of the opinion that flaxseed will go to still higher levels than recorded recently once the shipments of the seed reach normal figures again. In the United States there has also been heavy movement of the seed to market. Demand for oil is reported good. Linseed oil cake is quoted from $45 to $48 per ton. Quotations are as follows:

	Raw	Boiled.
1 to 2 barrels	$1.11—$1.20	$1.14—$1.23

3 to 5 barrels, 1c under 1 to 2 barrel lots for both raw and boiled; 6 to 9 barrels, 2c under 1 to 2 barrel lots.

Turpentine Advances In Some Quarters

TURPENTINE.—A brisk demand is reported for turpentine from certain quarters, principally from furniture and piano manufacturers. Much of it is also being used in stove pipe varnishes and interior finishes. In the primary market at Savannah turpentine continues in a firm market at 46½ to 47c. Considerable export demand continues there and this is having a firming tendency. Locally prices advanced in certain quarters 1c per gallon. Following is the range of prices:

	Per Imp. Gal.
1-barrel lots	69c -74c
2 to 5 barrels	67½c-73c
6 to 9 barrels	66c
5-gallon	74 c-81c

Demand for Gasoline Falling in Country

GASOLINE.—There has been a brisk demand for gasoline in the city, but consumption at country points has fallen off considerably recently, in all probability due to the inclement weather and bad roads in certain districts. Locally, the price of gasoline is holding steady. In the United States crude oil has been in a firm market and the price of the refined product has even advanced 1c per gallon in New York State. An advance in Canada is not anticipated and a decline is not looked for in the face of the crude oil market. In Toronto it is quoted at 26½c to 27c per gallon, either in barrels or drums or from tank wagon. Benzine is 1c under these prices.

Glass Still Holding Steady

Although dealers are expecting to hear of advances being announced by American manufacturers of glass, as yet no advices have been received to that effect. The trade is reported good.

Varnish and Shellac Are in Strong Market

VARNISH AND SHELLAC.—Varnish is in a strong market with the manufacturers complaining that at present prices they cannot make the production of the article worth while. Gum for varnish is up in price and this has placed the manufactured articles in a strong position. Shellac is very much in the same position. Cables from Calcutta, the headquarters for the gum shellac trade, state that the market there is ecited and active with gum quoted at 34c per pound, cost and freight. On the New York market importers there are asking 35 to 35½c per pound. Locally gum shellac is quoted at 34c but this is considered too low in the face of the New York market when it is considered that freight and duty must be paid from that centre. In the London market shellac is in very firm tone.

Demand for White Lead is Limited

WHITE LEAD.—Dealers report a limited demand for white lead. Prices hold firm at recent quotations. High prices are believed to be operating to shut off the demand. In small lots white lead in oil is quoted at $14.25 per 100 pounds and $13.95 in ton lots.

PREVENTING HOLD ON PAINT

(Continued from page 52.)

terial be brought on the job in the original packages.

If, however, you have the time and inclination to do your own painting, there are a few points that it is well to keep in mind. Do not buy the cheapest brushes you can get. They will neither hold, spread, nor brush in the paint properly. Get all bristle brushes set in either cement or rubber. Never leave your paint brush standing in the paint pot over night. The bristles are likely to become bent and the brush will work poorly.

When you are through for the day wash out your brush in turpentine or benzine and lay it out flat on a board over night, or suspend it in a pail of raw linseed oil, turpentine, or water. When your painting is finished carefully wash your brushes out in turpentine or benzine and afterward with mild soap and water, rinse them out in clear water and see that they are free of gummed paint.

In painting, the first, or priming coat is most important. If it does not thoroughly anchor into the surface the subsequent coats of paint that are put over it will crack and fall off when the priming coat lets go. The priming coat should be thin enough and the pigment fine enough to readily enter all the minute surface pores and thus anchor into the surface and give a solid foundation for the other coats. On new work three coats of paint, at least, should be applied, while on old work two coats generally give satisfactory results, if the old paint is in fairly good condition. Do not paint in damp weather. Moisture in the surface pores prevents the priming coat's getting a proper hold, and is frequently the cause of blistering. Be sure to allow each coat of paint ample time to become thoroughly dry before applying another coat. Two or three days are usually sufficient, but a week is better.

Cheap paint is rarely economical. All paint looks well when it is first applied. But the economical paint is the kind that keeps its looks for years and provides a smooth, unbroken, weather-proof film that gives protection as well as beauty. Select your paint with as much care as you do your seed or your stock, and you will make a good investment in satisfactory painting.

OLD AND NEW METHODS

From the *Inland Storekeeper.*

There is a vast difference in business methods of 10 or 15 years ago and those of to-day, and the fellow-merchant who is not keeping step with the change is losing out, and at last old age and failure will stare him in the face. What would any of you merchants think of an Iowa farmer if he planted his corn with a hoe, mowed his hay with a scythe, cradled his oats and barley, sewed his grain by hand, and used the ox yoke and oxen to till the soil? Would you call him a progressive farmer, or would you call him a back number or failure? Would it not be just as practical for old-fashioned methods on the farm as in business? Does this not apply to your business and mine?

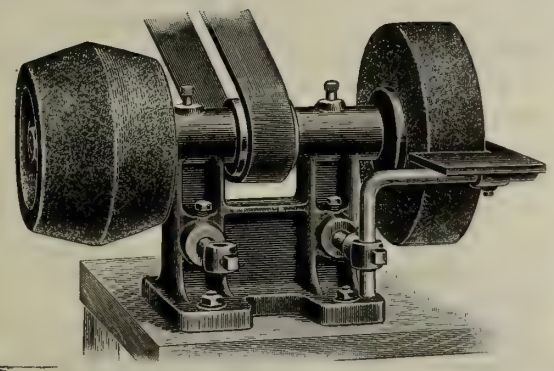
The catalog houses and large department stores are pouring in their advertising matter from all sides. Special sales, calling attention to new goods, etc., etc. And a good many of us inland town merchants sit around like a bump on a log. We don't spend any money for advertising.

If you are lucky enough to have a weekly paper, chances are you don't patronize it with an ad, and if you do, how much time do you spend preparing your ad? How many of you change your ad each week and give the editor plenty of time to arrange it properly?



American Self-Oiling Grinders

COST NO MORE THAN ORDINARY GRINDERS



Sickle Grinders Tool Grinders Power Grinders

WILL GIVE YOUR FARM TRADE A MEASURE OF SATISFACTION THAT WILL GREATLY BOOST THE SALES OF OTHER GOODS. We recommend these grinders to the trade as most attractive and highest grade grinding machines on the market.

ORDER FROM YOUR JOBBER. If he does not handle the "American" Line, write direct to factory.

Western Agent: Merchants Hardware Specialties, Calgary, Alta. Agents for Eastern Canada: John H. Graham & Co., 113 Chambers St., New York City, N.Y.

American Grinder Mfg. Co., Milwaukee, Wis.

A sizeable turnover and a good profit on each sale



Mr. Hardware Merchant, your town contains several good orders for DENNISTEEL Shelving and Lockers.

Indestructible, fireproof steel equipment has the call to-day and we make the best in Canada. Write us about this—money in it for you.

Dennis Wire & Iron Works Co., Ltd.
London, Canada

DENNIS—LONDON

EVERY month in MacLean's Magazine, and nowhere else will you find the best work of the best Canadian writers.

In MacLean's Magazine, and in no other Canadian publication will you find a synopsis of the best work of the world's best writers every month.

It is different from any other magazine.

Sample on request.

The MacLean Publishing Co., Limited
143-153 University Avenue Toronto, Canada



(One of the units in our group of finishing shops)

WE are not only varnish makers but varnish users.

All our products are tested in our own finishing shops under actual working conditions before shipping.

This rigid inspection and practical criticism of our finishes from the consumer's standpoint enables us to insure absolute dependability.

Berry Brothers' label is an efficient varnish salesman, even the smallest buyers have learned that "If it's Berry's it's right."

Make your varnish business grow by featuring Berry Brothers' line.

We make a specially adapted varnish or enamel for every known use.

Write for our price list and interesting dealers' proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858
WALKERVILLE, ONTARIO

(421)

If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can Frequently make purchases at better prices.

AMMUNITION

Dominion Metallics—B.B. Caps, 25%; C. B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle smokeless, 7½%; other rim fire, 10%; center fire pistol, add. 35% list; center fire sporting, add. 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add. 35% list; empty shot shells, 5%; blanks, add. 25%; bullets, add. 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, 2½% off list; "Regal" Dense Smokeless Powder, 2½% off list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

Shot, standard, 100 lbs., Toronto, $14.50; Montreal, $14.25; net extras, as follows, subject to cash discount only; Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16....	$ 5.00	12/16....	$ 7.00
4/16....	5.00	13/16....	8.00
5/16....	5.00	14/16....	8.00
6/16....	5.00	15/16....	9.00
7/16....	5.00	16/16....	9.00
8/16....	5.00	18/16....	10.50
9/16....	5.50	20/16....	12.00
10/16....	6.00	24/16....	15.00
11/16....	7.00		

Discounts from Standard List prices:

Common, 65%.
Ford's Auger Bits, 30 and 10%.
Irwin Auger Bits, 40%.
Gilmour Auger Bits, 60%.
Rockford Auger Bits, 50 and 10%.

F. O. B. Toronto, Montreal, London and Hamilton.

AUGERS, POST

B.T.—8 in. net	3 00
B.T.—10 in. net	3 30
B.T.—12 in. net	3 90

AXES

Single Bit, doz.	8 00	10 50
Double Bit	12 00	14 00
Boys' Axes	6 25	7 50
Hunters' Axes	5 50	7 00

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 12c to 60c lb.

BELTING (Leather).

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 10%.
Standard Quality, 30, 10, 10%.
Side Lace Leather, lb.....$1 20
Cut Lace Leather, lb..... 1 40

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

BOLTS AND NUTS

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 25%.
Carriage Bolts ($1), list, 7-16 in., 10%.
Machine Bolts, ⅜ in. dia. and smaller, 25%.
Machine Bolts, 7-16 in. dia. and larger, 15%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 15%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 15%.
Coach and Lag Screws, 35%.
Skein Bolts, 30%.
Square Head Blank Bolts, 15%.
Bolt Ends, 15%.
Plow Bolts, 15%.
Elevator Bolts, 20%.
Fancy Head Bolts, 15%.
Shaft Bolts ($3 list), 15%.
Step Bolts, large head ($3) list, 15%.
Whiffletree Bolts, 15%.
Nuts, square, $1 off list.
Nuts, hexagon, $1 off list.
Stove Rods, per lb., 9¼c.
Stove Bolts, 60%.
Tire Bolts, 45%.

F.O.B. Toronto, Montreal, London and Hamilton.

BORAX

Lump, Crystal Borax, lb.. 0 09½

BRASS

	Per lb.
Springs, sheets, 8 in. wide, up to 20 gauge	0 60
Rods, base ½ to 1 in. round	0 55
Tubing, seamless base	0 55
Tubing, iron pipe size, 1 in. base	0 50

Copper tubing same as brass.

BARS (Clothes)

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

BOILERS (Range)

30-gal. Standard	10 00
30-gal. extra heavy	12 50

BOARDS, BAKE

	Per doz.
No. 1—18 in x 24 in.	6 60
No. 2—18 in. x 28 in.	7 20
No. 3—20 in. x 30 in.	7 80

BOARDS (Ironing)

Size 12x60 ins., doz.	7 20
Size 14x60 ins., doz.	8 40
Folding, 14x58 ins., doz.	16 50
Cork covered, doz.	24 00

BOARDS (Sleeve)

Basswood, stationary, doz.	2 00
Folding, per doz.	3 50

BOARDS STOVE

Wood lined, 50, 10%.
Paper lined, 60%.

BOARDS (Wash)

	Tin Plate	Zinc
Pony ..... Dozens		$1 75
Crown		3 55
Dandy		3 75
Improved Globe	2 65	3 85
Standard Globe	2 75	3 95
Original Globe	3 00	4 25
Newmarket King		4 25
Diam'd King (Glass)		4 50
Western King (Enamel)		4 25
Beaver, brass		6 00
Wood, double faced..		1 25

Subject to small discounts for quantities.

CANS

Milk factory cans, 15%.
Cream cans, 20%.
Railway cans, 20, 5%.
Hand delivery and creamery cans, 20%.
Cream cans, 35%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%.
Milk can trimmings, plus 10%.
Common, cork-lined, 3%.

CHAIN

Quotations nominal.

Proof coil, per 100 lbs., ¼, $9.45; 5-16, $9.10; ⅜, $8.35; 7-16, $7.15; ½, $6.95; 9-16, $6.95; ⅝, $6.80; ¾, $6.70; ⅞, $6.55; 1, $6.40

Electric Weld Coil Chain—BB 3-16 in., $10; ¼ in., $7.25; 5-16 in., $6.75; ⅜ in., $5.75; 7-16 in., $5.25 per 100 lbs.

Electric Weld Loading Chain. ½ in., $11.50 per 100 lbs.

Cow Chains 40-5%.

CHURNS

List prices: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

Discount of 35% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 32½% f.o.b. Montreal, Ottawa, Kingston.

CHOPPERS, FOOD

Universal No. 0	$13.20 doz.
1	15.00 doz.
2	18.00 doz.
3	24.00 doz.

COPPER

	Montreal	Toronto
Casting ingot, see weekly report		
Bars, ½ to 2 in.	46 50	46 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	45 00	45 00
Copper sheet, tinned, 14x60, 14 oz.	54 00	54 00
Copper sheet, planished, 14x60 base..	57 00	57 00
Braziers' in sheets, 6x4 base	46 50	46 50

COMBS

Curry combs, 15% off list.

CORD (SASH)

No. 6, lb.	0 44½	0 45
No. 7, lb.	0 43½	0 44
Nos. 8, 9, 10, 12...	0 43	0 44

CANADA PLATES

	Montreal	Montreal	Toronto
Ordinary, 52 sheets		6 75	6 75
All bright, 52 sheets		7 50	7 00
		Galvanized	
		Apollo Crown	Gorbals
18x24x52		6 25	6 25 7 50
60		6 50	6 50 7 75

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$20 00
IX, 20x28 base	24 00
IXX, 20 x 28 base	28 00
IXXX, 20 x 28 base	32 00
Raven and Murex Grades—	
IC, 20 x 28 base, 56 sheets.	8 00
IX, 20 x 28 base, 56 sheets	9 00
IXX, 20 x 28 base, 56 sheets	10 50
IXXX, 20x28 base, 56 shts.	12 00

"Allaway's Best" Standard Quality.

IC, 14x20 base	8 75
IX, 14x20 base	9 75
IXX, 14x20 base	10 75

CHARCOAL TERNE PLATES

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 200 lbs., $14; 216 lbs., $15.

COKES, BRIGHT

Bessemer Steel—

10x14x20 base	7 75
20x28, double box	15 50

CLOCKS

Lookout	1 20
Sleepmetre	1 25
Good Morning	0 95
Big Ben	2 20

CROWBARS, 5¼c per lb.

DRILLS

Bit Stock Drills, 50%.
Wood Drills, 20%.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

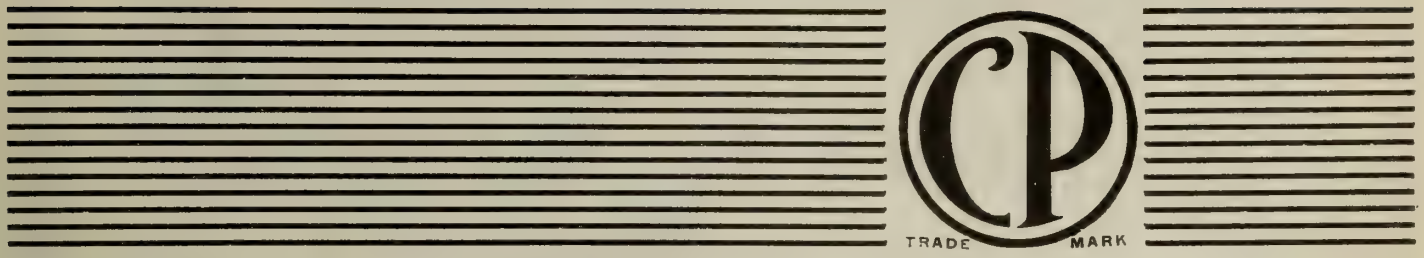
I C, 14 x 20 base	7 00	7 00
I X, 14 x 20 base	8 25	8 25
I X X, 14 x 20 base	9 50	9 50

FILES AND RASPS. %

Discounts below apply to list of Nov. 1, 1899.

Great Western, American..	65
Kearney & Foot, Arcade...	65
J. Barton Smith Eagle ...	65
Disston Brand	65
McClellan Globe	65
Nicholson	50
Black Diamond	50
Delta Files	65
Globe	65
Vulcan Brand	65

F.O.B. Toronto, Montreal, London and Hamilton.



The Farsighted Merchant Knows an Opportunity When He Sees It——

The Canada Paint Exclusive Agency offers you the greatest possible opportunity to control the paint and varnish trade in your district.

Each product bearing the C.P. trade mark is backed up by the strongest kind of a guarantee of quality and satisfaction.

Our big increase in 1916 sales proves that Consumers recognize the economy in buying the best paint made.

Our 1917 selling plans are bound to greatly increase the sales and profits of Canada Paint Dealer Agents.

Why not link your store with our big organization and get your share?

Send us a post card for particulars to-day.

The Canada Paint Company, Limited

572 William Street - Montreal
112 Sutherland Avenue - Winnipeg

FIXTURES, STALL Doz.

Hollow and pressed steel... 0 81
Solid 1 20

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 50
Smaller sizes 2 00
Mounted No. 115, each..... 3 75
Bi.-Treadle, each 4 25

HALTERS (SNAP AND RING) Doz.

Russet rope shank, 1 in...$ 7 75
Russet rope shank, 1¼ in.. 9 25
Black rope shank, 1 in. ... 8 00
Black rope shank, 1¼ in.... 9 40
Hand sewn, no shank, 1 in. 11 50
Hand sewn, no shank, 1¼ in. 13 00
Hand sewn, with shank, 1 in. 14 75
Hand sewn, with shank, 1¼ in. 16 25

HALTERS (SISAL)

7-16 in. gross, $15; ½ in., $18; ⅝-in., $21.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt... 11 00
Masons, 5 lbs. and over, per cwt. 13 00
Napping, up to 2 lbs. 0 13½

HANDLES (WOOD) Net

Prices on handles under revision.
Axe, No. 3 culls, doz..... 1 01
Axe, No. 1 hickory, doz..... 2 14
Axe, 2nd growth, doz. 3 00

Extra quality, 40 per cent.

All second growth hickory handles, 40%; all pick handles, 35%; all other hickory handles, 37%; all ash and maple axe handles, 40%; all hickory team neck yokes, oval and round whiffletrees and wagon doubletrees and eveners, 25%; all oak, ash and rock elm team neckyokes and singletrees, 30%; all doubletrees and eveners, 25%; all hickory cant hooks and pevies changed to 25%; all maple cant hooks and pevies changed to 35%.

Second growth and No. 1 neckyokes, ash and hickory heavy team neck yokes and whiffletrees are struck off the list, and in future all these goods will be known as: White ash and hickory neckyokes and single teams, and will be sold at the present list price of second growth.

Boys' axe handles, 28 in., extra, $2.50; No. 1, $2; No. 2, $1.60; maple, $1.75; ash, $1.90 per dozen.

Prospectors, miners and drift pick handles, 32 in., $3.20; 34 in. and 36 in., $3.40 per dozen.

Manure fork handles, short, $3.60 per dozen.

Hickory pick handles, No. 1, $3, and No. 2, $1.75 per dozen.

Hickory axe handles, No. 3, 30 in. to 36 in., $1.60 per dozen.

All second growth ash hay fork, manure fork, shovel and spade, hoe and rake handles, 30%; extra quality, 40%, and No. 1, 45%.

F.O.B. Toronto, London, Montreal, Hamilton and St. Thomas.

HANGERS, BARN & PARLOR

Atlas, No. 1 ..... 6 40
Atlas, No. 1 ..... 7 00
Atlas, No. 2 ..... 8 20
Stearns, No. 1 ..... 5 80
Stearns, No. 1½ 8 05
Perfect, No. 1 ..... 8 50
Perfect, No. 1½ 9 50
Perfect, No. 2 ..... 10 00
New Milo, flexible, doz. ... .
Steel King Hangers, doz. sets ....
Storm King and safety hangers, doz. ....
Steel track, 1¼ in. 6 00

HEATERS (OIL)

Perfection No. 120, N.P., ea.$3 20
Perfection No. 130, N.P., ea. 3 45
Perfection No. 125, Jap., ea. 3 05

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 40 per cent. off list.

Light.

3 in., doz. prs...	1 00	1 00
4 in., doz. prs...	1 20	1 10
5 in., doz. prs...	1 40	1 30
6 in., doz. prs...	1 70	1 50
8 in., doz. prs...	2 50	1 80
10 in., doz. prs...	3 50	2 40

Discount 40% off list.

Screw Hook and Strap Hinge—
Under 12 in., per 100 lbs. .. 6 50
Over 14 in., per 100 lbs. ... 6 00
Extra hooks for above, ⅝ in., per lb. 07
Extra hooks for above, ¾ in., per lb. 6¾

F. O. B. Toronto, London, and Hamilton, Montreal.

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	2 40	3 25
No. 3, per doz.	2 50	3 70
No. 4, per doz.	2 60	4 00
No. 5, per doz.	2 80	....
Little Giant	4 40	....

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, $4.40; No. 1 and smaller, $4.65; show pattern, No. 2 and larger, $4.65; No. 1 and smaller, $4.90; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.85; No. 1 and smaller, $5.10; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $6.25; special countersunk steel, all sizes, 0-4, $6.75; toe weight steel shoes, all sizes, No. 1 to 4, $7.25.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.60; No. 2 and larger, $1.50; "Sharp" No. 2 and larger, $1.70; "Sharp" No. 1 and smaller, $1.80. Put up in 25-lb. boxes.

HOSE, LAWN

Corrugated, ½ in., ft..... 0 12
Corrugated, ¾ in., ft..... 0 16
Corrugated, 1 in., ft..... 0 22
Less 5% for full reels, 500 ft.
Cable, 70%.
Leader, 60, 10%.

HAT AND COAT HOOKS

Coppered wire, 3 in., 75c gross

IRON AND STEEL

	Montreal	Toronto
Common bar iron per 100 lbs.	3 15	3 50
Refined iron, per 100 lbs.	3 35	3 75
Angles .....base	3 50	2 75
Horseshoe iron, per 100 lbs.	3 35	3 95
Norway iron	8 00	6 00
Mild steel	3 80	3 50
Band steel	4 00	3 75
Sleigh shoe steel...	3 80	3 50
Domestic	3 80	3 50
Reeled machinery steel	5 50	5 50
Tire steel	3 90	3 70
Toe calk steel	4 50	4 25
Mining tool steel, per lb.	0 11½	0 12
Cammell Laird, lb.		0 22
Sheet cast steel, lb.	0 20	0 22
Black Diamond tool steel, per lb.....	0 13¼	0 12
Silver tool steel, lb..	0 17½	0 22
Spring steel	5 50	5 00

IRON, TINNED

72x30 up to 24 gauge, case lots 15 50
72x30, 26 gauge, case lots.. 16 00
Less than case, 25c per 100 lbs. extra.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set $1 00
Mrs. Potts, No. 50, nickel-plated, per set 1 10
Mrs. Potts, handles, japanned, per doz. 1 00
Sad irons, common, plain... 5 00
Sad irons, common, plated.. 5 50
Princess Electric, each 2 75
Canadian Beauty, model A.. 3 00
Canadian Beauty, model B. 4 38
Gasoline Sad Irons, each .. 3 50
No. 70, Dover, per doz..... 19 20

LADDERS, ETC.

(Step Ladders)

Shelf-lock ..... 14c ft.
Ontario ..... 18c ft.
Faultless ..... 22c ft.
Mechanic ..... 27c ft.
Hercules ..... 25c ft.
Perfect ..... 24c ft.
Faultless, extra heavy ... 27c ft.
Hercules, extra heavy ... 30c ft.
Mechanic, extra heavy ... 32c ft.
Chair ladders, each 2 00
B.T. Standard ..... 18c ft.
B.T. Economy ..... 14c ft.
B.T. Iron Bound, 4-9 ft...26c ft.
B.T. Iron Bound, 10-14 ft. 31c ft.
B.T. Iron Bound, 15-16 ft. 41c ft.
B.T. Iron Bound, 17-20 ft. 51c ft.
Crescent ..... 17c ft.
Household ..... 13c ft.
Standard ..... 20c ft.
Electrician ..... 26c ft.
Heavy duty ..... 46c ft.
Extension ..... 24c ft.

Common and Roped Extension

Up to 32 ft. ..... 17c ft.
36 ft. ..... 19c ft.
40 to 44 ft. ..... 20c ft.
48 to 52 ft. ..... 25c ft.
56 to 60 ft. ..... 30c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft. ..... 13c ft.
18 ft. to 22 ft. ..... 14c ft.

F.O.B. Toronto, Hamilton, London, Montreal.

LANTERNS Per doz.

Cold Blast, doz. .....$ 8 00
Short Globe, doz. 8 00
Jumbo, doz. 9 25
Jap'd Dash, doz. 10 75
Search Dash, doz. 11 25
Searchlight, No. 20, doz.... 19 00
All brass 24 25
Little Bobs, A.C., doz..... 2 00
Copper, well japanned, doz. 13 75

F.O.B. Toronto, Hamilton, London and Winnipeg.

LANTERN GLOBES

Cold blast, short 0 65
Cold blast 0 65
Prism globes 1 20
Cold blast, short ruby 2 50
Cold blast, common ruby.. 2 50

Less 5c a doz. in 6 doz. lots.

F.O.B. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 1, per doz. 1 35
Steel Thumb, No. 2, per doz. 1 80
Steel Thumb, No. 3, per doz. 3 25
Barn Door, No. 5, per doz. 1 80
Barn Door, No. 9, per doz. 2 75

LATHS (METAL) Per sq. yd.

24-gauge, pa'ted metal lath
24-gauge, pa'ted metal lath
23-gauge, pa'ted metal lath
24-gauge, galv. metal lath.
22-gauge, galv. metal lath.

LEAD Montreal Toronto

Pig, See weekly report.
Lead wool, ... 11c lb.
Sheets, 3 lbs. sq. ft. ... 11¾c lb.
Sheets, 3½ lbs. sq. ft... 11¾c lb.
Sheets, 4-6 lbs. sq. ft.... 11½c lb.
Cut sheets, ¾c lb. extra.
Cut sheets to size, 1c. lb. extra.

MACHINES (WASHING) List Each

Canadian .....$ 8 50
Dowswell 8 50
Noiseless 14 50
Hamilton 10 50
Re-Acting 13 00
Snowball 14 00
Momentum 15 50
New Century, style A..... 16 00
New Century, style B..... 17 50
Playtime, engine drive 18 00
Ideal Power 26 00
Seafoam, electric 96 00
Seafoam, engine drive 40 00
New Idea, electric 18 00
Sunshine 8 00
Popular, No. 1 ..... 9 00
Economic 11 00
Champion 16 00
New Excell-All 17 50
Blue Bell, without stand.. 16 00
Puritan Water Motor Washer, complete 26 00
Hydro, One Tub, engine drive 41 50
Low pressure water motor washer, each 26 00
Connor ball-bearing, with rack 18 00
I X L 17 50
Gem 15 50
Winner 13 00
Connor Improved 8 50
Jubilee 8 00
Canada First 18 50

Discount, 50%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A..... 8 50
B.T. Bonnie, style B..... 9 00
B.T. Ideal 12 50
B.T. Ideal Power 14 00
B.T. Ideal Water Motor .. 24 00
B.T. Cyclone 12 50
B.T. Cyclone Water Motor 25 50
B.T. Vollmar, No. 2 ..... 13 00
B.T. Vollmar, No. 3 ..... 14 00
Forest City, engine-driven 40 00
Forest City, electric 88 00

Discount on B.T. Goods 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, London, St. Marys on shipments of ¼ dozen and upwards.

MALLETS Per doz.

Tinsmiths', 2½ x 5½ in.... 1 75
Carpenters', round hickory 2 05

MOPS

Mops, O-Cedar, doz.....$12 00
S. W. Mops, doz. 3 75
Mop Sticks, doz. 1 40
Cast head mops, doz. 1 40
Crescent, doz. 1 75
Crank wringing, doz..... 6 00

Extra Cloths.

Challenge, doz. 2 10
Woven, cloths, doz..... 1 75

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch. ..15c	
1 inch, ..$1		inch... 10c	
1⅛ inch, ..$1		3¼ inch... 10c	
1¼ inch. ..65c		3½ inch. .. 10c	
1½ inch. ..40c		4 inch. .. 5c	
1¾ inch. ..40c		4½ inch. .. 5c	
2 inch. ..30c		5 inch. base.	
2¼ inch. ..30c		5½ inch. base.	
2½ inch. ..15c		6 inch. base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.10 base.

Freight equalized on above points.

F. O. B. Montreal, Gananoque, Collingwood, and Owen Sound, $4.15 base.

Freight equalized on above points.

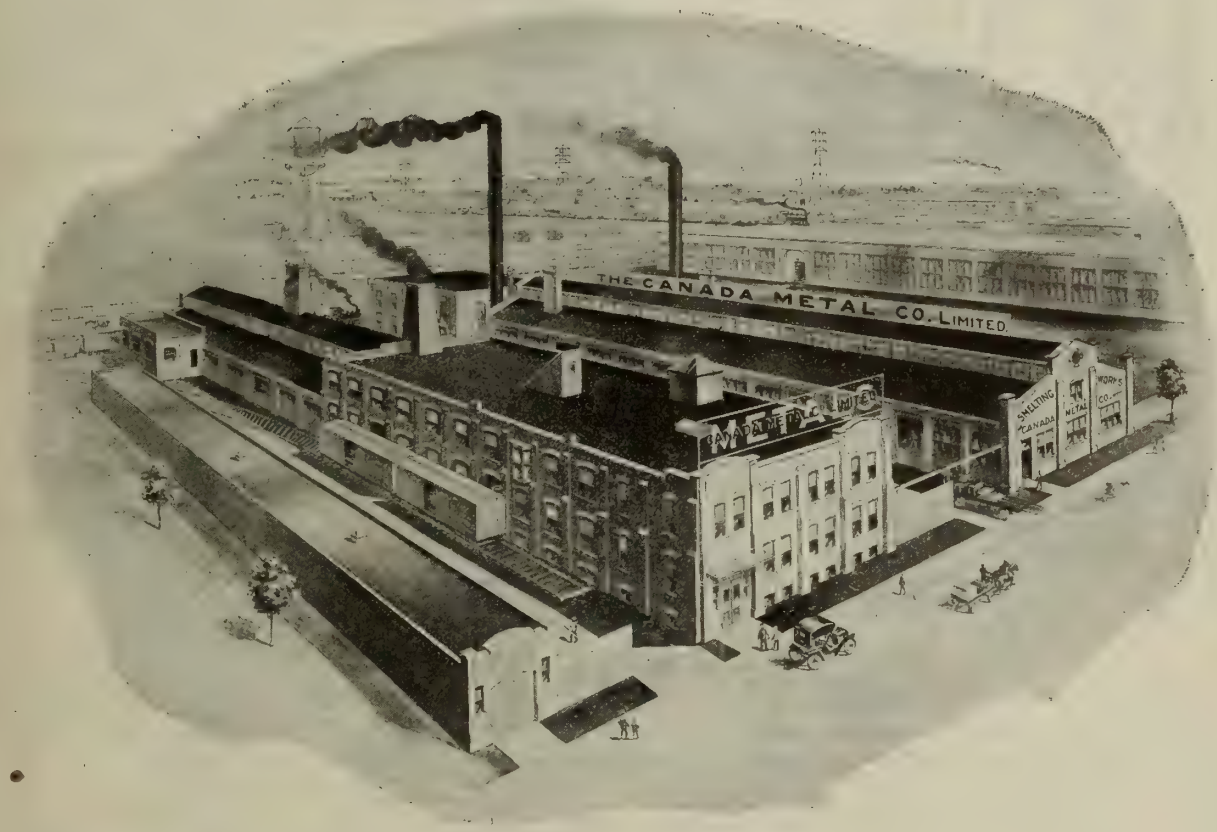
F. O. B. Pt. Arthur, Fort William and Sault Ste. Marie, $4.15 base.

Windsor, Walkerville, F. O. B., factory points, carload freight allowed, $4.17½.

Cut Nails—Montreal, $3.70 base; Toronto, $3.70 base; London, $3.70.

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

5 ACRES OF FLOOR SPACE *AT* YOUR SERVICE



We Manufacture

LEAD PIPE, BABBITT METAL, SOLDER, (all grades)
SHEET LEAD, BLACK LEAD, Etc.
AND CARRY IN STOCK
EVERYTHING FOR THE PLUMBER
AND ALL

INGOT METALS

We are the largest Exclusive Metal Dealers in Canada.
Write for Catalogue and Prices.

THE CANADA METAL COMPANY, LIMITED

HEAD OFFICE: **TORONTO** Hamilton Montreal Winnipeg Vancouver

If interested, tear out this page and keep with letters to be answered.

NAILS (HORSE)

M. R. M. cold forged process

Size	Length	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 35
No. 4,	1¾-inch	4 05
No. 5,	1 15-16	3 50
No. 6,	2½	3 25
No. 7,	2 5-16	3 10
No. 8,	2½	2 90
No. 9,	2 11-16	2 80
No. 10,	2⅞	2 70
No. 11,	3 1-16	2 73

London, Hamilton, Montreal, Toronto.

NETTING POULTRY

Manufacturers have withdrawn lists pending issuance of a new one.

List prices per roll of 50 lineal yards. Adopted March, 1909.

2 inch mesh and 19 ga. wire.

12 inch...	$1.80	48 inch...	$ 6.20
18 inch...	2.65	60 inch...	7.70
24 inch...	3.40	72 inch...	9.20
30 inch...	4.00	84 inch...	10.50
36 inch...	4.75	96 inch...	12.00
42 inch...	5.50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3.50	42 inch...	$10.50
18 inch...	5.00	48 inch...	12.00
24 inch...	6.30	60 inch...	15.00
30 inch...	7.75	72 inch...	18.00
36 inch...	9.00		

1 inch mesh and 20 ga. wire.

12 inch...	$ 4.00	42 inch...	$12.00
18 inch...	5.50	48 inch...	14 00
24 inch...	7.00	60 inch...	17.00
30 inch...	8.50	72 inch...	20.00

(¾ inch mesh and 20 ga. wire.)

24 inch...	$10.50	36 inch...	$15.00
30 inch...	12.75		

(½ inch mesh and 22 ga. wire)

24 inch...	$16.50	36 inch...	$24.00
30 inch...	20.10		

Discount at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Montreal, Toronto, London, Canadian netting 30 and 10% off list.

American netting, 30% off list.

POULTRY FENCING

	Per rod
Invincible, 1640	0 68
Invincible, 1848	0 73
Invincible, 2060	0 83

Put up in 10, 20 and 30-rod rolls.

OAKUM

	Per 100 lbs.
Best (American)	19 25
U.S. Navy (American)	18 50
New hemp (English)	15 00
U.S. Navy (English)	15 00
Plumbers (spun)	8 00

OIL

	Montreal	Toronto
Can. prime white petrol	0 14	0 13½
Royalite	0 14	0 12½
Palacine	0 17½	0 17
Lampoline	0 12½	0 11½
Electroline	0 15½	0 14½
Castor Oil, per lb.	0 45	0 25
Black Oil (Summer)	0 14½	0 12½
Black Oil (Winter)	0 12½	0 13½
Cylinder Green	0 35	0 35
Paraffine	0 24	0 22
XXX Machine	0 25½	0 21

OLD MATERIALS

Tea lead, 5½c. lb.
Lead, heavy, pipe, etc., 6½c.
Brass, heavy, 15½c lb.
Brass, light, 11½c lb.
Zinc, heavy, 7½c lb.
Copper, heavy, 20c lb.
Old cast iron, $14.75 per ton.
Wrought iron, No. 1, $18.75 ton.
Wrought iron, No. 2, $11 ton.
Stove plate, $11 ton.

Rubbers, such as old rubber boots and shoes, according to trim, 7c to 8c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4½c; bicycle tires, 2½c.

PACKING

	Per lb.
Fine jute	0 11½
Coarse jute	0 09½
Square braided hemp	0 25
No. 1 Italian	0 30
No. 2 Italian	0 23

PAPER

	Per 400 ft. roll
Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	0 60
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2 roll	0 70
Surprise Fibre	0 64
Tarred Felt, per 100 lbs.	3 25
Asbestos Sheeting, (per 100 lbs.)	4 00-4 75
Carpet Felt, 16 oz. per 100 lbs.	4 00
Carpet Felt, 20 oz., per 100 lbs.	4 00

F.O.B. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PARERS

Gen. Hudson, per doz.	$7 75
Little Star, per doz.	6 50

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.		5 50
6 to 7 lbs., doz.		5 95
7 lbs., doz.		6 75
7 to 8 lbs., doz.		6 25
8 lbs., doz.	7 00	6 50

PINS, COTTER

Cotter pins, 85 and 10% discount.

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	$0 85
5 gross, 4½-in. (loose)	0 90
5 gross, 5-in. (loose)	1 00

PIPE, STANDARD WROUGHT

Buttweld.

	Per 100 feet Black	Galv.
⅛ in.	$ 3 50	$ 5 00
¼ and ⅜ in.	3 24	5 37
½ in.	4 17	5 74
¾ in.	5 06	7 19
1 in.	7 48	10 63
1¼ in.	10 12	14 38
1½ in.	12 10	17 19
2 in.	16 28	23 13
2½ in.	25 74	36 56
3 in.	33 66	47 81
3½ in.	42 32	59 34
4 in.	50 14	70 31

Lapweld.

2 in.	18 87	25 35
2½ in.	28 08	38 32
3 in.	36 72	50 11
3½ in.	46 00	63 02
4 in.	54 50	74 67
4½ in.	63 50	87 00
5 in.	74 00	101 40
6 in.	96 00	121 50
7 in.	128 50	172 60
8 in. L.	135 00	181 30
8 in.	155 50	208 80
9 in.	186 30	250 10
10 in. L.	172 80	232 00
10 in.	222 50	298 70

Prices Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 70%.
4½" and larger, 65%.
4" and under, running thread, 50%.
Standard couplings, 4" and under, 55%.
4½" and larger, 35%.
Terms 2% 30 days. Approved credit.

PIPE (CONDUCTOR)

	Plain	List
2 in., in 10-ft. lengths, list		8 00
3 in., in 10-ft. lengths, list		9 70
4 in., in 10-ft. lengths, list		12 80
5 in., in 10-ft. lengths, list		17 50
6 in., in 10-ft. lengths, list		21 30

Above subject to 45% trade discount. No cash discount allowed.

PIPE (SOIL)

Medium and extra heavy pipe up to and including 6", 60% off; 8" soil pipe, 45% off; 4" medium soil pipe, S.H., 23 4-5c ft.; medium and extra heavy fittings up to and including 6", 65% off.

PIPE (STOVE)

Prices per 100 lengths:

Common,	3"	$ 8 72
	4"	10 19
	5"	10 19
	6"	10 19
	7"	11 28
Bright,	3"	10 19
	4"	12 37
	5"	12 75
	6"	12 75
	7"	13 46
Light elbows,	6", doz.	1 45
	7", doz.	1 60

PITCH

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

POLISH

O-Cedar, 4-oz. bottles	$ 2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1 gal. cans	24 00

PUMPS

B.T. Pump, No. 1, net	$ 3 96
B.T. Pump, No. 2, net	4 80
B.T. Pump, No. 3, net	7 20
B.T. Pump, No. 4, net	9 00
B.T. Pump, No. 5, net	9 60
B.T. Pump, No. 6, net	10 80
B.T. Pump, No. 7, net	15 00

RIVETS AND BURRS

Iron rivets, blacked and tinned, 35%. Iron Burrs, 35%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb.

lb. Coppered Rivets, net extras, 3c per lb.

ROOFING

	Per square
Samson, 1-ply, roll	1 60
Samson, 2-ply, roll	2 15
Samson, 3-ply, roll	2 65
Pluvius, 1-ply	1 35
Pluvius, 2-ply	1 80
Comet, 1-ply	1 10
R. S. Special, 1-ply	1 05
R. S. Special, 2-ply	1 30
R. S. Special, 3-ply	1 60
Amazon, 1 ply	2 00
Amazon, 2 ply	2 50
Amazon, 3 ply	3 00
Everlastic, 1 ply	1 55
Everlastic, 2 ply	1 80
Everlastic, 3 ply	2 05
Liquid roofing cement, per gal., in barrels	0 22
5 and 10 gal. lots, per gal.	0 24
Coal Tar, bbl.	4 50

Roofing Pitch, 85c per 100 lbs.
F.o.b. Toronto, London, Montreal.

ROPE

	Lb.
Pure Manila basis	22½
British Manila basis	18
New Zealand hemp basis	18
Sisal basis	16
Single lath yarn basis	16

Above quotations are basis prices 1⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia.., 2c above basis.

Double lath yarn	16½
Yacht marline	41
White polished halyards	23
Hemp, deep sea line basis	31
Hemp, tarred ratline basis	27
Hemp, tarred bolt rope basis	29
Marline and Houseline	29
Jute rope basis	15-16
Italian rope basis	21

F. O. B. Toronto, Hamilton, London, Montreal.

SCALES

Prices on Champion scales are as follows:

Champion, 4-lb., $4.60, plus 20c for stamping; Champion 10-lb., $6, plus 30c for stamping. Champion 240-lb., $9, plus 50c for stamping. Champion 600-lb., $25, plus $1 for stamping. Champion 1200-lb., $30, plus $1 for stamping. Champion 2000-lb., $39, plus $1 for stamping. Champion 2000-lb. with drop lever, $46, plus $1 for stamping. Household, 10-lb., $4, 10c net extra for stamping; 25-lb., $5.20, 30c net extra for stamping. Discount from list on above 25%.

SCRAPERS

Fox, medium, doz.	2 25
Bull Dog, half doz.	3 50

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	77½
Wood, R. H., bright	72½
Wood, O. H., bright	72½
Wood, F. H., brass	45
Wood, R. H., brass	42½
Wood, O. H., brass	42½
Wood, F. H., bronze	37½
Wood, R. H., bronze	35
Wood, O. H., bronze	35
Square cap	35
Hexagon cap	35

F.O.B. Toronto, Hamilton, London and Montreal.

SHEETS (BLACK)

	Montreal 100 lbs.	Toronto 100 lbs.
10 gauge	5 50	5 50
12 gauge	5 75	5 75
14 gauge	5 35	5 35
16 gauge	5 40	5 40
18-20 gauge	4 05	4 05
22-24 gauge	4 10	4 10
26 gauge	4 15	4 15
28 gauge	4 25	4 25

Re Gauges of Sheets.

On account of it being practically impossible to secure galvanized sheets from England, owing to the war, American mills have decided that they will no longer roll the English gauges to meet this competition. However, they will continue to roll at 10¾ oz., which will be known as such or a 30 gauge, and will take the place of the former English 28 gauge.

SHEETS, CORRUGATED

	Per 100 sq. feet. Per 100 sq. ft. Galvanized
28 ga.	$ 5 50
26 ga.	6 00
24 ga.	8 00
22 ga.	9 50
20 ga.	11 00
18 ga.	12 50

Above prices are subject to 7½ per cent. discount to dealers.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16-20	7 15	6 65	7 15
22-24	7 25	6 95	7 25
26	7 50	7 10	7 50
28	7 75	7 40	7 75

SHEETS (PREMIER GALV'D.

Per 100 lbs. f.o.b. Hamilton and Toronto.

10¾ oz.	$6 80
U.S. 28	6 50
U.S. 26	6 20
22 and 24	6 05
18 and 20	5 90
14 and 16	5 75

Colborne Crown—16-20 gauge, $6.65; 22-24 gauge, $6.80; 26 gauge, $6.95; 28 gauge, $7.25.

Apollo Brand. Montreal Toronto

14 gauge	5 80	5 80
16 gauge	5 80	5 80
18-20 gauge	5 90	5 90
22-24 gauge	6 00	6 00
26 gauge	6 25	6 25
28 gauge	6 65	6 65
10¾ ozs.	6 95	6 95

Add 25c for less than case lots.

SHINGLES

	Per square
Standard galvanized	$6 50
Shipping weight, 90 lbs.	
Standard painted	4 50
Shipping weight, 80 lbs.	

Discount 7½%.

SIFTERS

Common, doz.	$2 00
Rocker, No. 1, each	4 60
Banner, each	2 40
Samuels, each	4 85

SKATES

Boys' Hockey, polished	0 60
Scotia	1 96
Dreadnought	2 10
MicMac	3 15
Regal	3 85
Velox	4 20
Centaur, plain	1 40
Centaur, puck stop	1 60
Dunne Round Tube	3 00
Dunne Diamond Tube	3 50
Extension Bob Skates	0 30
Star Acme Spring	0 70

STICKS (HOCKEY)

Boys' red sticks, doz.	0 70
Men's elm, doz.	1 10
Selected	2 50
High quality	3 75
Grooved handle	4 40
Special goal	5 00
Mic-Mac	4 60
Mic-Mas goal	6 00
Rex	6 50
Juvenile pucks, doz.	0 70
Regulation No. 1	1 25

MACLEAN'S MAGAZINE for DECEMBER

ON all sides you hear this—"MACLEAN'S MAGAZINE grows better all the time." There is a reason: it is that MACLEAN'S publishers are getting more and more of the best work of the best Canadian writers and artists. The cost is heavy, but it is the price of betterment. Also, MACLEAN'S policy of making a magazine of definite Canadian character is being greatly appreciated by the best class of the Canadian people. In the following condensed summary of Contents you have evidence of the character and appeal of MACLEAN'S:

Contents:

From Stephen Leacock is "Abdul Aziz Has His"—a follow-up to his "Germany From Within," one of the best things Leacock ever wrote. It tells the story of Leacock's visit, disguised as an English Governess, to the Yildiz Kiosk.

A story, "The Pride of Pauline," by Sir Gilbert Parker. A story of the Canadian North-west—a typical Parker story.

Robert W. Service's contribution is 'The Ballad of Jean Desprez" —a very stirring story of the war, with a mighty swing to it.

Two exceptionally good Christmas stories—much above the average. One is "The Blue Water Prodigal," by A. C. Allenson, a story that combines humor and sentiment with a patriotic setting. The second story is by Alan Sullivan, a story of missionary life—"The Soul of Nanook"—an admirably written thing.

H. F. Gadsby has an article dealing with the problems facing Canadian statesmen, under the heading: "Peaches and Lemons." Gadsby gives some straight-from-the-shoulder talk from a purely non-partisan standpoint.

A sketch of the Hon. W. M. Martin, the new Premier of Saskatchewan, by Norman Lambert, under the heading: "The Man Who Brings Back the Ball."

Add to the foregoing the fine Review of Reviews Department; the regular Business Outlook Article, and the Department—"Information for Investors," and you have a magazine worth fifteen cents of any Canadian's money—a magazine for a true Canadian. **Better** for a Canadian than any other magazine, no matter how or where produced.

At all News-Agents— Fifteen Cents

SPADES AND SHOVELS.

For Province of Ontario (East of but not including Port Arthur), Province of Quebec, and Maritime Provinces.

	1st Grade	2nd Grade	4th Grade
Shovels	45%	40%	20 and 7½%
Draining Tools	45%	45%	.....
Hollow Back Scoops	30 and 10%	....	20/10 and 5%
Hollow Backs, Sand Shovels and Coal Shovels	45%	....	20 and 7½%
Riveted Back Scoops	35%	35%	35%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	35%		

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	Per Dozen		
	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	16.80	.....	13.80
Sand Shovels, No. 2, black	16.00	.....	11.50
Hollow Back Shovels, No. 2, blk.	18.00	.....	10.50
Coal Shovel, No. 2, black	17.50	.....	12.00
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:
Full polished .....50c per dozen net
Half polished .....25c per dozen net

F.O.B. London, Hamilton, Toronto, Peterboro, Gananoque, Ottawa Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

Freight will be equalized on railway rates only.

SOLDERING COPPERS.

Base, per lb., 61c cents.

SOLDER, BAR

Guaranteed	0 28½
Strictly	0 26¾
Commercial	0 24¾

SOLDER, WIPING

Star extra	0 26½
Easy	0 24½
Acme	0 23¾

SPOUTS

Warner Malleable Winged Shank, per 1,000 .....$18 00

STAPLES Per cwt.

Montreal, Toronto and London

Fence staples, bright, kegs	4 40
Fence staples, galv., in kegs	5 25
Fence hooks, galv.	5 25

In 25-lb. boxes, 25c extra.

SWEEPERS, CARPET Bissell's

Boudoir	31 00
Champion Nic.	25 00
Champion Jap.	23 00
Univ. japd., cyco bearing	26 00
Univ. N.P., cyco bearing	29 00
Grand Rapid, japd., ball-bearing	28 00
Grand Rapid, N.P., ball-bearing	31 00
Princess, N.P., ball-bearing	32 00
Elite, ball-bearing	36 00
Am. Queen, N.P., bal-bear.	34 00
Parlor Queen	37 00

SWEEPERS (Vacuum)

Grand Rapids Vac, doz.	$77 00
Household Vac, doz.	63 00
Superba Vac, doz.	92 00

TACKS Discount.

Revised Hardware Tack List adopted Jan. 1, 1916. 75%
Shoe Findings List adopted Aug. 10, 1916. 75%
List of Capped Goods adopted Jan. 1, 1916. 75%

F.o.b. Toronto, Hamilton, Montreal, London.

TAPES—Lufkins

Ass skin, No. 713, 50 ft., doz.	3 60
Ass skin, No. 714, 66 ft., doz.	4 20
Linen, No. 404, 66 ft., each	1 50
Metallic, No. 603, 50 ft., ea.	1 60
Challenge steel, No. 263, 50 ft., each	3 45
Reliable Jr., No. 103, 50 ft.	3 25

TIES, COW

Open Ring, Closed Ring, 40 and 5 per cent.
3 Chain and 4 Chain, 40 and 5%.
Stall Fixture Bars, 35%.
Tie Out Chains, 70%.

TINNERS' TRIMMINGS

Discount, 27½%.
Plain, 66 2-3%.
Re-tinned, 60 and 10%.

TOOLS, HARVEST

Ordinary brands, 40%.
Samson and Sovereign, 30 and 10%.

TROUGH (EAVE)

G. G. Square bead and half round

Size in girth	Per 100 feet
8 in.	$ 6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00

Discount 45 and 2%.

TRACK

B.T. Single Rail	24c ft
B.T. Double Angle	22c ft.
B.T. Double Tee	20c ft.

Discount off above, 40%.

TRAPS (GAME) %

Victor	67½
Jump	60-5
Hawley & Norton	55
Newhouse	35

TRESTLES

6 ft., each	$1.50	14 ft., each	$4.20
8 ft., each	2.00	16 ft., each	4.80
10 ft., each	2.50	18 ft., each	5.40
12 ft., each	3.60	20 ft., each	6.00

TWINE (Binder) Per lb.

Prices Withdrawn.

TWINE (COTTON)

3-ply wrapping	42-44½
4-ply wrapping	43-48

TUBS Samson Galvanized

No. 1, doz., net	13 20
No. 2, doz., net	15 60
No. 3, doz., net	17 40

Hercules

No. 4	12 40
No. 5	13 83
No. 6	15 40

Common Galvanized

No. 0, doz.	8 33
No. 1, doz.	11 16
No. 2, doz.	12 15
No. 3, doz.	13 86

Per nest

Nests of 3—0, 1 and 2	$2 38
Nests of 3—1, 2 and 3	2 05
Nests of 4—0 1, 2, and 3	2 98

WOOD TUBS

No. 0, per doz.	11 00
No. 1, per doz.	9 50
No. 2, per doz.	8 00
No. 3, per doz.	7 00

Less 15 p.c. Ont., $20.00 lots.

VALVES %

Ground work	50
Compression work, standard	60
High grade	53
Cushion work	45
Fuller work, standard	59
High grade	52
Basin cocks, No. 0, standard	58
High grade	52
Nos. 1 and 2, standard	54
High grade	46
Bath cocks	60
Flatway stop and waste cocks, standard	58
High grade	55
Steam cocks	65
Globe, angle, and check valves, standard	35
High grade	30
Radiator valves, standard	45
High grade	35
Patent quick opening valves	65

WARE, COPPER AND NICKEL.

Copper boilers, kettles, net list.
Copper tea and coffee pots, net list.

WARE, JAPANNED

Colored, 15%; Coal hods, 10%.
Japanned ware, 15%.
Japanned ware, white, 7½%.
Japanned feed pans, 30%.

WARE, ENAMELED

Scotch grey, 65%.
White war, 60, 10%.
White decorated, 5%.
Colonial, 50, 2½%.
Premier, 35%.
Enameled street signs, on application.

WARE, GALVANIZED.

Dufferin pattern pails, list.
English pattern, list.
Galvanized washtubs, list.
Galvanized coal hods, plus 10%.
Other lines, list.

WARE, TIN, PIECED

Discount, 5%.
6, 10 & 14-qt. flaring pails, 5%.
Copper bottom tea kettles and boilers, list, plus 10%.

WARE, STAMPED. Plain 60, 10%
Retinned, 60, 5%.
Tinners' trimmings, plain, 60, 10%.
Tinners' trimmings, retinned, 60, 5%.
Tinners' trimmings, general, 20%.

WASHERS, IRON.

Full box, 25%; smaller lots, 25%, assorted. Price less 50 lbs. add 1c lb.; less 25 lbs., 2c lb.

WEATHERSTRIP

Wood and felt, 75%.
Swan Hardwood, set 75c.
Frost King, doz. $4.40.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs.	2 40
Sectional, ½ lb., per 100 lbs.	2 40
Solid, 3 to 30 lbs., per cwt.	1 80

WEIGHTS. Horse, 5c lb.

WHEELBARROWS.

Navvy, steel wheel, doz.	31 25
Garden, steel wheel, doz.	43 20
Light garden, each	2 50
Heavy garden, L-side, each	3 75
Heavy farm, solid side, ea.	3 75

WHIFFLETREES (Steel).

No. 70—F.D. & B.D.
Whiffletrees—

28", each	$0 70
34", each	0 90
36", each	1 00
No. 73—Doubletrees, 44", ea.	1 25
No. 74—Doubletrees, lumbermen's, 44", each	1 30
Neckyokes—34", each	0 81
36", each	1 20
40", each	1 29
44", each	1 35
Plow Sets—No. 79, each	2 37
No. 80, each	2 45
No. 81, each	2 50
No. 82, each	3 05
No. 72—Singletrees, 40", ea.	1 14
2-Horse Sets, Nos. 75, 76, 77, set	5 40

WIRE. Copper wire, 10%.
Brass wire, 3 to 24 gauge, add 40%; 25 to 36 gauge, add 25%.

WIRE, CUT HAY BALING.

No. 9, $4.25; No. 10, $4.25; No. 11, $4.40; No. 12 and 13, $4.50; No. 13½, $4.60; No. 14, $4.95; No. 15, $5. Plus 7½%.

F.o.b. Toronto, Hamilton and Montreal.

WIRE, STOVE PIPE.

No. 18, $5.90; No. 19, $6.40.
F.o.b. Toronto, Hamilton, Montreal, and freight equalized.

WIRE CLOTHES LINE.

No. 17, $6; No. 18, $4.55; No. 19, $4 in 1,000 feet coils, including reels, F.o.b. Hamilton, Toronto, London and Montreal.

WIRE, FINE STEEL.

Fine steel, $4.55. List of extras. In 100-lb. lots: No. 17 $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 22, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $3; Nos. 26-31, $5; Nos. 32-34, $7; Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

Montreal and Toronto, No. 13, $4.45; No. 14, $4.50; No. 15, $4.60.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, $4.45 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE CLOTH.

Black Fly Screen Cloth, $2.50 per 100 sq. ft. in 100-ft. rolls; $2.55 in 50-ft. rolls.

WIRE (FENCE)

Barb	$4 25
Nos. 6, 7, 8, plain galv.	4 75
No. 9, plain galv.	4 05
No. 10 "	4 80
No. 11 "	4 85
No. 12 "	4 20
No. 13 "	4 30
No. 14 "	5 20
No. 15 "	5 80
No. 16 "	5 90
No. 18 "	8 00
No. 9, coil spring	4 05
No. 12, coil spring	4 25

Quotations are at times made at lower figures than the general market by jobbers having large stocks to dispose of.

WIRE BALE TIES.

Single Loop—	Per cwt.
No. 12	$4 85
No. 13	4 95
No. 13½	5 00
No. 14	5 10
No. 15	5 30
No. 16	5 55

WRINGERS.

Royal Can., 11 in., doz. list.	$ 84 80
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite, 511E	105 80
Unexcelled, 1041E	129 40
Easy Work	90 50
Challenge, 2111E	94 30
Gem, 141E	91 80
Sunlight, 111	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 36
Safety	97 50
Rapid	82 80
Universal	63 00
Eureka, 10"	65 00
Eureka, 11"	71 00
Eclipse	97 70

Discount off above list 50%

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES. Regular, 65%.
Trimo, 55% off list; parts, 50 and 5%; Stillson, 57½%; parts, 55%.
Coes, 10%.

WRINGERS—MOP.

White, No. 1, each	1 50

ZINC (SHEET) Montreal Toronto

5 cwt. casks	0 25
Part cask	0 25½

MUNRO'S DRY COLORS

REDS
GREENS

Specify this brand and ensure satisfaction in every respect.

BLUES
YELLOWS

The Allan Munro Color Co., Ltd., Montreal

MOORE'S



HOUSE COLORS

Big Profit plus sure satisfaction

Every sale of Moore's house colors pays you well in profit, and the service of our product makes users come back again and again for more.

Get the Agency—stock up with Moore's house colors because the sale is sure and quick.

We'll be pleased to give you full details of our proposition. Drop us a card for them now.

Write for our Agency proposition.

BENJAMIN MOORE & CO.
Limited
WEST TORONTO, CANADA

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors—2½ lb. packages, $6.80 per 100 lbs.; 5 lb. packages, $6.60 per 100 lbs.; White, 5-lb., $6; 2½-lb., $6.20 per 100 lbs.

BEESWAX

Small quantities, per lb...	0 50
Larger quantities, per lb..	0 45

BLUE STONE

	Montreal	Toronto
Per lb.	0 14	0 16

London, 20.

BRONZING LIQUID

Bronzing liquid, No. 1	$1 20
Banana oil, gal.	3 75

BRUSHES

Weighted, 15 lbs., doz.	$16 13
Weighted, 20 lbs., doz.	18 50

COATING

Cement Coating $2 55	2 40

COLORS (DRY) Per lb.

Raw Umber, 100 lb. keg..	5–12c
Burnt Umber, 100 lbs.....	5–12c
Raw Sienne, 100 lb. kegs..	5–12c
Burnt Sienna, 100 lb. kegs	5–12c
Imp. green, 100 lb. kegs...	0 22
Chrome green, pure	0 35
Chrome yellow	0 31
Brunswick green, 100 lb. k.	0 12
Indian red, 100 lb. kegs..	0 12
Indian red, No. 1, 100 lb. k.	0 05
Venetian red, best bright.	0 04
Venetian red, No. 1	0 02
Drop black, pure dry	0 25
Golden ochre, 100 lb. kegs	0 06
White ochre, 100 lb. kegs.	0 03
White ochre, barrels	0 02½
Yellow ochre, barrels	0 02¾
Spruce ochre, 100 lb. kegs	0 03½
Canadian red oxide, bbls.	0 01½
Super magnetic red	0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure	0 13
Indian red	0 18
Chrome yellow, pure 30–35	
Golden ochre, pure	0 18
French spruce ochre, pure	0 15
Chrome green, pure 15–22	
French permanent green, pure	0 20
Signwriters' black, pure..	0 24
Marine black, 25-lb. Irons	0 07
Lampblack	0 21

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins ..	
Alba-Gloss enamel	4 50
Anchor Floorlustre	2 10
O.P.W. Sunshine White ..	4 10
Old Dutch Enamel	4 00
Jas-per-lac floor enamel ..	1 90
Jas-per-lac art enamel	3 10
Martin's Enamel	4 25
Mooramel	4 35

FILLER Gal.

Luxeberry Enamel $5	00
Screen Enamel, BB.	1 65

FORMALDEHYDE Per bbl.

Demi-johns, 50 lbs.	0 15½

$1.10 for demi-jchn extra.

GLUE Per lb.

French medal	0 20
English common sheet	
English prima	0 25
White pigsfoot	0 23¾
Perfection amber, ground, No. 1230	0 20
Cake, bone, 112-lb. bags..	0 12
Hide, 112 lb. bags	0 35
Gelatine, 112 lb. bags	0 45
Ground glues, 112 lb. bags—	
No. 1	0 20
Extra	0 18
Dreadnought, lb.	0 14½

GLASS

	Single Thick	Double Thick
(Under 25)	$7 80	$11 90
26 to 34	8 15	12 85
25 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84		22 75
85 to 90		24 35
91 to 94		25 00
95 to 100		29 00
101 to 105.....		32 00
106 to 110.....		37 00

Toronto, London and Hamilton:—Single or Double Thick—20% off above; 50 cases or over, open, cut lights, 50 and 5%.

Montreal:—Single or Double Thick, 15 and 5%; 50 cases and over open.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamilton and London, city price, 20% off; country discount, 20 and 5% off.

F.O.B. warehouse on orders up to $75 gross list value. Orders over $75 delivered free.

London and Hamilton prices same as Toronto.

GLAZIERS' POINTS

Zinc coated, 18c per lb.
Zinc, pure, prices withdrawn.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor Pure $13 80		$13 95
Green Seal	13 80	13 95
Tiger Pure	13 80	12 95
Ramsays Pure	13 80	13 95
Moores Pure	13 80	13 95
O.P.W. Dec. Pure.	13 80	13 95
Red Seal	13 80	13 95
Decorator's Pure .	13 80	13 95
O.P.W. English ..	14 05	14 20
Elephant Genuine.	14 05	14 20
Stephens Dec. Pure. Wpg.		14 85
Stephens Painters' Perfect, Wpg.		13 35

B.B. Genuine Lead, less than tons, $15.65 Toronto; $15.50 Montreal. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt..	13 50	13 50
Genuine, 100-pound kegs, per cwt..	13 87½	13 87½
Less quantity		0 13

LEAD, ARSENATE OF

Per 100 lbs.	Dry	Paste
1-lb. bottles $35 00		$21 00
2-lb. bottles		18 00
5-lb. bottles 31 00		14 00
10-lb. bottles 29 00		....
25-lb. irons 25 50		13 00
50-lb irons		12 50
100-lb. irons 24 00		11 75
200-lb irons		11 60
Barrels		11 00

F.o.b. Toronto, Montreal and Hamilton.

MURESCO

Tints in 5 lb. packages, per 100 lbs., $6. White in 5 lb. pkgs., per 100 lbs., $5.40.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED.

Price per gallon in quarts.

B.H. English white $2	85
B.H. English, colors	2 60
Fresco Tone white	2 70
Fresco Tone colors	2 50
Moore's Egypt., all colors	1 90
C.P.C. Pure, white	2 75
C.P.C. Pure, colors	2 35
O.P.W. Can. Brand, white	2 60
O.P.W. Can. Brand, colors	2 40
O.P.W. Can. Brand, floor.	2 00
O.P.W. Flat Wall, white..	2 60
O.P.W. Flat Wall, colors..	2 40
Ramsay's Pure, white....	2 65
Ramsay's Pure, colors	2 40
Martin-Senour 100% white	2 85
Martin-Senour 100% colors	2 60
Senour's Floor Paint	2 30
Senour's Porch Paint	2 60
Senour's New-Tone, white	2 60
Senour's Neu-Tone, colors.	2 50
Sherwin-Williams, white..	2 85
Sherwin-Williams, colors..	2 60
Flat Tone, white	2 70
Flat Tone, colors	2 50
Minerva, white	2.65
Minerva, colors	2 45
Stephens House (Wpg.)....	2 65
Stephens Floor (Wpg.)....	2 35
Silkstone (Wpg.).....	2 50

PARIS GREEN

	Munro's	C.P. Co.	Bergers
600-lb. bbls.	42¾	38¾	39½
250-lb. kegs	43	39	39¾
100-lb. drums ...	44	40	40¾
50-lb. drums	44	40	40¾
25-lb. drums	44¼	40¼	41
1-lb. 100s, pkgs..	46¼	42¼	43
½-lb. 100s	48¾	44¼	45
1-lb. 100s, tins ..	47¼	43¾	46

Prices f.o.b. Toronto, Hamilton London and Montreal.

PARIS, PLASTER

Per bbl. $2.25-2.50

PRIMER

Luxeberry Primer	2 25

PASTE WOOD FILLER

	Pound
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
½ barrels	0 06½
Barrels	0 06

PUTTY

	Standard Montreal	Toronto
Bulk, in casks ...	2 70	2 80
Bulk, 100-lb drums	2 90	3 00
Bulk, 25-lb. drums.	3 00	3 10
Bladders, in bbls..	3 30	3 40

Pure Putty, 70c cwt. advance. London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal., $2.55.
Pure Orange, gal., $2.40.

Gum, 34c lb.: finest orange, 42c lb.; finest white, 46c lb.

TAR (PINE TAR)

Half pint tins, per doz.	0 65
Pint tins, per doz.	1 10

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	2 10
Cumoff	2 10
Dreadnought, gal	2 75
O.P.W. Presto	2 25
Lingerwett	2 65

TURPENTINE

	Montreal	Toronto

See weekly report for prices.

SLATING Gal

Liquid Slating, B.B.....$3	00

STAINS Gal.

Oil and Spirit, Berry Bros.	$2 73
Water Stains, Berry Bros..	1 05
Berrycraft, stain finish	2 80
Creo-lac	0 85
C.P. Oil Stans	1 98
Sun Varnish Stains	2 20

VARNISHES Per gal cans

Brandram-Henderson, Ltd., "Gold Medal"	1 90
Copaline Varnish	2 50
C. P. Co.'s Sun Varnish	2 50
Dependon Light Hard Oil Finish	1 70
Dulgloss	3 00
Elastic Interior	1 40
Elastic Exterior	1 55
Elastic Excello	2 00
Everlastic (Floor)	2 55
Elastilite	2 25
"Flint-Lac" coach	1 30
Flattine Floor Finish	3 00
Gold sized Japan	2 00
House painter's White Jap..	1 95
Jas-per-ite exterior finishing	2 25
Jas-per-ite pale hard oil ...	1 60
Jas-per-ite floor finish	2 25
Kopi	2 30
Kyanize cabinet rubbing..	3 50
Kyanize spar	4 75
Liquid granite 2	80
Luxeberry light	2 60
Luxeberry spar	4 10
Luxeberry exterior	4 50
Marble-ite	2 30
Mar-Not	2 70
Martin-Senour finest interior	2 60
Martin-Senour Wood-Var...	2 30
Maritime spar varnish	4 00
No. 1 Furniture Varnish ..	1 25
Sherwin-Williams "Kopal" Varnish	2 75
Stove-Pipe Varnish, ½ pints, gross	9 00
Sun Waterproof Floor Finish	2 75
Sun-Spar Varnish	4 00
Stephens Luminette	2 20
Stephens Exalite	3 00

WATER PAINTS

Opalite, 200 lb. bbls.	0 12
Opalite, 100 lb. kegs	0 12½
1 gal. package, per pkg...	0 65
½ gal. package, per pkg..	0 35
Coralite, 5-lb. pkgs	0 04½

WASTE (POLISHING)

Cream	0 18

WASTE, WHITE WIPING

XXX Extra	0 17
X Grand	0 16
XLCR	0 15
X Empire	0 14
X Press	0 13

WASTE, COLORING WIPING

Fancy	0 12½
Lion	0 11¼
Standard	0 10
Popular	0 09
Keen	0 08

WASTE, WOOL PACKING

Arrow	20
Axle	16
Anvil	12
Anchor	10

WIPERS, WASHED COTTON

Select White	12
Mixed Colored	9
Dark Colored	8

This line subject to trade discount for quantity.

WAX .. ..Per lb.

C. P. Floor Wax	0 30
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 37
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	41–44c
Johnsons	41–44c
Gold Medal	0 30

WHITING

Paris white	1 90
Plain, in bbls.	1 75
Gilders, bolted, in bbls.	1 85

Per 100 lbs.

WOOL ALCOHOL Per gal.

In gallons	1 25
Barrels	0 87

$4 extra for barrels.

The Acid Test—

Literally speaking, UNIVERNISH will stand the acid test. Ammonia won't hurt it—boiling water fails to leave a mark—UNIVERNISH is the one varnish for all uses.

It's good on floors, tables, desks, chairs, pianos, all interior and exterior work. It dries hard and won't scratch, takes a high polish and wears like iron. It's splendid for automobiles and carriages and many motor boat owners swear by it. It will never turn white under any circumstances.

It comes in all standard sized cans. Let us send you handsome counter display case containing 12 quarter pint cans to retail at 25c each.

Made only by

The Dougall Varnish Co., Limited, Montreal

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION
Powder, per keg, $11.00.
Shot, soft, per cwt., $15.25; chilled, $16.75; buckshot, $16.05; ball, $16.45.

ANVILS
Peter Wright, 80 lbs. and up, 14½c per lb.; clip horn, 15½c.
Norris, 41 to 56 lbs., 15c; 57 to 70 lbs., 13½c; 71 to 83 lbs., 12½c; 84 lbs. and over, 12c.

AXES
H. B., 1 lb., $7 per doz.; 1⅝ lbs., $7.40; 2 lbs., $7.75; 2¼ lbs., $8.50; 2¾ lbs., $8.75; 3, 3½ and 4 lbs., $9.50; H. B. Handled Axes, 2 lb., $10; 26 lb., $10.75; 3 lb., 3½ lb. and 4 lb., $11; Black Prince Axes, unhandled, $9.00; Black Prince Axes, handled, $11.50; lb. and 4 lb., $11.75; Black Prince Bench axes, 35 p.c.; broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lb., $30.80.

BARS, CROW. $5.50 per 100 lbs.

BAR IRON
Bar iron, $3.50; Swedish iron, $5; sleigh shoe, steel, $3.50; spring steel, $4; machinery steel, $4.50; tool steel, Black Diamond, 100 lbs., $10.25.

BELTING
Rubber, 6 in. and under, 50 and 10%; over 6 in., 50%.
Agricultural leather belting, 66 2-3 p.c. off list.
Standard, 50 and 5 p.c. off list.
The "double" list is just twice the price of "single."

BELT LACING
In sides, tanned, $1.20 per lb.; cut, $1.35 per lb.; rawhide, sides, $1.15; cut, $1.50.

Blue Stone (Vitrol) 12½c lb.

BOLTS
Carriage, ⅜ and smaller, 30%; 7-16 and larger, 15%; machine, ⅜ and under, 30%; 7-16 and over, 20%; machine set screws, 55%; plough bolts, 20%; nuts, small lots, 1¼c advance over list; case lots, ¼c advance over list; stove bolts, 50%; shaft bolts, 20%; tire bolts, 30%; sleigh shoe bolts to ⅜, 20%; 7-16 and up, 15%.

BORAX. Borax, per lb., 12c.

BUILDING PAPER
Tarred, 85c to $1.45 per roll, cording to quality; plain, 55c to to $1.25.

CHAIN
Coil, 3-16 in., $10.75; ¼, $8; 5-16, $7.10; ⅜, $6.25; 7-16, $6; ½, $5.75; 9-16, $5.75; ⅝, $5.65; ¾, $5.50; Logging, 5-16, 7½c; ⅜, 6½c; tie out, 70%.

CHURNS
Barrel, No. 0, $5.60; No. 1, $5.60; No. 2, $6.25; No. 3, $6.90; No. 4, $8.15 each

CLEVISES, MALL. 8½c per lb.

CLIPPERS
Stewart's 25 p.c. off Canadian list.

COPPER
Sheet and planished copper, 60c per lb. Tinned, 47c; Braziers' soft copper, 10-24 ft., 26c; 27½c.
Soldering irons, 60c base.

DRILLS
Bit stock, 45 p.c.; Blacksmith, ½ in. round shank, 40 p.c.

EAVETROUGH
Eavetrough, 8 in., per 100 ft., $3.70; 10 in., $4.50; 12 in., $5.50.
Conductor pipe, 2 in., per 100 ft., $4.50; 3 in., $5.25; 4 in., $6.50.

ENAMELWARE
Canada, 33 1-3; Imperial, 50, 2½; Premier, 33 1-3; Colonial, 50, 2½; white, 60, 7½; diamond, 33 1-3; pearl, 50, 2½ per cent.

FORMALDEHYDE
400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE.
10% advance on net list, except heavy tubs and heavy pails, which are net list.

GLASS, WINDOW Single Double

Up to 25 in.	7 25	11 00
26 to 40	8 25	12 75
41 to 50	10 75	14 25
51 to 60	11 25	15 00
61 to 70	12 25	16 00

GLASS (Plate)
30 p.c. off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HINGES
Light T and strap, 30 p.c.
Corrugated Strap Hinges — 4, $1.05; 5, $1.45; 6, $2; 8, $3.20; 10, $4.75; 12, $7.20.
Corrugated Tee Hinges — 4, $1.25; 5, $1.90; 6, $2.35; 8, $4.15; 10, $5.90; 12, $8.35.

HORSESHOES
Iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel, No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

JACKSCREWS
55 per cent. off list.

IRON BAND.
1½ in., $4.05; 1¼, $4.05; 1 in., $4.15.

IRON GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	7 50
28 Am. or 26 Eng.	7 30
26 Am. or 26 spec.	6 90
24	6 70
22	6 70
18 and 20	6 50
16 Am.	6 50

IRONS, SAD
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.

Mrs. Pott's No. 55, set	0 95
Mrs. Potts No. 50 set	1 00

Mrs. Pott's common sad iron handles, 85c dozen. Mrs. Pott's improved, $1.10. a dozen.

LAMP CHIMNEYS
A, per case 8 doz., $4.80; per doz., 65c; B, per case 6 doz., $4.50; per doz., 85c.

LANTERNS

No. 2, plain	8 25
No. 20, X-ray	12 00
No. 22, Dash-board	10 75
Short Globe, doz.	8 25

LEAD PIPE, $13.40.

LEAD WASTE, $14.40.

LINSEED OIL
See weekly report on paints, etc.

MATTOCKS
Pick, $6.75; cutter, $6.75.

NAILS
Wire, f.o.b. Fort William, $4.15 base; Winnipeg, $4.60 base. Cut, f.o.b., Winnipeg, $4.40.

NAILS, HORSE
Capewell, 10 per cent off list.

NETTING. Poultry, 37½%.
Banner Netting, 24 in., $3.50; 36 in., $4.50; 48 in., $5.25; 60 in., $6.25; 72 in., $7.

NUTS
Square, small lots, 1¼c advance over list; case lots, ¼c advance over list; Hexagon, small lots, 1¼c advance over list; case lots, ¼c advance over list.

OIL CANS

	Tin	Galvanized
½ gal., dome top	$2 73	$....
1 gal., dome top	3 35	4 25
2 gal., dome top	5 17	6 75
5 gal., dome top	8 24	14 85

OILS
"Buffolite," 20c; Ideal Thresher 35c; "B" Castor machine oil, 30c; Buffalo Engine gasoline, 31c; Buffalo "A" gas engine oil, 45c; Royal gasoline, 32c; Family Safety coal oil, 19½c; "Engoline" engine coal oil, 15*c; Summer Black oil, 19c; Kelso engine oil, 45c; Silver Star oil, 16*c; Royalite oil, 17c; Standard gas engine oil, 42c; Prairie Harvester oil, 40c.

DRY COLORS
Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c; less than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $14; 15 lb. for less.

PICKS, Clay, 6-7, $6.25 per dozen.

IRON PIPE

Per 100 Ft	Black	Galv.
¼ inch	$ 3 87	$ 6 30
⅜ inch	3 96	6 39
½ inch	5 09	6 89
¾ inch	6 21	8 60
1 inch	9 14	12 74
1¼ inch	12 23	17 19
1½ inch	14 76	20 57
2 inch	19 90	27 68
2½ inch	31 42	43 74
3 inch	41 04	57 15
3½ inch	49 41	.....
4 inch	58 50	.....
4½ inch	77 68	.....
5 inch	90 54	.....
6 inch	117 33	.....

PLASTER, Paris, per bbl., $3.75.

PARIS GREEN
In 1-lb. pkgs., full cases, 44c lb.; less, 44c lb. In ½-lb. pkgs., full cases, 46c lb; less, 46½c lb.

PLATES, CANADA
18 x 21 per box, half polish, $5.75; full polished, $7.25; 18 x 24, half polished, $5.75, full polished, $7.25; 20 x 28, half polished, $6, full polished, $7.50.

PLOW SHARES.....10c per lb.

POINTS
Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. irons	3 50
25-lb. irons, per cwt.	3 80
1½-lb. tins	0 07

RIVETS AND BURRS
Iron rivets, 30 per cent; copper, No. 7, 66c lb.; No. 8, 66c; No. 9, 67c; No. 10, 71c; No. 12, 75c.
Five-lb. assorted boxes, No. 8 gauge, 74c lb.; No. 10 gauge, 79c lb.
Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 68c; No. 10, 71c; No. 12, 76c.

ROPE
Sisal, 17c base; pure Manila, 24c base; British Manila, 19c base; lath yarn, 17c base; African hemp, 19c base; cotton rope, ¼ and over, 37c.
Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell.) 20 per cent. off.

SAWS, BUCK
Happy Medium and Watch Spring, $5; Lance Tooth or Lightning Blades, $5.25; New Century, $7.25.

SCREWS
Bright iron round head, 62½ p. c.; flat head, 67½ p.c.; round head, brass, 30 p.c.; flat head, brass, 32½ p.c.; coach, 40 p.c.

STEEL SHEETS, BLACK

10 gauge	5 75
12 gauge	5 60
14 gauge	5 50
16 gauge	5 60
18-20 gauge	5 00
26 gauge	5 15
28 gauge	5 25

SHOVELS AND SPADES
Shovels—Fox and Ollis, D.H., Sqr. Pt., $9.40 per doz.; D.H., Rd. Pt., $9.40; L.H., Sqr. Pt., $9.40; D.H., Rd. Pt., $9.40; Bulldog and Jones, D.H., Rd. Pt., $10.95; D.H., Sqr. Pt., $10.95; L.H., Rd. Pt., $10.95; L.H., Sqr. Pt., $10.95; Black Cat and Crescent Scoops—No 4, $10.15 per dozen; No. 6, $10.80; No. 8, $11.50; No. 10, $12.20. Moose and Jones Scoops—No. 4, $11.20; No. 6, $11.85; No. 8, $12.50; No. 10, $13.05 per dozen.

SOLDER Per pound, 30 to 31c.

SPIKES
Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES
Bright wire, per cwt., $4.25 at Fort William, $4.65 Winnipeg; galvanized staples, $5.05 Fort William, $5.45 Winnipeg.

STEEL
Sleighshoe, $3.50 base per cwt.; plow, common, $5.50; crucible plow, $6.60; angle, $4; harrow, $3.25 base; east, octagon tool steel, 10¼c base; square tool, 11¼c base; spring, $4; machine, $4.50 base; tire, $4.

STEEL HOOPS
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES
40 per cent. off list.

TACKS. Carpet, 70-10% off list.
TIES. Cow, 40 per cent.

TIN AND TIN PLATE

20 x 28 I.C.	$17 00
20 x 28 I.X.	18 50
20 x 33 I.C.	19 50
20 x 33 I.X.	21 50
Terne plates	14 00

TURPENTINE
See weekly paint report.

VISES
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $7.50 each; over 45 lbs., 18c lb.

WASHERS
Iron, small lots, 25 p.c. + 75c; full boxes, iron, 30 p.c. + 75c.

WHITE LEAD
Decorators' pure, ton lots, $14.55; less than ton lots, $14.85.

WIRE, BARB
Lyman, 4-point, $3.60 f.o.b. Ft. William, $3.90 Winnipeg; Glidden Cattle, 2 pt., $3.45 Ft. William, $3.75 Winnipeg; Baker 2 pt., $3.40 Ft. William, $3.70 Winnipeg; Winnipeg, $2.95; plain twist, cwt., Ft. William, $3.90; Winnipeg, $4.30; plain galvanized, Ft. William, No. 9, $4.25; No. 12, $4.50; Winnipeg, No. 9, $4.65; No. 12, $4.90; coil spring, Ft. William, No. 9, $4.05; No. 12, $4; Winnipeg, No. 9, $4.35; No. 12, $4.30.
Patented screen in 100-ft. rolls, $2.50 per hundred sq. ft.; in 50-ft. rolls, $2.60 per 100 sq. ft.

WIRE, PLAIN
Bale ties, 14 gauge, single loop, $5.70 Winnipeg; $5.20 Fort William.
Brass snare wire, per lb., 80c.

WIRE, ANNEALED.
No. 9, $4.75; 10, $4.80; 12, $4.95; 14, $5.10; 15, $5.25; 16, $5.40 per 100 lbs.

WRINGERS
Royal Canadian, $43.40 per doz.; Eze, $46.90 per doz.; Bicycle, $51.65 per doz.; Ajax, $8.75 each.

Quick Service on Your Orders

We can make Immediate Shipment on large or small orders for:

BARS	TEES	RAILS
ANGLES	TURNBUCKLES	RIVETS
SPIKES	PLATES	NUTS
SHEETS	BOLTS	TUBES

Advantages of dealing with us—

Our stock is a complete range, enabling us in most cases to ship your order the same day as received. We will arrange, wherever possible, to include your order with carload lots, thus giving you the advantage of lower freight rates.

We follow each order through to its destination by our own tracing department.

The advantage of being able to secure your material in exactly the size you want saves you paying freight on waste; also the time and labor otherwise required for alterations.

Give this Service a Trial.

Let us have a copy of the first enquiry you may be sending out to the trade. We can offer you both price and service equal to, or better than, that which can be obtained elsewhere.

Send for our monthly stock list.

Manitoba Bridge & Iron Works,
WINNIPEG MANITOBA LIMITED

FALL NEEDS ARE URGENT

Galvanized Sheets, Black Sheets, Canada Plate, Tin Plate and Solder

Wanted now, are needed in a hurry

Our stock is in good shape, well assorted in a variety of sizes and gauges. It will help you give your customers quick service at a time when material is hard to get.

We can also give you quality and service in "Max" Brand Corrugated Sheets, Winnipeg Shingles, Metal Sidings, Metal Ceiling, Eavestrough, Conductor Pipe, Stock Water Troughs, Trough Heaters, etc., etc.

Send your order to us. We will get them on the way to you quickly.

See our November stock list.

WINNIPEG CEILING & ROOFING CO., Limited

P.O. Box 3006 **WINNIPEG, MAN.**



NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.
Manufacturers of
FERRONA PIG IRON
and SIEMENS-MARTIN
OPEN HEARTH STEEL



There is nothing else to take their place. They are as necessary in the home as a hammer, nails or screw driver.

MENDETS
A PATENT PATCH

mend granite ware, cooking utensils, boilers, kettles, pails, milk pans. A child can apply them. Order from any one of the following or from us.

The following wholesale hardware merchants sell Mendets:—Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; The Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; The Marshall Wells Alberta Co., Ltd., Edmonton; Walter Woods & Co., Winnipeg, Man.; The Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Ltd., Guelph, Ont.; Emmerson & Fisher, Limited, St. John, N.B.; R. Chesnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto; L. H. Hebert & Co., Montreal.

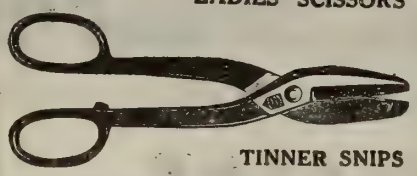
Collette Mfg Co.,
COLLINGWOOD, ONT.

SEYMOUR SHEARS
have been the Standard for over eighty years

TAILOR SHEARS
TRIMMERS
BANKER SHEARS



BARBER SHEARS
LADIES' SCISSORS



TINNER SNIPS

Catalog illustrating full line of Seymour Shears gladly sent on request.

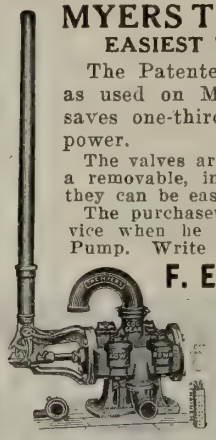
Selling Agents, WIEBUSCH & HILGER Limited, New York
A. MacFARLANE & CO., Montreal
Canadian Agents.

MYERS TANK PUMP
EASIEST TO OPERATE

The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

The purchaser buys the most service when he buys a Myers Tank Pump. Write for booklet.



F. E. Myers & Bro.
Ashland, Ohio.
J. H. Ashdown, Hdwe. Co., Ltd., Winnipeg, Calgary & Branches.
Lewis Bros., Ltd., Montreal, Distributors of Myers Pumps.



OAKEY'S
The original and only Genuine Preparation for cleaning Cutlery
'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS Limited
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England



If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Hardware and Metal, and let it assist you in filling your needs.

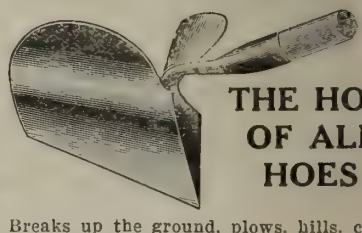
TURPENTINE
Distilled from Pure White Gum

We import in Tank Cars and New White Oak Barrels.

Special prices to the Trade and Manufacturers when taken direct from car.

Get Our Quotations.

Toronto Agents for the Western Rosin & Turpentine Co., Detroit:
Colonial Varnish & Color Co.
20 Francis Street - - Toronto



THE HOE OF ALL HOES

Breaks up the ground, plows, hills, cuts weeds and cultivates the soil and does the work in half the time, and better, easier and more satisfactorily.

Manufactured by
SCHOENER MFG. COMPANY
St. Cloud, Minn.
Western Canadian Distributors:
Merrick-Anderson Co., Winnipeg, Man.

If interested, tear out this page and keep with letters to be answered.

Condensed or "Want" Advertisements

There is always someone, somewhere, who is looking for just such a proposition as you have to offer—and it is more than likely that he is a hardwareman and a subscriber to HARDWARE AND METAL. Let an advertisement on this page bring you together.

RATES (payable in advance): 2 cents per word first insertion, 1c per word subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word.

SITUATIONS VACANT

WANTED — AN EXPERIENCED HARDware clerk. Apply, stating experience, wages expected, also give references, to Box 270, Orillia, Ont. (45)

WANTED — AN ALERT TRAVELLING salesman with hardware connections in Province of New Brunswick, to represent a large Canadian paint and varnish manufacturer. Apply to Sales Manager, P.O. Box 429, Montreal. (45)

WANTED—TWO LOCK AND HARDWARE travelling salesmen by a prominent Manufacturer. One to cover Eastern and the other Western Canada. Experience in the sales of both stock and contract builders' hardware necessary Address X. Y. Z., Box 404, Hardware and Metal. (45)

SITUATIONS WANTED

THE "CHANGING TIME" IS GETTING near. There are many firms who have vacancies on their sales or office staffs to fill during the next few months. If you want to qualify for some of these vacancies, tell your story briefly in a Condensed Advertisement, and try it out in Hardware and Metal. A twenty-five word advertisement may land you a permanent position with splendid prospects.

AGENCIES WANTED

MANUFACTURERS' AGENT IN CANADA desires Canadian rights on small article to sell through display advertising. Correspondence and catalogues solicited. Frank R. Burgess, 407 Hope Chambers, Ottawa, Canada.

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

STORE EQUIPMENT FOR SALE

YOU MUST HAVE A LOT OF OLD FIXtures around the store which are no longer of any value to you, but would prove very useful to someone else in the hardware business. Find a purchaser for this equipment through an advertisement on Hardware and Metal's Condensed Ad. Page.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using, would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

BUSINESS CHANCES

$15000 — HARDWARE — ONE OF THE best in western Ontario; splendid stand; large town; owner up in years, retiring. John New.

LET JOHN NEW, 154 BAY STREET, TOronto, sell your business. (4)

TO SELL—HARDWARE STOCK AND FIXtures in a live western Ontario town. About six thousand dollars will handle. Reasons for selling. Will gladly furnish any information desired. Apply Box 405, Hardware and Metal.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited. Room 314, Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

MR. HARDWARE DEALER—YOU CANnot recommend any ash sifter with the talking points that the Burrowes Patent Dust-Proof Rocker Ash Sifter has. What other sifter has a closed scuttle, double rims, easy rocker motion, etc.? You ought to sell this sifter because of its merit. The Burrowes Mfg. Co., 607 King St. W., Toronto. (50)

Atlas

10 Cent Fly Swatter



This swatter has an extra long handle — 10 inches. It is very neatly and securely bound with soft green felt — cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible — will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. Also it has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.
New Haven, Conn.

Answer this Question

Do you know of any firm of file makers that writes a more positive, stronger advertisement than we do?

We make

Delta Files

and we say this of them:—

They will outlast any other file made.

They will retain their cutting edge longer than any other file made.

They will cut faster than any other file made.

We say also this:

We guarantee, with a money-back offer, every file we make.

Our files **must deliver the goods**, or the loss is ours.

Then there is this:

Delta files are the **only** files of from 3 to 24 inches long made absolutely of Crucible Steel. There is a size and shape for every purpose.

We've been at this business of file-making for 50 years, and it is out of this half-a-hundred years of competition, effort, victory and experience that we are able to say the strong and positive things we do.

The point is:—Be agent in your territory for Delta Files—files you can "talk up" until your last breath and never overpraise them.



TRADE MARK DELTA

DELTA FILE WORKS

PHILADELPHIA, PA., U.S.A.

CANADIAN AGENTS:
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Starke, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax;
Merrick-Anderson Co., Winnipeg
All Leading Jobbers.

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Insertion of advertisers' names in this Classified Index is not a part of the advertising contract. It is a service we give free, and it is printed solely for the convenience of our readers.

Abrasive Wheels
Carborundum Co., Niagara Falls, N.Y.

Aluminum
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.

Aluminum Solder
British Aluminium Co., Toronto.
Canada Metal Co., Ltd., Toronto, Ont.

Aluminum Ware
The Thos. Davidson Mfg. Co., Ltd., Montreal.
Ware Mfg. Co., Oakville, Ont.

Aluminum, Alloy, Ingot, Sheet, Wire
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.

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Dominion Cartridge Co., Montreal.
Dupont Powder Co., Wilmington, Del.
Remington Arms Union Metallic Cartridge Co., Windsor.

Animal Traps
Oneida Community, Niagara Falls, Ont.

Asbestos Papers
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Fox Chain Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines, Ont.

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Bird & Son, Hamilton.

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Trimont Mfg. Co., Roxbury, Mass.

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Axles
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Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton.

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Marble Arms & Mfg. Co., Gladstone, Mich.

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Frost Steel & Wire Co., Ltd., Hamilton.
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The Stanley Works, New Britain.
The Steel Co. of Canada, Ltd., Hamilton.

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Steel Co. of Canada, Hamilton.
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Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
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R. Dillon & Sons, Oshawa.
Richards-Wilcox Co., Ltd., London, Ont.

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Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

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Kinzinger, Bruce & Co., Niagara Falls, Ont.
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Batteries and Accessories
Canada Dry Cells, Ltd., Winnipeg.
Interstate Electric Novelty Co.
Mainer Electric Co., Ltd., Winnipeg.

Belting
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber Mfg. Co., Toronto.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Bird Cages
Andrew B. Hendryx Co., New Haven.

Bicycles and Accessories
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Bits
Progressive Mfg. Co., Torrington, Conn.
Russell, Jennings Mfg. Co., St. Catharines.

Boilers, Hot Water
Clare Bros. & Co., Ltd., Preston, Ont.

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Canadian Tube & Iron Co., Ltd., Montreal.
London Bolt & Hinge Wks., London.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Northern Bolt & Screw Co., Owen Sound, Ont.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton.

Bolts, Panic
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Box Chisels
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Openers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Scrapers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.

Box Hinges and Locks
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.

Braces
Goodell-Pratt Co., Greenfield, Mass.
Miller's Falls Co., New York.
Stanley Rule & Level Co., New Britain.

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Atlas Mfg. Co., New Haven, Conn.
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Brakes, Metal Working
Brown, Boggs Co., Hamilton.
Steel Bending Brake Works, Chatham.

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Eley Bros., Ltd., London, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

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Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

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Stevens-Henner Co., Port Elgin.
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North Bros. Mfg. Co., Philadelphia.
Richards-Wilcox Canadian Co., Ltd., London, Ont.
Stanley Rule & Level Co., New New Britain.
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Canada Wire & Iron Goods Mfg. Co., Hamilton.
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Goodell-Pratt Co., Greenfield, Mass.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co.,
Richards-Wilcox Canadian Co., Ltd., London, Ont.
The Stanley Works, New Britain, Conn.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

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Bird & Son, Hamilton.
Roofers Supply Co., Ltd., Toronto.

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Pedlar People, Ltd., Oshawa.

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G. F. Stephens & Co., Winnipeg.

Burrs
Parmenter & Bulloch Co., Gananoque.
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The Steel Co. of Canada, Hamilton.

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The Stanley Works, New Britain, Conn.

Butts and Hinges
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Butts, Spring
Chicago Spring Butt Co., Chicago.

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Thos. Pink, Pembroke, Ont.

Carriage Hardware
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Wilkinson & Kompass, Hamilton, Ont.
D. Ackland & Son, Winnipeg.

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Thos. Davidson Mfg. Co., Montreal.

Carriers, Manure
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

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Gipe-Hazard Store Service Co., Toronto.

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Dominion Sheet Metal Co., Hamilton.
A. C. Leslie Co., Montreal.
Roofers Supply Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

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Bissell Carpet Sweeper Co., Grand Rapids, Mich.

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Landers, Frary & Clark, New Britain, Conn.

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Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines

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McFarlane, Douglas & Co., Ottawa.
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.

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Can. H. W. Johns-Manville Co., Ltd., Toronto.

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Landers, Frary & Clark, New Britain, Conn.

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Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia.

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Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Cummer-Dowswell, Ltd., Hamilton.

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American Shearer Mfg. Co., Nashua,
Crescent Mfg. Co., New York, N.Y.

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The Western Clock Co., La Salle, Ill.

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Wm. Cane & Sons Co., Newmarket.
Meakins & Sons, Hamilton.
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Cummer-Dowswell, Ltd., Hamilton.
McFarlane Ladder Works, Toronto.
Stratford Mfg. Co., Ltd., Stratford, Ont.

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Hamilton Cotton Co., Hamilton, Ont.

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Cummer-Dowswell, Ltd., Hamilton.

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Cummer-Dowswell Co., Hamilton.
The Maytag Co., Ltd., Winnipeg, Man.
Walter Woods & Co., Hamilton.

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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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Landers, Frary & Clark, New Britain.

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Allan Munro Color Co., Montreal.
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Sherwin-Williams Co., Ltd., Montreal.
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Marble Arms & Mfg. Co., Gladstone, Mich.

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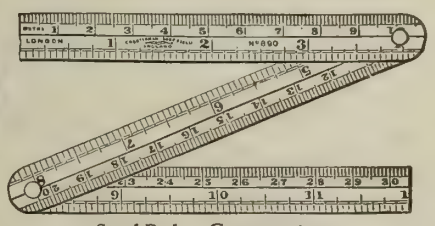
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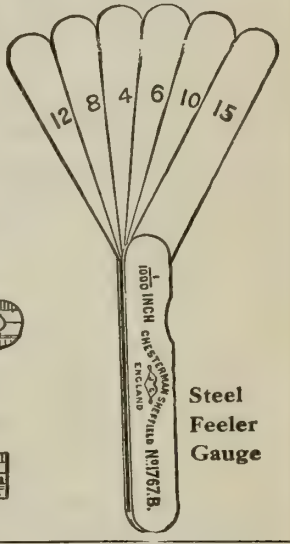
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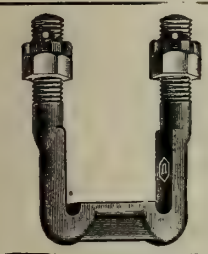
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Automobile and Carriage Hardware, Nuts, Bolts, Rivets, Horse Shoes and Horse Shoe Calks.

WE HAVE THE STOCK. WE GIVE THE SERVICE.

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D. ACKLAND and SON LTD.

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For Every Plow—For Any Soil.
Get them for 1917. Do it now.

WINNIPEG



CRESCENT SHARES

and many other good lines in our

No. 4 Catalogue

Write for a Copy

CALGARY

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If interested, tear out this page and keep with letters to be answered.

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Hamilton Cotton Co., Hamilton.
Plymouth Corage Co., North Plymouth, Mass.

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McFarlane, Douglas & Co., Ottawa.
Metallic Roofing Co., Toronto, Winnipeg.
Metal Shingle & Siding Co., Preston, Ont.
Pedlar People, Ltd., Oshawa, Ont.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

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J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain.
The Steel Co. of Canada, Limited, Hamilton.

Corrugated Iron
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Ltd., Oshawa Ont.
Roofers Supply Co., Ltd., Toronto.
Winnipeg Steel Granary & Culvert Co., Winnipeg.
Wheeler & Bain, Toronto.

Corrugated Aluminum
The British Aluminum Co., Ltd., London, Eng.

Cow Stalls and Stanchions
Bull and Calf Pens.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Cow Ties
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.

Cranes, Hand Power
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Cranes, Overhead Travelling
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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R. J. Coghlin, Montreal.

Cultivator Hoes
C. S. Norcross & Sons, Bushnell, Ill.

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Winnipeg Steel Granary & Culvert Co., Winnipeg.

Cuspidors
Thos. Davidson Mfg. Co., Montreal.

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Caverhill, Learmont & Co., Montreal.
Crookes, Jonathan, & Son.
Howland, H. S., Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Marble Arms & Mfg. Co., Gladstone, Mich.
McGlashan, Clarke Co., Ltd., Niagara Falls.
Oneida Community, Ltd., Oneida, N.Y.
Geo. Wostenholm & Son, Sheffield, Eng.

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Samuel Trees & Co., Ltd., Toronto.

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Pratt & Whitney Co., Dundas, Ont.

Door Bolts
The Stanley Works, New Britain.

Door Checks
Wm. Newman & Sons, Birmingham.

Door Hangers
Canada Steel Goods Co., Hamilton.
Myers, F. E., & Bro., Ashland, O.
Richard Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain.

Door Springs
Chicago Spring Butt Co., Chicago, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Drills
Pratt & Whitney Co., Dundas, Ont.

Draw Pulls
The Stanley Works, New Britain.

Drills, Brick and Stone
Whitman & Barnes Mfg. Co., St. Catharines.

Dry Batteries
Canada Dry Cells, Ltd., Winnipeg.
Canadian Carbon Co., Ltd., Toronto.
Interstate Electric Novelty Co., Toronto.
Northern Electric Co., Ltd., Montreal.

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Thos. Davidson Mfg. Co., Montreal.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Ltd., Oshawa, Ont.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain Co., Hamilton.
Winnipeg Ceiling & Roofing Co., Wininpeg

Elbows
Thos. Davidson Mfg. Co., Montreal.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Oshawa, Ont.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Heating Specialties
Landers, Frary & Clark, New Britain
National Electric Heating Co., Toronto.
Renfrew Electric Co., Ltd., Renfrew.

Electric Fixtures
The Barton-Netting Co., Ltd., Windsor.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Renfrew Electric Co., Ltd., Renfrew.
Tallman Brass & Metal Co., Hamilton.

Electric Irons
Landers, Frary & Clark, New Britain.
Northern Electric Co., Ltd., Montreal.
Renfrew Electric Co., Ltd., Renfrew.

Electric Specialties
Duncan Electric Co., Montreal.
Interstate Electric Co., Toronto.

Electrical Supplies
Duncan Electrical Co., Montreal.
Factory Products, Toronto.

Electric Tools
John Oakey & Sons, Ltd., London, Eng.

Emery
John Oakey & Sons, Ltd., London, Eng.

Emery Cloth
John Oakey & Sons, Ltd., London, Eng.
G. F. Stephens & Co., Winnipeg.

Emery or Corundum Wheels
The Carborundum Co., Niagara Falls, N.Y.

Emery Wheels
American Grinder Mfg. Co., Milwaukee, Wis.
John Oakey & Sons, Ltd., London, Eng.

Enamels
Berry Bros., Walkerville, Ont.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
The Ottawa Paint Works, Toronto.
Pratt & Lambert, Bridgeburg, Ont.
A. Ramsay & Son, Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Enameled Ware
Thos. Davidson Mfg. Co., Montreal.

End Cutting Nippers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Escutcheon Pins
The Parmenter & Bulloch Co., Ganonoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton.

Eveners, 3, 4 and 5 Horse
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Fanlight Gear
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Fasteners, Corrugated
J. E. Beauchamp & Co., Montreal.
Stanley Works, New Britain, Conn.

Fasteners, Storm, Sash and Screen
Stanley Works, New Britain, Conn.

Fencing, Farm, Poultry, Woven Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
Frost Steel & Wire Co., Ltd., Hamilton.
MacGregor-Banwell Fence Co., Walkerville, Ont.
The Steel Co. of Canada, Ltd., Hamilton.

Filters
Darling Bros., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.

Figured Rolled Glass
A. Ramsay & Son Co., Montreal.

Files and Rasps
Barnett Co., G. & H., Philadelphia.
Delta File Works, Philadelphia, Pa.
Henry Disston & Sons, Toronto.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal

Firearms
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.
Remington Arms U.M.C. Co., Windsor.

Fire Brick
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Fire Clay
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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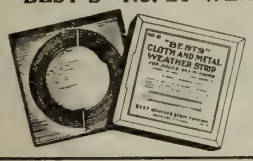
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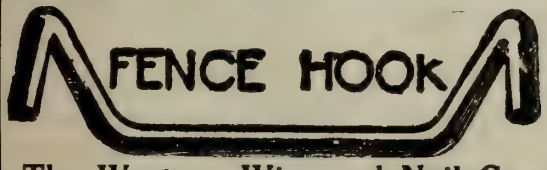
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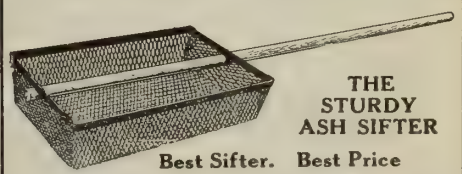
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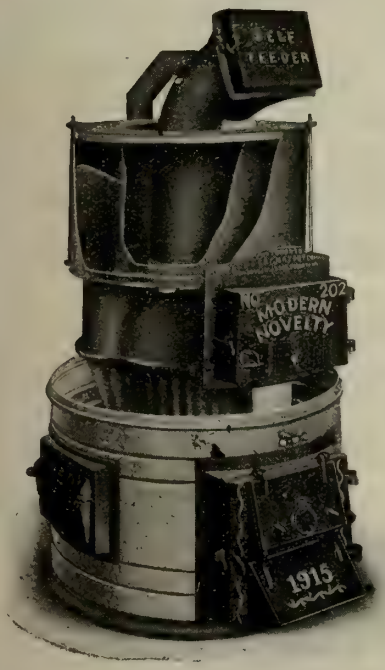
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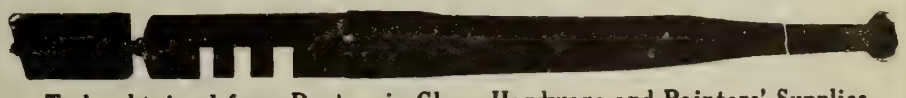
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Roofers Supply Co., Ltd., Toronto.

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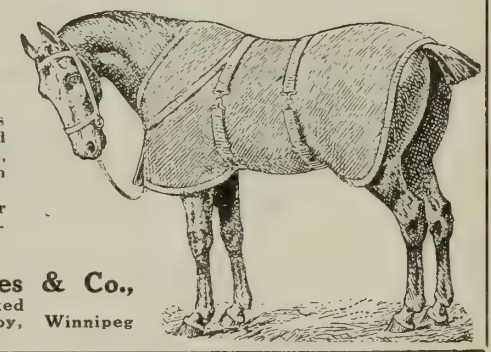
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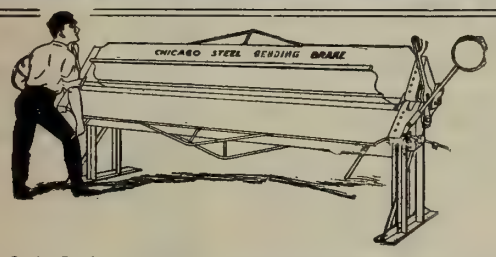
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No. 51

Get the Christmas Spirit



Canada's savings banks are bulging with deposits—the greatest in their history. Industry is everywhere humming and there is practically no unemployment.

Conditions were never before so favorable for a huge Christmas business. Put the Christmas spirit in your store and get your share of the Christmas trade.

Next week's issue of HARDWARE AND METAL will help you to lay successful plans. It will be the Christmas Goods Number. There will be dozens of advertisements which will give you definite ideas for profitable selling schemes.

Plan to read the Christmas Goods Number with unusual care.

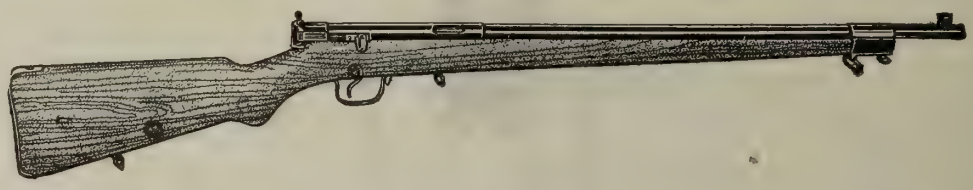
J.G.L.

An Early Christmas Showing of Ross Rifles

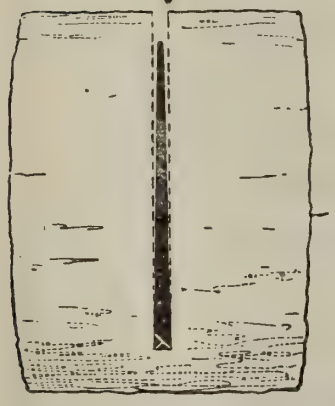
Is Sure to Attract Profitable Trade

Boys and girls are thinking of what they want for Christmas. A display of Ross .22 Cadet Rifles is sure to catch their eye. Once they see this splendid little gun, there is no rest for their parents until, convinced that it is no toy but a perfectly safe and reliable rifle, they put a Ross Cadet into the Christmas stocking.

When ordering don't forget the grown-ups — nothing attracts quicker attention than a display of Ross Sporting Rifles. Ross Sporting Models retail at $25.00 and up, Ross .22 Cadet at $12.00. For catalogue, discounts, etc., address



ROSS RIFLE COMPANY - Quebec



Ground so they can't bind.

CROSS-CUT SAWS

ATKINS

Of course, there is easily a larger profit in them. You simply show their easy running and fast cutting qualities, explain the toughness of Sterling Steel. Any customer will pay your price. Try a box of twenty-five or a dozen. We'll make good.

E. C. ATKINS & CO.

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell Street**

If interested, tear out this page and keep with letters to be answered.

OUR Frost King Babbitt sales would not be increasing so rapidly if it were not for the fact that it is probably the most perfectly alloyed babbitt on the market. Also, it is made of the very purest and best metals. A trial of this Babbitt will convince you of this fact.

Frost King Babbitt Metal is especially designed for all classes of Stationary Engines, saw mills, threshing machines, traction engines, pumps, rolling mills, pulp machinery, etc. It increases the life of the machinery.

Get in on this business. There's good money in it for you; and money that continues to come in month after month.

Send to us for 25 lbs. shipment.

Order in the regular way from your dealer.



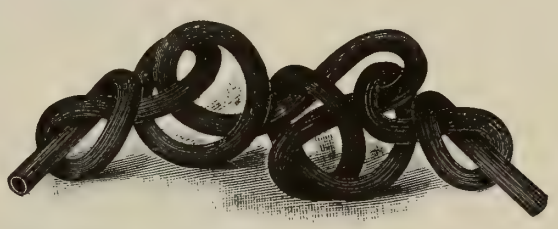
HOYT METAL COMPANY

FACTORY AND OFFICES:
EASTERN AVE. and LEWIS STREET, TORONTO, CANADA

New York, N.Y. London, England St. Louis, Mo.

"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

"RELIABLE" "CHALLENGE" "RIVAL" "BANNER"



Everybody Knows These LUFKIN Tapes

They have been pioneers in connection with the noteworthy improvements made in tapes. They are distinctive in quality. Each style the very best of its kind.

Send for Catalogue

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Stocked by all jobbers.

TINKER TOM'S TALKS.



Talk Number Seventy-six

All Sheets are pickled in strong acids before galvanizing—Sure. "PREMIER" too. But we neutralize or kill every trace of acid before the coating goes on, and the sheet will last. This is special with us—and it's one more reason you should say "PREMIER" now.

TINKER TOM.

Look for Talk No. 77 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA



Double-Grip Jump Trap

A High-Powered Trap, equipped with double-faced Jaws which will not permit an animal to escape by twisting out.

SURE TO GO. SURE TO HOLD.

Made in two sizes, Nos. 91 and 91½.

Made only by

ONEIDA COMMUNITY, LTD.

NIAGARA FALLS, ONT.

FEATURING CHRISTMAS GOODS

HARDWARE AND METAL

Vol. XXVIII PUBLISHED EVERY SATURDAY SINCE 1888 Nov. 25
No. 48 1916

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA



More business-bigger business

We are never satisfied. Neither are our dealers. Once we get the type of dealer we want, it's always a race to see which one can put the most co-operation, most push, most mutual respect and good feeling into the partnership.

The right kind of a dealer can get so much out of us and our proposition that he's just got to be the livest and most optimistic chap in his neighborhood to live up to his opportunities.

How about you?

Lowe Brothers LIMITED

Lyon Paint & Glass Company
LIMITED
Winnipeg : Manitoba

Starrett Tools



EVEN skilled mechanics cannot work accurately without fine tools—no man can guess in thousandths of an inch. So experienced, careful machinists and toolmakers extend their own ability to the utmost by using Starrett Tools.

There are 2100 styles and sizes, covering every practical need in mechanical measuring. The dealers who cash in biggest on our advertising are those who run frequent displays.

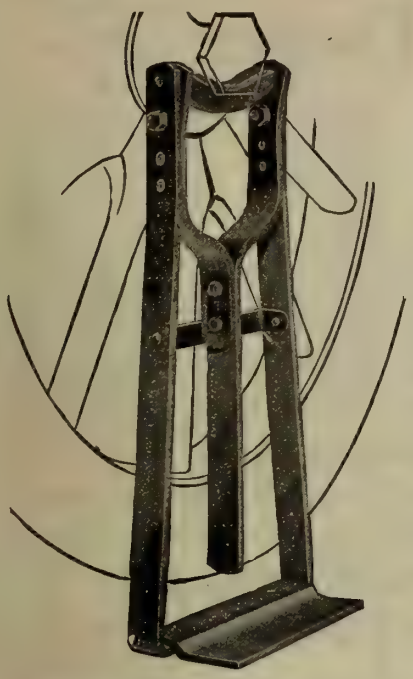
Send for free catalog No. 21M.A. describing the full line.

The L. S. Starrett Co., Athol, Mass.

THE WORLD'S GREATEST TOOL MAKERS

12-550

TIME TO GET BUSY



THOUSANDS IN USE GIVING PERFECT SERVICE.

on "R. W." 501 STORAGE JACK and TIRE SAVER

Every car owner needs a set. Sell on sight. Save blocking up car during winter. Used as Tire Savers during summer, saving a third on mileage. Adjustable for wheels of all sizes.

All steel — cannot crack. Car is lifted or lowered in twenty seconds.

Leather-lined yoke.

Retails in Ontario at $5.00 per set of four. Sell easy—good profit.

THE ONE RIGHT CARRIER

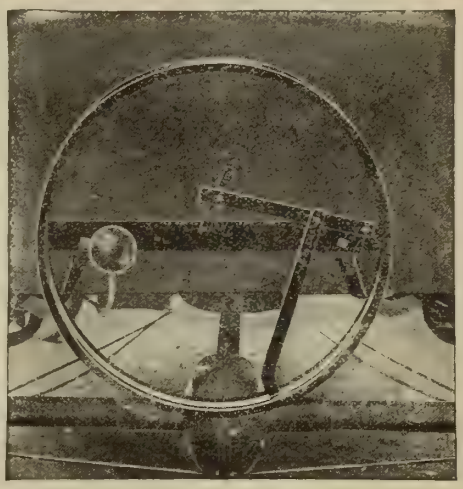
for Fords and Chevrolets
is the "King" Rear Tire Carrier
formerly called "Jiffy-Universal"

It keeps the tire in shape and protects the inside of the casing from water and dirt.

Rim is contracted and expanded by lever, works easily and instantly. Brackets are heavy angles, and entire construction of carrier makes for strength and durability.

Made of steel throughout, and handsomely finished in black baked enamel.

Price to consumer, each ..... $5.00.



KING REAR TIRE CARRIER ON A CHEVROLET.

The Ridge-in-the-Rim forces the tire shoes against the outside flange of the rim and makes a tight fit.

Order NOW for Spring Delivery.

Richards-Wilcox
CANADIAN COMPANY, LTD.
LONDON, ONTARIO.

Keep your rooms warm and your tempers cool

AVOID DRAFTS

You can rely upon the

"BRITON"

to keep them out

"Britons" keep the door of the world

Made only by

WM. NEWMAN & SONS, LTD.

BIRMINGHAM



The reliance that can be placed in a

"BRITON"

should be your reason for recommendation

Particulars of this and of our other Door Checks of all kinds from

FREDERIC SARA & COMPANY

326 Ninth Ave. West

CALGARY, ALTA.

If interested, tear out this page and keep with letters to be answered.



To the Hardware Trade —Greetings



WE wish to introduce our products to you, and hope you get agreeably and profitably acquainted with them. These goods are produced from formulae centuries old, originated during the "Artistic Age." They excel any other similar lines ever offered to the Canadian Trade, and as good proof of this we have quoted extracts from letters of leading merchants who have used and sold them. They are TRADE BUILDERS, and THE LIBERAL PROFITS we allow the dealer are very interesting. IT WILL PAY YOU WELL to get in touch with us before increasing your stocks of similar lines.

Cuts of our products are shown herewith, together with the signature of the Sole Maker—H. J. S. Cross, without whose signature no package is genuine.

Henry J. S. Cross.

"We have found that your Cross FRENCH FURNITURE POLISH has given us more satisfaction than any other such preparation we have ever handled. We take pleasure in recommending it highly to all."

(Prominent and Successful Canadian Druggist.)

"It is not like the majority of Floor Polishes—only intended to hold the dust on the floor; but is, as the name implies—A FLOOR POLISH. We sell one renting Agency this material for fourteen blocks, and their unsolicited testimonial to us is 'That it is the Best Floor Polish and Floor Cleaner that they have ever used.'"

(One of Winnipeg's largest WHOLESALE HARDWARE COMPANIES.)

"Our sales have been large, and are rapidly increasing; and there is no doubt in our mind but that it is the very best Furniture Polish ever put on the Canadian market."—One of Winnipeg's Largest Wholesale Hardware and Paint Companies.

"I can recommend it as a good cleaner, and an excellent Polisher, and ***am sure there is nothing injurious whatever to the highest polished article."*** —Leading Canadian Piano House.



CROSS

(Trade-mark)

We will call on you at the very earliest date possible, and in the meantime we will give our personal attention to any inquiries or orders addressed or 'phoned to us.

These products are strictly

"CAN ADIAN MADE FOR CANADIAN TRADE"

and our best service will always be at the prompt disposal of our customers.



CROSS PRODUCTS, LIMITED

56-58 Agnes Street - TORONTO

Phone Main 5798

If interested, tear out this page and keep with letters to be answered.

"LEWISITE" | is backed up by LEWIS BROS., Limited | "LEWISITE"



The weight of LEWISITE Roofing is 40, 50 and 60 lbs. per square for 1, 2, 3 ply respectively.

This is 5 lbs. heavier than any other brand of prepared roofing sold in Canada.

LEWISITE

is made from pure Wool, Felt and Trinidad Asphalt, and this is all you pay for.

Many brands sell at much higher prices.

None are better and all are lighter in weight.

"LEWISITE" | *Supplied with cement and nail.* | "LEWISITE"

LEWIS BROS., LIMITED, MONTREAL

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

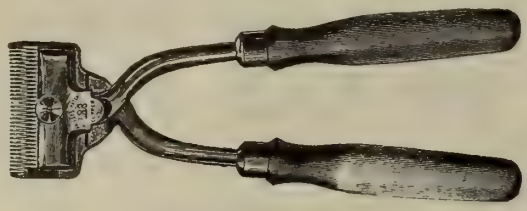
If interested, tear out this page and keep with letters to be answered.

PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

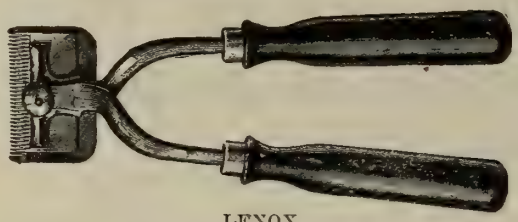
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about $2.50.

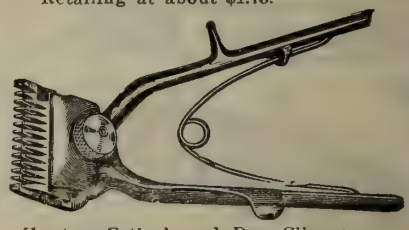


NEW MARKET PATTERN
Retailing at about $1.75.



LENOX
Retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.



Hunter, Fetlock and Dog Clipper
Retailing at about $1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL

Canadian Agents for Wiebusch & Hilger, Ltd., New York City

OFFICIAL AWARD RIBBON

PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

PRESIDENT

DIRECTOR OF EXHIBITS

SECTY OF THE INTERNATIONAL AWARD SYSTEM

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

**55-71 Amory Street
Roxbury, Mass.
U.S.A.**



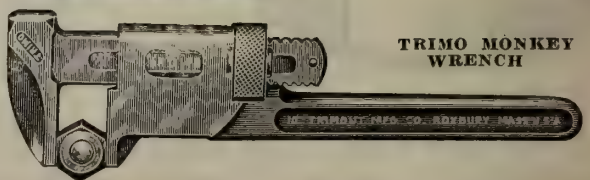
TRIMO PIPE WRENCH
WOOD HANDLE



TRIMO PIPE WRENCH
STEEL HANDLE



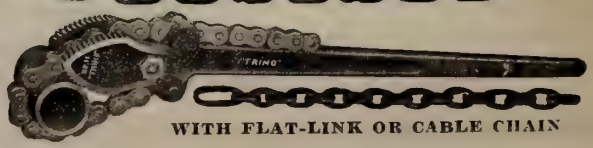
TRIMO PIPE CUTTER



TRIMO MONKEY
WRENCH



TRIMO CHAIN WRENCHES



WITH FLAT-LINK OR CABLE CHAIN



If interested, tear out this page and keep with letters to be answered.

DAVIDSON'S "STERLING" ASH SIFTER



"Special Features"

It separates the ashes from the Cinders quickly and efficiently.

It does the work without making any dust.

It is easy to operate. By turning the handle the ashes fall through to receptacle beneath, and cinders are automatically discharged into the coal hod.

It is made of galvanized steel and will not rust, while there is nothing to get out of order.

THE THOS. DAVIDSON MFG. CO., LIMITED

TORONTO MONTREAL WINNIPEG

You can put a stop to faulty hot water systems by installing

The Knickerbocker Generator

It is a positive remedy that is easily applied to the open or closed systems of hot water heating.
Entirely automatic.
Connects with one-inch nipple to outlet of expansion tank.
Makes a hot water system equivalent to a low pressure steam plant.
Increases radiation from 25 to 30% with same firing.
Reduces the size of pipes and fittings.
Temperature of water can be varied up to 250 degrees.

A top-notch profit producer.



Particulars on request.

The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide St. West, TORONTO

If interested, tear out this page and keep with letters to be answered.



ANY DIFFERENCE

in price between the ordinary Axes and

SAMSON AXES

is more than offset by their extra serviceableness.

ABSOLUTELY GUARANTEED

HOWLAND'S SAMSON QUALITY H.S. HOWLAND SONS & CO. TORONTO

H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE MERCHANTS

TORONTO

HOWLAND'S SAMSON QUALITY H.S. HOWLAND SONS & CO. TORONTO

If interested, tear out this page and keep with letters to be answered.



Buy Your Hinges
Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges	Pair in a Box	SC 900
Light Tee Hinges	" " "	SC 904
Heavy Strap Hinges	" " "	SC 209
Heavy Tee Hinges	" " "	SC 609
Corrugated Strap Hinges	" " "	SC 935
Corrugated Tee Hinges	" " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.
Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Canada

The "LONDON" No. 2
Gearless Water Motor Washer



"Washing Machines that really Wash"

This Washer runs by water power. Simply fill the tub, connect the hose to the water faucet and the "London" No. 2 is ready to run and do its work.
Motor is made entirely of brass, and so cannot rust. In recent test motor ran continuously for 4,000 hours, which is equal to 25 years of ordinary home service. Only 20 lbs. pressure or a water flow of 3 to 4 gals. a minute required to operate the "London" No. 2.
We sell two hand-power machines (our No. 1 and No. 5 models); an Electric-driven machine (our No. 3 model), and No. 4 Gasoline power washer.
Send for catalogue. It will help you make sales to customers.

The London Foundry Co., Ltd.
LONDON, ONTARIO, CANADA

Look at the Illustrations

They give you the story quicker than words can.

MENDETS
A PATENT PATCH

have a national sale and perform a national service. There is nothing else like them. They stop leaks without the use of solder or rivets.
Sold by all leading wholesale hardware merchants.

Counter Display Containers Free



Collette Mfg. Company
Collingwood, Ont., Canada

If interested, tear out this page and keep with letters to be answered.

Quality Service

Courtesy in Business

* * *

Fittingly framed and hanging in the Offices of one of the most important Public Service Corporations on this North American Continent is the following

'Did you say Please and Thank you?'

Broad minded men direct the destiny of that Corporation, men who know that public or private enterprises to be lastingly successful must operate for the public good.

Quality and Service are the two important factors in our business life today, but Courtesy is the door through which they must enter.

We are large producers of Hamilton Pig Iron and our output of Open Hearth Steel Blooms and Billets, Iron and Steel Bars of all shapes and size runs into enormous tonnage.

The products of our mills include practically everything that can be manufactured from Iron and Steel and these we distribute to thousands of satisfied customers.

Our business is an extensive one and a successful one. The World is our market: but our prosperity and success in the future, as in the past, depend upon the continued confidence, co-operation and good-will of the people we serve.

The Steel Company of Canada, Limited

HAMILTON TORONTO MONTREAL WINNIPEG

If interested, tear out this page and keep with letters to be answered.

Toncan Metal News

Vol. 1—No. 5 PUBLISHED IN THE INTEREST OF BETTER SHEET METAL November, 1916

TONCAN METAL VENTILATORS REMOVE SALT VAPORS

To carry off the vapors and fumes arising from the salt refining apparatus in the Canadian Salt Company's plant at Windsor, Ont., ventilators made of Toncan Metal Corrosion-resisting Sheets were used.

The ventilators are 36 inches in diameter and were made by The Pedlar People Limited, of Oshawa, Ont.

Salt is one of the most severe accelerators of corrosion. It attacks ordinary sheet metal very readily. On the other hand, Toncan Metal Sheets have proven in actual service, their ability to resist the action of salt, salt water, saline fumes, vapors, etc.

Countless other instances could be cited where Toncan Metal was used to combat the influence of salt. For example, on the Traymore Hotel, Atlantic City. every window is equipped with a Toncan Metal wind shield to keep out the wind and salt spray of the ocean.

Prominent railroads use Toncan Metal for brine troughs which carry off brine from refrigerator cars. The launch, "Nocoro," built of Toncan Metal has been plying the ocean off the Jacksonville, Fla., coast for two years and is in prime condition to-day. The durability of a sheet metal withstanding these severe tests cannot be questioned.





DID YOU GET YOUR COPY?

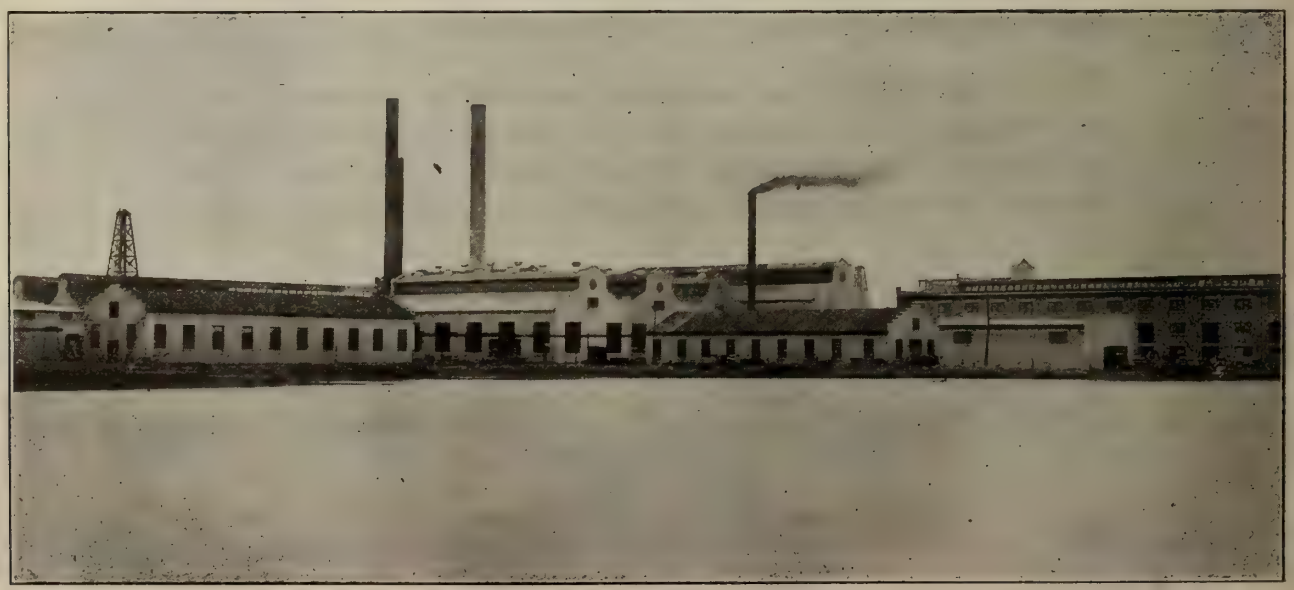
No matter how busy you are, here is a booklet you will finish reading, once you get started. It has caused more comment and discussion than any booklet ever published on a similar subject. It is not a technical treatise. To the contrary, it is written in simple, non-technical language.

The Pedlar People, Limited
Oshawa, Ont.
CANADIAN DISTRIBUTORS

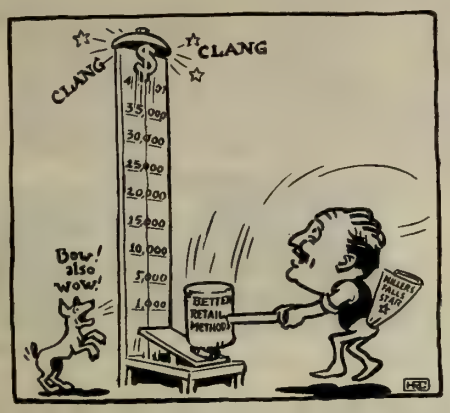
Quoth the Corrosion Devil:

All's not Galvanized Toncan Metal that glitters. Look for the Toncan Metal trade-mark on each sheet and piece.





Canadian Salt Company, Windsor, Ont. Equipped with Toncan Metal Ventilators



Better Retailing Means A Better Business

Every month "The Millers Falls Star" is crowded full of valuable suggestions on better retailing. Every month it gives you many new ideas on modern hardware merchandising and shows you ways to improve your methods and strengthen your organization.

Just now we are running a series of articles on sales training that outlines in detail a method of grading up your sales force that will run up the sales total on your cash register and the net profit on your books.

Are you reading the good things in the "Star" and putting them to work? Are you taking full advantage of the merchandising service we are offering you?

Don't let the fact that you are buying Millers Falls Tools through a jobber prevent you from writing us at once and getting our Service. There are several thousand more dealers who ought to be on our mailing list. If you aren't there, write us to-day.



Sell Standard Tools

Here's the mitre box that is known the country over as the standard tool for doing fine and accurate work. Quick-acting—unusual capacity range—rigid construction that will last for years.

If you only have a small tool stock, you need to carry the Standard tool.

MILLERS FALLS CO.

"Toolmaker to the Master Mechanic"

MILLERS FALLS, MASS.

N. Y. OFFICE, 28 WARREN ST.

Right tools used right produce satisfaction

¶ Most all the lines you handle come in a variety of styles. Each style is just right for the particular use for which it was designed.

¶ And the farther you get away from that use the less satisfaction.

¶ Hack Saws are no exception. Different lengths, widths, gauges, and pitch.

¶ Let's talk about pitch or the number of teeth per inch. There are four pitches in hand blades alone, ranging from 14 to 32. The fourteenth pitch is best adapted for cutting Soft Steel or Cast Iron.

¶ The thirty-two pitch is designed for cutting very thin sheets and tubing.

¶ Now if a man tries to cut tubing with a fourteen pitch blade he'll find the teeth will all break off. When he uses a thirty-two pitch for Soft Steel he **may** get through it before dark.

¶ In either case chances are there'll be a kick coming to the dealer.

¶ To help reduce these difficulties we have compiled price list showing the right blade for each cutting job. It's free for the asking and might be worth your distributing.

"It's the little things that count."

VICTOR BLADE — CANADIAN MADE

VICTOR HACK SAWS Get a Box and Try 'em

VICTOR SAW WORKS, LTD.

HAMILTON, ONT.

If interested, tear out this page and keep with letters to be answered.

Good Files To Sell—

—Good, because the range is so great that you can satisfy every customer's requirements with them, no matter whether it is the blacksmith, who needs a rasp,

or the skilled mechanic, who wants a group of good files for fine machine-shop work.

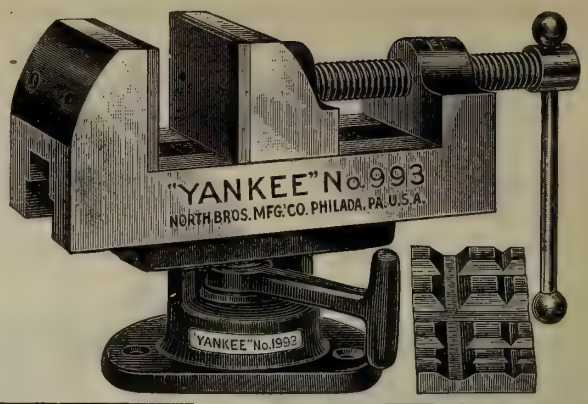
You probably are already selling them, but it is just as well to specify the "Famous Five" when ordering.

The "Famous Five" Are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada





"YANKEE" VISE

No. 1993

WITH SWIVEL BASE

A GREAT LITTLE VISE FOR A BIG LOT OF WORK

An entirely new feature in vises, quickly appreciated by Tool Makers, Machinists, Electricians, Amateurs and all users of high-grade labor-saving tools.

Quickly detached from swivel base by the turn of a set screw; and being accurately machined all over can be used in any position as a jig for special work on drill press, shaper, etc.

Holds work rigid at any angle with use of the special grooved block.

The swivel base is easily and firmly locked and released in any position by a short movement of lever at the side.

Jaws 2¾" wide, 1⅞" deep, opening 3⅛", Base 7½" long.

Your Jobber will supply you.

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

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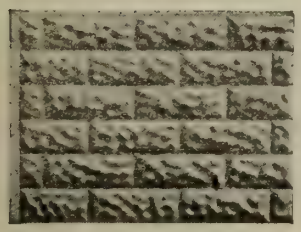
"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

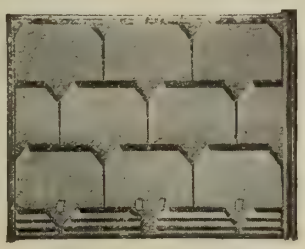
3 "Metallic" Winners!

If you want to scoop up a few files full of orders, here are the lines to do it with. And we help you in many special ways.

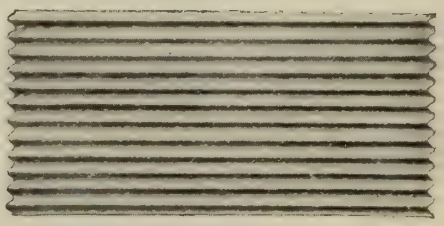
Get our new Catalogue with Big Selling Helps and Suggestions.



Rock-Faced Brick—Metallic Siding.



"Eastlake"—Metallic Shingles. Patented—April, 1885, March, 1887, Jan. and July, 1894, Oct. 1900.



"Empire" Corrugated Iron—always uniform and true-edged. Easy to work with.

The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG





High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.



Buck Brothers

Milbury, Mass., U.S.A.



JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

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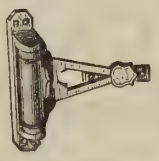
Original Patentees and Manufacturers of

CARTLAND'S PATENT HELICAL, CLIMAX, AND RELIABLE DOOR SPRINGS



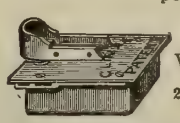
5753 IRON
3 in. 4/9
4 " 7/-
5 " 9/6

5754 BRASS
3 in. 7/6
4 " 10/6
5 " 14/6
per pair.

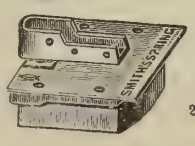


5355 IRON
4 in. 28/-
5 " 39/-
6 " 48/-

5356 BRASS
4 in. 48/-
5 " 66/-
6 " 78/-
per dozen.



2401
With 2 in. Shoe, 21/- each.



2860
With 2 in. Shoe, 28/6 each

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

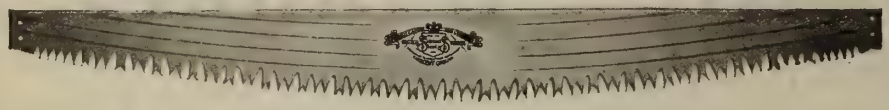
Architects' Own Designs and Special Requirements Carefully Executed.

Our new Catalogue, fully illustrated, mailed free on application to Wholesale Hardware Merchants.

Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W., Toronto.

Western: W. T. McArthur & Co., 1128 Homer St., Vancouver, B.C.

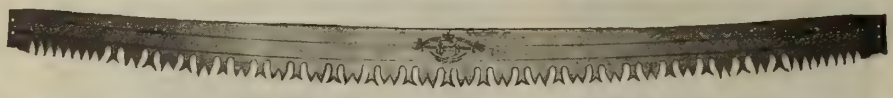
You should place your orders now for a stock of SIMONDS Crescent Ground Cross-Cut Saws



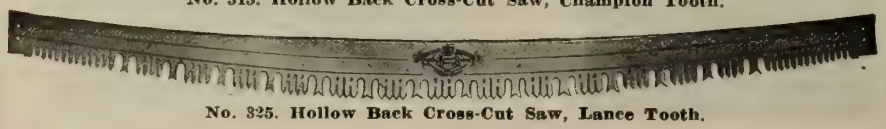
No. 13. Full Width Cross-Cut Saw.



No. 22. Full Width Cross-Cut Saw.



No. 315. Hollow Back Cross-Cut Saw, Champion Tooth.



No. 325. Hollow Back Cross-Cut Saw, Lance Tooth.

YOU can make no mistake when you do this as every logger or woodsman knows this make of saws and will always pay more for them for the simple reason that they enable him to do more work with a smaller amount of labor. He knows the better cutting quality of the saw will make it more than pay for itself. Select the styles you want from these pictures or write for our complete catalog and more information.

We also have a complete line of Hand Saws.

Place orders through your hardware wholesaler.



Simonds Canada Saw Co.,
Limited
St. Remi St. and Acorn Ave., Montreal, Que.
Vancouver, B.C. St. John, N.B.

Economy This Winter

The Government is preaching it. Bankers are, Editors are. For war costs must be paid, and economy and thrift, personal and domestic, will pay our share of the appalling war debt that daily mounts higher.

Economy begins in the cellar—with a CANADA DUSTLESS ASH SIFTER. It will save pounds of coal a day, many pounds in a week, a ton or more in a winter. With coal at $8.00 or more per ton, we ought all to economize.

Put it up to your customer TO SAVE COAL and you'll have no trouble to sell the

CANADA Dustless Ash Sifter

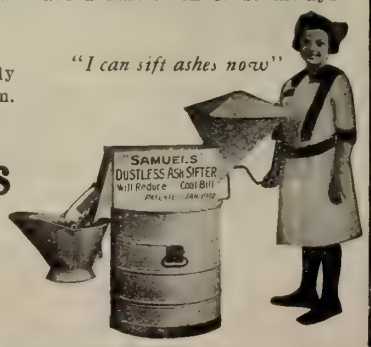
(See illustration)

Ashes go in barrel—coal into scuttle. Positively dustless and lasts for many seasons.

Every family is a prospect, and every sale represents a nice profit—found money to you. Have a half-dozen or so always on hand.

Jobbers everywhere supply them; order through them.

"I can sift ashes now"



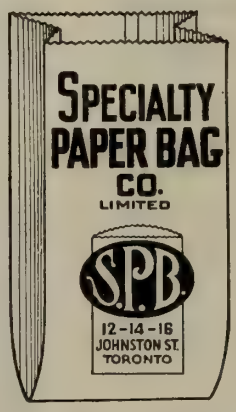
J. Samuels
TORONTO ONTARIO

Write for samples of

S. P. B. BAGS

and Open End Catalogue

ENVELOPES



Bags for Heavy Hardware and Fittings, Broom Covers and Broom Handles

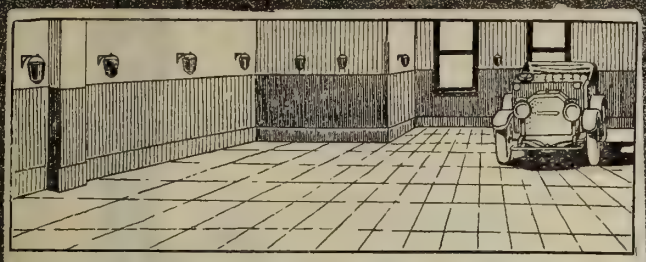
also

Bags for Forks and Hoe Handles

Specialty Paper Bag Co., Ltd.
Department M.
12-14-16 Johnston Street, Toronto, Canada

If interested, tear out this pageand keep with letters to be answered.

TOCH BROTHERS



Make Your Cement Floors "Dustless"

Like workmen with hammers and chisels, traffic slowly but surely breaks down the surface of all bare cement floors, and crumbling and rapid disintegration begin their deadly work.

R.I.W. REMEMBER IT'S WATERPROOF — REG. U.S. PAT. OFF. — **CEMENT FILLER & CEMENT FLOOR PAINT** — PATENTED AS TO PORTLAND CEMENT FEB. 27, 1906

Stop all this immediately they are applied
Cement Filler penetrates the surface and binds it into a hard, tough, granite-like mass, more durable than any bare concrete can be.
Cement Floor Paint follows as an added protection, coloring the floor any desired shade.
Both old and new floors may be treated over the week-end, ready, good as new, on Monday morning.

Write Dept. 50 for special floor-paint booklet.

Manufactured in Canada by

R.I.W. Damp Resisting Paint Co.

TOCH BROTHERS

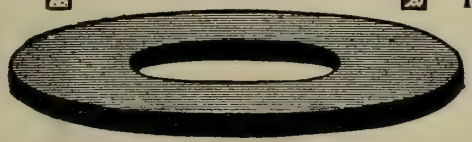
Gerrard St. and Carlaw Ave., Toronto, Ontario

REMEMBER IT'S WATERPROOF — R.I.W.

Wrought and Steel Plate
WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



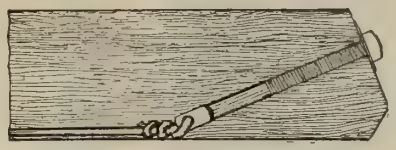
Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

MILWAUKEE, WIS.



The Best Extension Ladder

This ladder is both light and strong because it is trussed with steel rods, one of which supports each riser and takes the heavy strains. These wires are strung as tight as piano strings. They are fastened at both ends to threaded bolts which can be tightened if the wires should become slack. The truss rods are beneath the risers, where they will support the weight; truss wires in any other position are worthless.

It is made of Douglas Fir, grown in our own country on the slopes of the Rockies and a most excellent light and durable wood for the purpose.

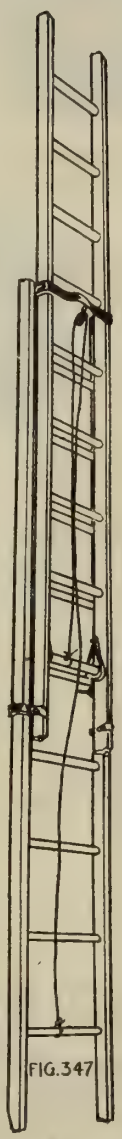


FIG. 347

The lock is malleable iron and very heavy. It will engage with any round desired when going up, but coming down will automatically miss them.

The strong point of this lock is the way the weight of the top ladder section is carried from its rounds to the rounds of the lower section. The bolts attaching the lock to the risers of the ladder do not have to carry the load as they do in all other styles of automatic locks.

We make all kinds of ladders — extension, step and fruit-picking. Order from our Salesman next time he calls.

Beatty Bros. Limited
Head Office Fergus Ont.

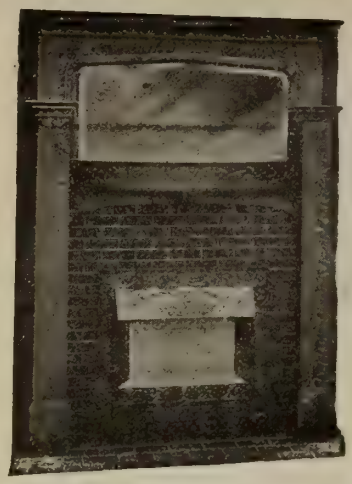
Winnipeg Man.

Edmonton, Alta.

Montreal, Que.

St. John, N.B.

Ladders



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES



The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Big Profits Selling Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless and Champion.

Made of the best of Hickory, nicely finished.

All leading Jobbers stock them.

Write for prices.

J. H. Still Mfg. Co.

ST. THOMAS, ONT.

TOOL STEEL AND STEEL WIRE

Best Polished Silver Steel
Best Quality Steel Plough Rope Wire
Piano Wire
Needle Wire
Spring Wire
Hackle Pin Wire
Umbrella Wire
Hard and Tempered Flat Wire, for Busks
Steel Wire for Metal Fret Saws
Galvanized Wire for Hawsers and Submarine Cables

J. SHIPMAN & CO., LTD.

ATTERCLIFFE STEEL WORKS & WIRE MILLS,

SHEFFIELD, Eng. Telegrams: "Shipman Sheffield." Telephone: Cent. No. 465.

Agent: Mr. Sherman F. Ainslie, 193-195 Spadina Ave, Toronto, Ont.

Codes: Liebers, and A. B. C. 4th and 5th Editions.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO



MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

Gifts With a Year-Long Usefulness

During the critical period of the year's holiday business more than usual stress must be laid upon the lines carrying an appeal of special interest to the Christmas shoppers.

The more prosaic articles are now overshadowed by those which have some special and personal attraction for human everyday needs.

UNIVERSAL Home Needs

are essentially practical in purpose and have a greatly added attraction thru the fascinating novelty of service which they perform.

Gifts from the Universal line bring pleasure at the moment of receiving and by their labor-saving usefulness bring enjoyment thruout the year.

UNIVERSAL

Universal Home Needs stamped with the nationally recognized trade-mark shown above embrace a large line of household conveniences, ranging from all manner of equipment for the kitchen to nickelware, vacuum bottles and a most popular line of up-to-date electric appliances.

By large increase in our output thru overtime in the factory we are still enabled to make rapid shipments. Send in your order at once and it will receive prompt and careful attention.

LANDERS, FRARY & CLARK

New Britain, Conn.

A. Macfarlane & Son, Montreal
Canadian Representatives



UNIVERSAL
Bread Makers, in four sizes.



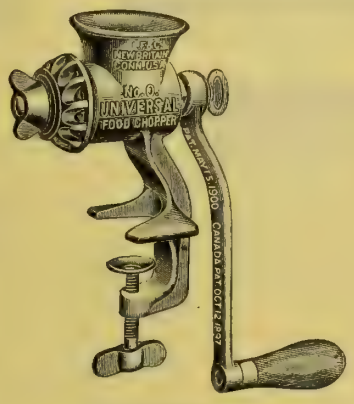
UNIVERSAL
Lunch Kits, with Vacuum Bottles.



UNIVERSAL Casseroles
Pie Plates, Casseroles, Ramequins and Vegetable Dishes.



UNIVERSAL Vacuum Bottles
With extra nested Cups in cover.



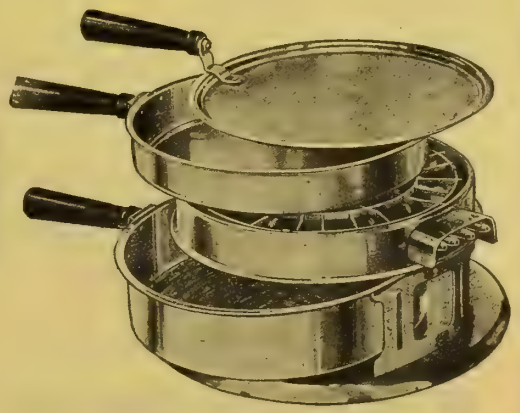
UNIVERSAL
Food Choppers
With self-sharpening blades.



UNIVERSAL
Coffee Percolators
With Patented Pumping Device



UNIVERSAL
Mayonnaise Mixer



UNIVERSAL Four-Heat Grill

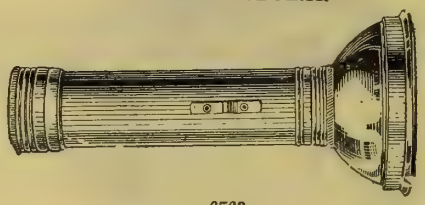
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FRANCO
TRADE MARK

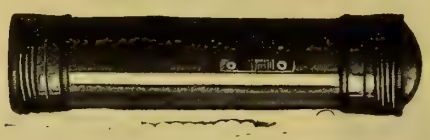
Flashlights

Winners of the GOLD MEDAL at the Panama-Pacific Exposition

NICKEL TUBULAR



6763

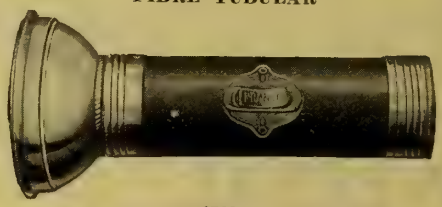


6766



6761

FIBRE TUBULAR



6783



6786



6781



1009

Made in various other sizes and designs.

Made in various other sizes and designs.



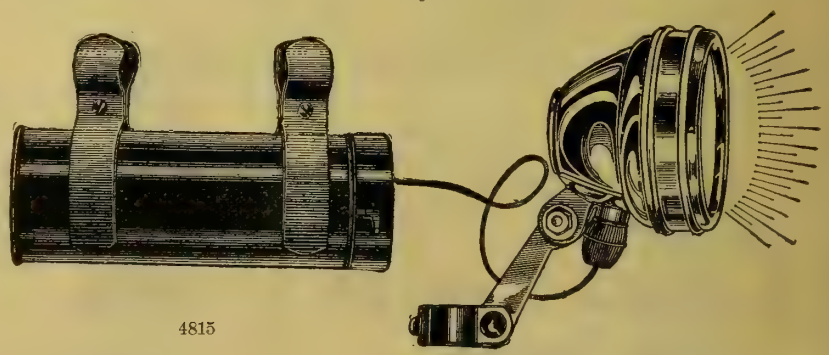
4730

The flashlights illustrated herewith are beyond a doubt the foremost line on sale in Canada. Note that they are gold-medal winners. Note also sizes, designs and finishes.

The point is: You are well advised to give the "Franco" line your favor, because they give quite extraordinary good service to your customers. They assuredly add to a greater appreciation of your effort to provide customers with satisfactory merchandise.

We call attention to our Radio Batteries—of remarkable power and length of life. All "Franco" flashlights are fitted with Radio batteries and lamps. We make *also hand lanterns, trouble lights, automobile sockets* and connectors, miniature Incandescent Lamps and Lanterns for carriages, motorcycles and bicycles. Send for Catalogue and prices.

Send for our Catalogue as a preliminary. See in it styles, sizes, prices, etc. Write for it to-day.



4815

INTERSTATE ELECTRIC NOVELTY CO. OF CANADA, LIMITED

220 King Street West, Toronto, Ont.

The Most Progressive Flashlight Manufacturers in the Dominion

If interested, tear out this page and keep with letters to be answered.

Sort Up Your
CHRISTMAS GOODS

Take Advantage of
Our Complete Stock

We have on hand at all times a full variety of every line required in a hardware store. We can fill your order to your satisfaction, and will fill it promptly. We sell goods only under manufacturers' own names, and have no private brands.

TRY US WITH A MAIL ORDER NOW.

We Are Here to Serve You.

FROTHINGHAM & WORKMAN
LIMITED

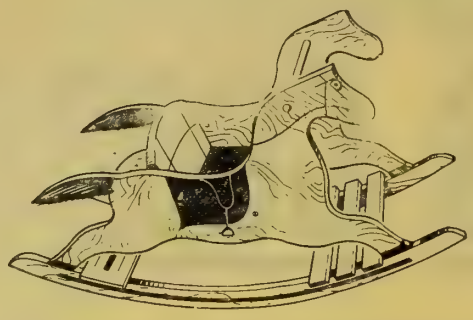
"Canada's Oldest Established Wholesale Hardware House"

199-203 St. Paul Street : : MONTREAL

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SHOO-FLY ROCKER

A bigselling Proposition



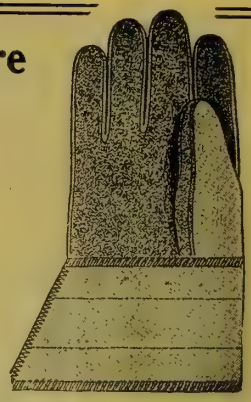
We present extra value in these Shoo-Fly Rockers. They are hand-finished in Dapple Grey in contrast to the regular machine finish in burl-walnut. Bridles, saddles and trimmings are handsomely painted in bright colors.

When beauty invites purchases, and then strength and service gives the utmost in satisfaction.

Drop a card for full details

The Schultz Brothers Co., Ltd.
Brantford, Ont., Canada

Glove Time is Here



Men and women want gloves for the furnace, for driving, for rough out door work, around the barn, garage, or shop, both to keep the hands from soiling and for warmth.

TAPATCO
REGISTERED TRADE MARK BRAND

COTTON GLOVES

Sell twelve months in the year, but never better than right now.

Good for the snow shoveler. Suggest this to your customers. The glove itself and the price will make the sale. They are made in Band Top, Knit-Wrist and Gauntlet Styles, light medium and heavy weights. Jersey Gloves and Mitts in Oxford, Tan and Slate.

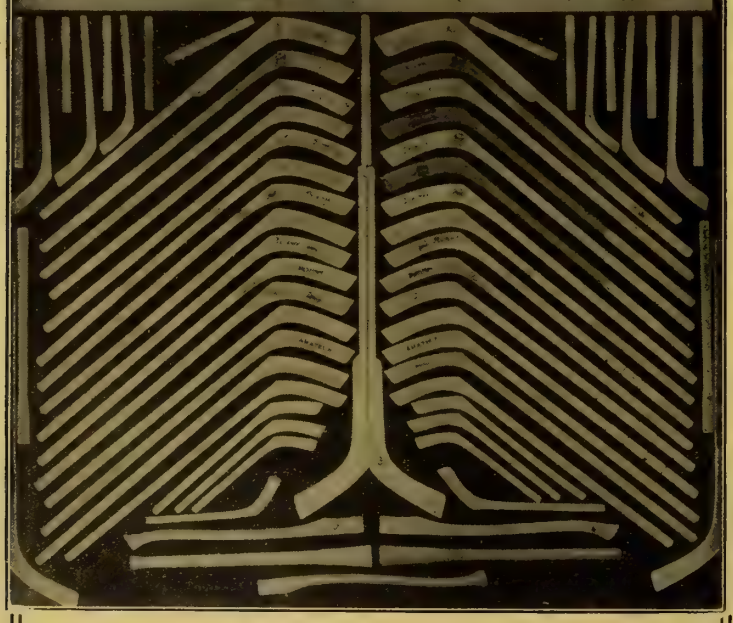
We also make a leatherette faced glove that is a winner. Get a sample of it.

Stock up with Tapatco Gloves. You will probably have to repeat several times.

Order through your Jobber.

The American Pad & Textile Co.
CHATHAM, ONTARIO

ST. MARYS WOOD SPECIALTY CO.
HOCKEY STICK SPECIALISTS *HANDLES FOR AXES, PICKS, HAMMERS, MINERS ETC*



Values That Bring A Big Trade

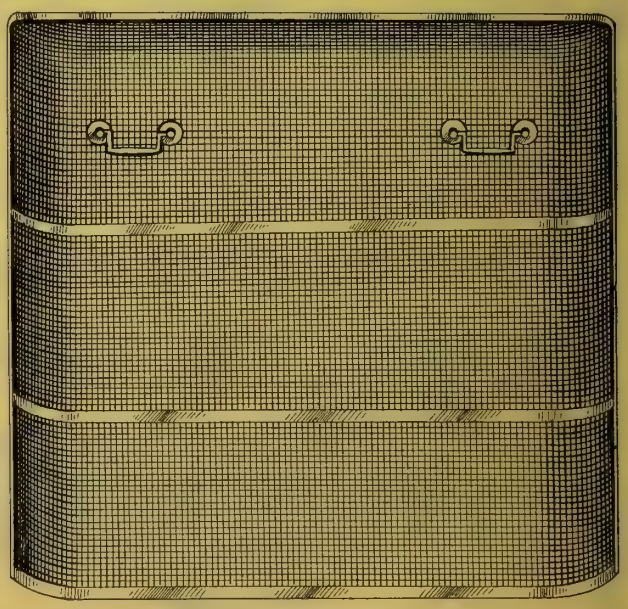
Handle our hockey sticks this winter and you will realize **quick sales and splendid profits.**

Now is the time to place your order. **Order at once and avoid the rush.** How about your sorting-up orders?

We make a specialty of Rock Elm, Maple and Hickory Pick, Axe and other Handles—handles that give maximum service.

St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

Fire-place Screens



"XL" MISSION

We recommend this as being the most handsome screen on the market.

Our line is complete and of the highest quality.

Canada Wire & Iron Goods Co., Hamilton

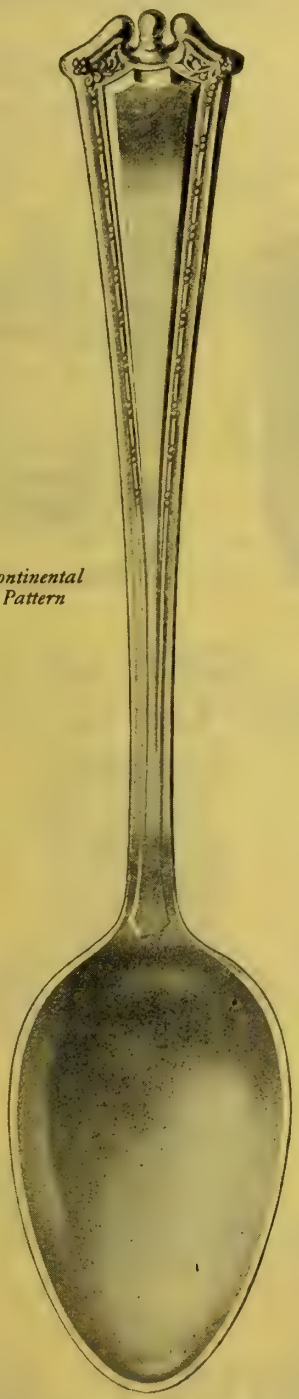
We manufacture all grades of Wire Cloth and General Wire Work. We solicit your enquiries.

If interested, tear out this page and keep with letters to be answered.



1847 ROGERS BROS.
SILVERWARE





Continental Pattern

Maintenance of Price Will Benefit All

BY closing the source of supply to those who persist in "Price Cutting" we shall act within our rights, giving you the protection that is necessary for the successful conduct of your business. In return we ask your assistance by not retailing our ware at a less price than suggested in our Catalogue No. 27.

We predict a very material shortage in the supply of Cutlery and Flatware during the coming season, and those who do not anticipate their requirements well in advance will be disappointed in the deliveries obtainable.

Remember

1847 ROGERS BROS.

Flatware and Cutlery

"Silver Plate that Wears"

is sold with an unqualified guarantee made possible by the actual test of over 65 years. There are other "Rogers" and other kinds of silverware, but there is only one genuine "1847 Rogers Bros." Send for Catalogues No. 27 and No. 28.

MERIDEN BRITANNIA COMPANY
LIMITED
Hamilton, Canada



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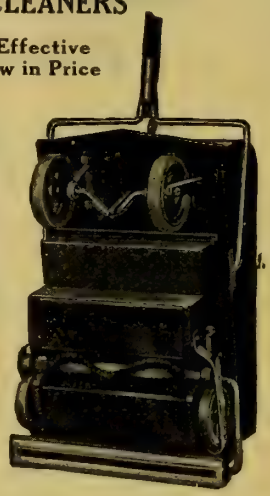
BISSELL'S GRAND RAPIDS SWEEPERS

The Most Useful
Christmas Presents

are to be found in the Hardware Stores. We illustrate a few of the best and most attractive ones.

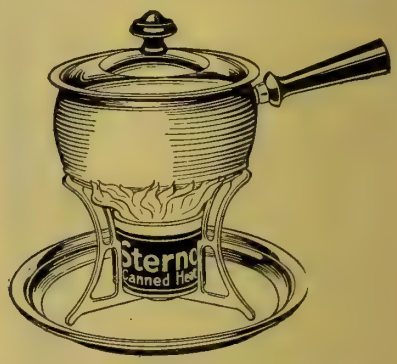
CAVALIER VACUUM CLEANERS

Most Effective Yet Low in Price



A NEW STERNO COOKING DEVICE ASSORTMENT

Made up with the latest nickel-plated stoves, etc., with 1 dozen Canned Heat free.



The Colborne Electric Iron



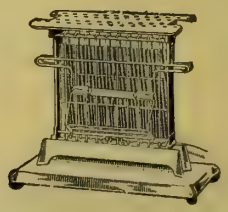
High-Grade, Nickel Finish

Universal Coffee Percolators



3, 6 and 9-Cup Sizes

Universal Electric Toasters



Makes a Beautiful Gift



Full assortment of Thermos Bottles, Community Silver-Plated Ware, Skates and Hockey Sticks, Sleigh and Automobile Warmers.

CAVERHILL, LEARMONT & CO.
MONTREAL

If interested, tear out this page and keep with letters to be answered.



MAC'S SPECIAL



KAY'S EXCELSIOR

Winnipeg Paint & Glass Co., Limited

Edmonton WINNIPEG Calgary

Largest Curling Stone Dealers in the World



FOSTER BROS.' Butchers' Knives

Every blade is hand forged. Every blade is hardened and tempered RIGHT. Every handle fits the grasp.

Every knife
Every steel
Every package

BEARS THE MARK—FOSTER BROS.

Look for it always.

It is your assurance—your customers' guarantee. It pays to handle a line noted for its absolute integrity and excellence.

Such lines stand behind the merchant and make for him—satisfied customers.

JOHN CHATILLON & SONS

85 Cliff Street New York City

Established Since 1835.

Butler's FAMOUS SHEFFIELD CUTLERY



JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681	"BUTLER" 1768	ART 1861

GEORGE BUTLER & CO., LTD., Sheffield, England
London Showroom, 62, Holborn Viaduct, E.C.
CANADIAN REPRESENTATIVE
G. A. MARSHALL 70 Lombard Street, Toronto

This Electric Range For Christmas

List price, $13.00
Stands 15 in. high.



Not a toy, but built for business.

The idol of a million children.

You can **sell a few as Christmas Gifts.**

Have you our Catalogue?

FACTORY PRODUCTS LIMITED

Toronto, Ontario

If interested, tear out this page and keep with letters to be answered.



The Beauty and Popular price of this Electric Table Lamp make it a splendid Xmas seller.

Height 20 in., spread 12 in. Three finishes: Green, Ivory, Gold.

Price is $4 each, and your profit is most desirable.



LACO NITROGEN LAMPS

Double illumination on half electrical current.

60 watt, $1.10 each;
100 watt, $1.40 each;
200 watt, $2.65 each;
250 watt. $3.50 each.

Also all sizes up to 1500 watt.

Quantity discount on application.

Lyons & Marks

38 Yonge St., Toronto

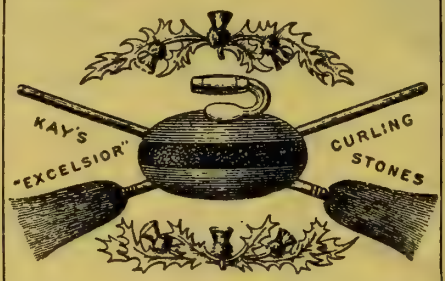
Wholesale Only

"KAY'S EXCELSIOR"

Curling Stones

They run perfectly from the start.

No working down with emery necessary.



We carry a full line, in assorted weights, 36 to 45 lbs. to the stone, exclusive of the handle. Also Handles Grips, Fancy Washers, Brooms, Boxes. Also Builders' Supplies.

Walter Belyea

Successor to the Late

THOMAS BLACK

WINNIPEG

United States Manufacturers

Have your goods made for you in Canada until your trade here is large enough to warrant your putting up your own plant. An old established manufacturer, now busy on munitions work, with one of the largest and most up-to-date machines and metal-working plants in Canada, would like to undertake the manufacture of hardware, machinery or other metal specialty for the Canadian, British Empire and Allied markets with which preferential trade arrangements are now being planned. Address in the first instance:

MANUFACTURER

c/o

HARDWARE AND METAL

TORONTO

Sell Hearth Furniture



Every home can use some of the hearth furniture made by us. The line includes:

Fire Irons (various styles)
Andirons;
Portable Baskets;
Grate Guards;
Spark Guards.

Show these useful and desirable home accessories. Sales follow unfailingly.

We specialize in this line. Send for illustrated catalogue. Have stock on hand **now** for this is the season.

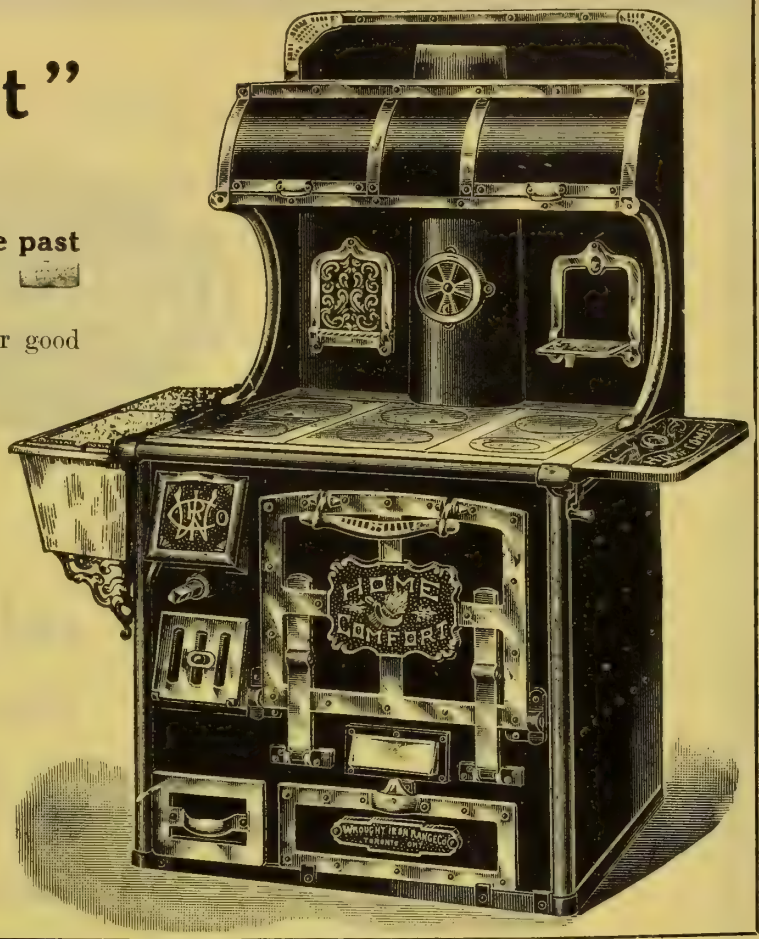
Winfield Brewster

HESPELER, ONT.

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"Home Comfort" Steel Range

Sold at the rate of 2,500 a year for the past 25 years.



The sale is big because our product is built for good cooking, long service and fuel economy.

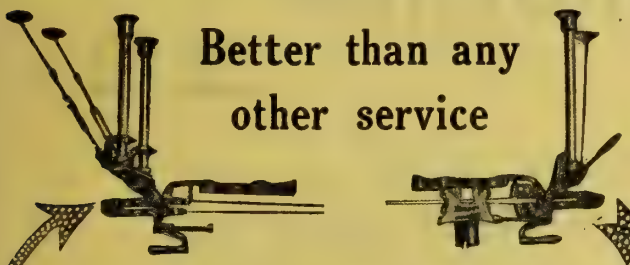
Our policy for over 15 years was to sell direct to the consumer. This brought us constantly in direct contact with buyers and users—the woman in the home—and enabled us to make our product to suit the ideals of practically every housewife.

The material, workmanship and working qualities of this range are fully guaranteed under reasonable draft.

Write for specifications and our attractive dealer proposition.

Wrought Iron Range Co. of Canada, Limited

Office: King St. West **TORONTO, Ont.** *Factory:* 22 Orillia St.



Better than any other service

It's this way: Our Carrier Service and System are as good as we say they are. We say that together they beat any other services, and soon save your investment. Send for the circular that contains our side of the story to-day, please.

GIPE-HAZARD STORE SERVICE CO., LTD.
97 Ontario St., Toronto, Canada

BIG

RESULTS
from small investments. Read Hardware & Metal's Want Ad. Page.

Skates Rifles Ammunition Trappers' Supplies Snowshoes Skis Curling Stones

HSP WINNIPEG

Do business with the leading firm in Western Canada specializing in Sporting Goods of all descriptions: Hunting outfits, skates, skating boots, ammunition, trappers' supplies, rifles, snowshoes, toboggans, skis, curling stones, hockey sticks, hockey outfits, etc.

We are able to give you a range and selection larger than any other firm in the West. We issue a catalogue which you can show to your customer, as it contains retail prices. Send for this catalogue. We repair guns, rifles, revolvers, etc.

THE HINGSTON SMITH ARMS CO., LTD.
MAIN STREET - WINNIPEG
Opposite City Hall

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Everything in Rubber

DOMINION RUBBER SYSTEM
CANADIAN CONSOLIDATED RUBBER CO. LIMITED
AND ASSOCIATED COMPANIES

Made in Canada

QUALITY and VARIETY

Plus

VALUE and SERVICE

Give

ABSOLUTE SATISFACTION

If you have not proved it, write to our nearest Branch or direct to Head Office for anything you may need in Rubber and see for yourself how we aim to serve and please you.

Canadian Consolidated Rubber Co.
LIMITED

Head Office—Montreal, P. Q.

Branches at Halifax, N.S.; St. John, N.B.; Moncton, N.B.; Quebec, Que.; Ottawa, Ont.; Toronto, Ont.; Hamilton, Ont.; Brantford, Ont.; London, Ont.; Kitchener, Ont.; North Bay, Ont.; Fort William, Ont.; Winnipeg, Man.; Brandon, Man.; Regina, Sask.; Saskatoon, Sask.; Calgary, Alta.; Edmonton, Alta.; Vancouver, B.C., and Victoria, B.C.

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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, NOVEMBER 25, 1916. No. 48

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*

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Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

Cable Address: Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

HARDWARE AND METAL

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H. M. REID, Eastern Manager.
J. J. BUTLER, Ontario Representative.
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GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director. Telephone Central 129600. Cable Address: Atabek, London, England.

UNITED STATES—New York, R. B. Huestis, 115 Broadway, N.Y., Telephone Rector 8971; Boston, C. L. Morton, Room 733, Old South Building, Telephone Main 1024. A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., Chicago, Telephone Randolph 3234. Cleveland, R. G. Langrill, 3112 Euclid Ave., Cleveland, Ohio, Telephone Prospect 1026R.

SUBSCRIPTION PRICE—Canada, 3$ a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year; Single Copies, 10 cents. Invariably in advance.

Link Your Store With Our Advertising

Do you realize the value of advertising your goods by attractive store displays? Do you realize that your customers need to be continually reminded that you carry certain lines to get their orders? By having this handsome display fixture on your counter, your sales of

O-Cedar Polish

Reg'd Can. Pat. App'd (MADE IN CANADA)

will show a handsome increase.



THIS DISPLAY STAND IS GIVEN FREE WITH DISPLAY DEALS NO. 61 AND 62.

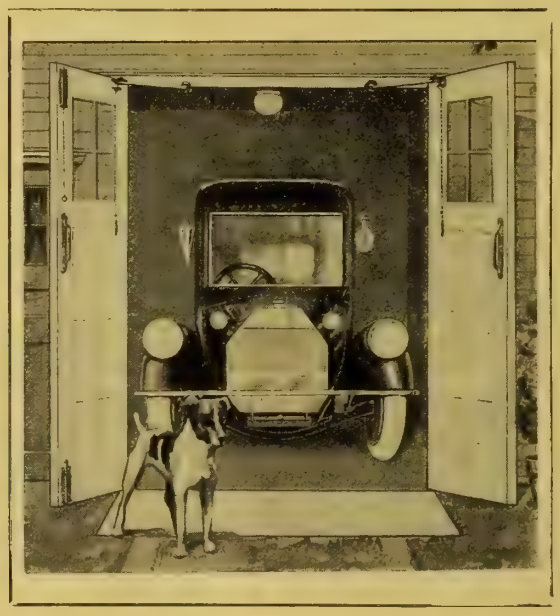
Display Deal No. 61—	Sells for	Display Deal No. 62—	Sells for
7½ doz. 4 oz. O-Cedar Polish	$22.50	2½ doz. 4 oz. O-Cedar Polish	$ 7.50
3 doz. 12 oz. O-Cedar Polish	18.00	5½ doz. 12 oz. O-Cedar Polish	33.00
1 only, Counter Display Stand.		1 only, Counter Display Stand.	
	$40.50		$40.50

(The above prices subject to usual discount.)

Our Supply is Limited in the Above Deals.

ORDER FROM YOUR JOBBER.

CHANNELL CHEMICAL COMPANY, LIMITED, TORONTO, CANADA



THE Stanley Garage Door Holder is an especially popular item in the line of Garage Hardware and is being applied to as many old garages as new. It holds the doors securely open in the windiest weather, so they cannot slam against the incoming or outgoing car.

A garage equipped with

STANLEY GARAGE HARDWARE

signifies that its owner has much to be thankful for, as it is evidence that he has the discrimination and the ability to buy the *best.*

If it is through *you* that the garage owners of your town are being supplied, you also have cause to be thankful, for Stanley Garage Hardware brings mighty good profits to the merchants who handle it.

Advertisements in periodicals of all classes are creating a big demand for this line. If you are not prepared to get your share of the business, write for Catalog R411 and information concerning Stanley Sales Helps.

Stanley Works

NEW BRITAIN, CONN., U.S.A.

Canadian Representatives:
A. MACFARLANE & CO., Coristine Bldg., Montreal

If interested, tear out this page and keep with letters to be answered.

Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 28 TORONTO, NOVEMBER 25, 1916 No. 48



The Demand Will be Very Heavy This Year for all Classes of Christmas Goods—The Hardwareman's Opportunity—Lines That Offer Splendid Opportunities for Sales.

THE Christmas trade has been growing in importance to the hardwareman with each succeeding year. This year it should reach a total larger than ever before.

It is a certainty that the demand for Christmas goods is going to exceed bounds, and far outlap the records of previous years. This, despite the conditions created by the war and the sadness that hovers over so many Canadian homes. It is a fact that most people have more money to-day than at any time before. It is equally true that the sadness and uncertainty of war time will cause even greater gaiety over the holidays than would otherwise have been the case, for people turn to anything that offers forgetfulness with a zest hitherto unknown.

Granted, then, that the opportunity for Christmas trade is greater this year, it follows that the hardwareman should make an especial effort to gather in his full share. His share, by the way, has been growing year after year, and now it should quite eclipse past records, for the very good reason that the war has molded people's minds and, when they do relax into holiday-making and gift-giving, they will buy more gifts of a practical nature than ever before. And this will turn their steps with greater frequency than before in the direction of the hardware store.

The Soldiers' Trade

There is, in addition, a concrete reason. A tremendous volume of business will be done this year in presents for soldiers. Gifts for the boys overseas will very largely all have been sent when this sees print, but it is to be borne in mind that there are thousands of young Canadians in uniform in Canada, and presents for them will be a large factor in the trade. The necktie that once served as a gift for the boy will this year be replaced by a safety razor. No longer will shirts and stickpins be the articles upon which the gift-giver can fall back. The lad in khaki will get, instead, articles of a practical, durable nature that will add to his bodily comfort while soldiering, and consequently the hardware store, with its cutlery, leather goods, watches, etc., will be the strategic point of the shopping multitudes.

Taking everything in everything, the next five weeks should be unprecedentedly busy for the hardwareman.

Are you ready for the rush?

Cutlery and Silverware

The cutlery trade has always been the backbone of the hardwareman's Christmas trade. Razors, knives, carving sets, etc., have been in ready demand. Add to this the extensive and varied demand for all lines of silverware and plated ware, and the main item of the Yuletide programme is provided.

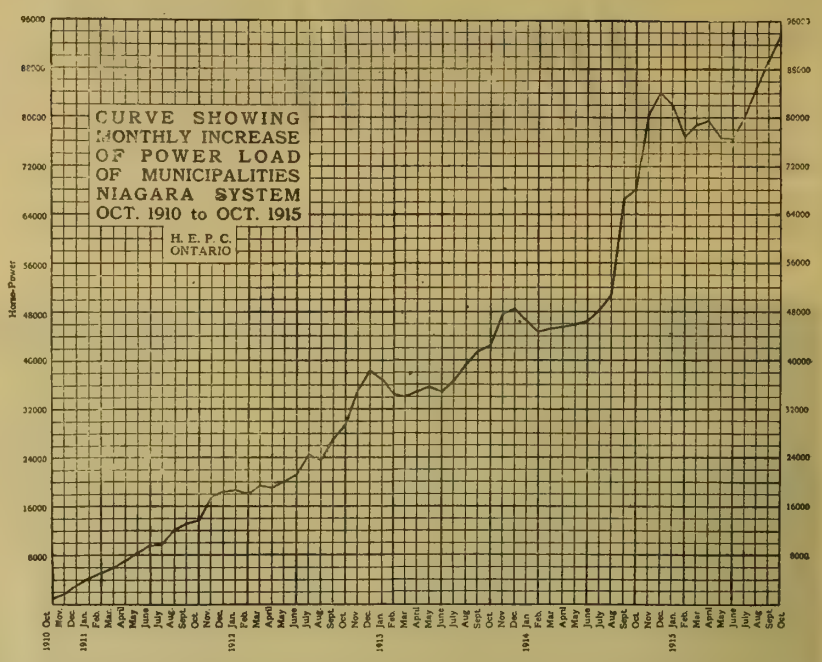
For reasons given above, the demand for razors, jack knives, etc., will be larger than ever before. There is every

reason to anticipate also that there will be an equal advance in the demand for plated ware, casseroles, and like items of a domestic nature. There is plenty of money in the family purse at present, enough to banish the scruples that have limited certain purchases in the past. There is a distinct tendency to "sort up" the household supplies, to replace the old knives and forks which have done duty since Uncle George gave them as a wedding gift, to relegate the old pudding dish for the up-to-date casserole, to fill out the assortment of pie knives and dessert spoons. In fact, the thrifty but proud housewife, with the plethoric bank book in the back of her mind, sees now the deficiencies in her equipment as items which must be attended to.

Yes, there will be heavy buying in such lines this year. It would be good business to make a special "set" on this class of trade, using advertising space to attract the attention of the housewife. "Set an attractive table" is a heading that should bring results from an advertisement.

Electrical Goods

A very important development has came about of recent years in the matter of electrical goods. Few households are now without electrical power, thanks to the extension of the power systems in all parts of Canada. And the number of articles of the utmost practical domestic value that can be operated by electricity has become a long one. Electric stoves, irons, toasters, coffee percolators, flash-



lights (or whatever the $3,000 name selected may be) are just a few of the articles that every householder is interested in.

For Christmas purposes, no line could be more attractive. An electric iron or a toaster makes an ideal gift for the matron—one that she will appreciate every day for the succeeding year and the years again that follow.

The spread of the hydro systems has done much to bring electrical goods to the fore. The report of the Hydro-Electric Power Commission of Ontario for the past year shows that during the twelve months no fewer than 28 municipalities were added to the list supplied with Niagara power. This is indicative of the huge development going on all over the country, and consequently of the remarkable possibilities in the electric specialty business.

Sporting Goods

Finally, there is the sporting goods section. This again develops into an active section when the gift-buying season starts. Nothing is more suitable for the boy than a pair of skates, a hockey stick, a punching bag, a sled, or any of the other articles that give him the oppor-



An attractive display of Christmas toys.

tunity to exercise his love of sport. In the larger centres the specialty sporting goods store is found, but in practically the whole of Canada the hardware store is the recognized spot for sporting goods. The hardwareman should defend his position against the many interlopers who are endeavoring to steal this trade away, especially during the holiday season, when demand is brisk.

Brassware, Cut Glass, etc.

Then there are goods which combine luxury with utility, appearance with practical value. In this class mention must at once be made of brass goods. Brass has ceased to be a fad, and has settled down into a line with a steady, growing demand. Jardineres, gongs, coffee pots, smoking sets, etc., are found in every home, and make gifts that are very highly appreciated. The hardware store is the logical place for such goods, and the dealer who gets together an attractive assortment and displays them to advantage can count upon a profitable volume of trade.

Cut glass is another line that can be featured for Christmas business.

Toys

Perhaps the one department of the hardware store which will stand an increase of attention most is toys. The trade in toys is pre-eminently the Christmas feature, for the gift-giving side of Christmas is maintained largely for the benefit of the children. At present the toy business, which used to centre to a very great extent in specialty and stationery stores, is now being divided more and more between the dry goods and the hardware stores. The five, ten and fifteen-cent stores are "cleaning up" on the cheap varieties. For the better grade of toys, however, the hardwareman sees his only formidable rival in the dry goods merchant. In the matter of metal toys, at any rate, the hardwareman should be supreme.

There are a large number of hardware stores where toys are sold not only at Christmas time, but all the year around in very considerable volume; in fact, where the toy department has become a very important one. Just to mention a few, there are O. M. Bell, in Halifax; McNab Bros., in Orillia, and Ingram & Davey, in St. Thomas. These are mentioned because articles have already appeared in HARDWARE AND METAL describing their toy departments; but the list could be continued indefinitely until it filled this column and included progressive merchants in all provinces of Canada.

Toys have this advantage for the Christmas trade: They bring children to the store, and that means that the mothers come along too and see the other lines that ordinarily they might seek elsewhere.

MAKING UP THE CHRISTMAS CARDS

Specially Planned for this Issue by R. T. D. Edwards

CHRISTMAS LESSON

WITH the Christmas season almost upon us and with the knowledge that fancy decorative Christmas cards will be needed to be placed on merchandise throughout the store, let all us cardwriters strive to prepare our work to avoid as much as possible that eleventh hour rush.

We all know how much work we will have in hand with fancy window backgrounds, to get out, windows to trim, with stores to decorate, with extra efforts in newspaper advertisements and with extra rush of customers; so it behooves us all to prepare now, and without delay, our cards and style of lettering while there is time to think with a good clear brain.

There are many ways in which we can avoid congestion of our work in the cardwriting line. One is, if you intend to use a certain style of lettering, get at it and practice until you have it in your mind's eye and able to form all the letters without reference to a chart.

Another is to have many cards designed already to letter. Cards with Santa Claus' smiling face in the corner, cards with sprays of holly and mistletoe, cards with wintry scenery which suggest the festive Christmas season and Old St. Nick with his prancing reindeers. These are only a few suggestions, which, when worked upon cards, impart that spirit of gladness which puts the customer in a better frame of mind to do their Christmas shopping.

To get these ideas it is necessary to collect every kind of Christmas material you can find. Many cardwriters save designs from year to year, taken from magazines, newspapers, Xmas cards and books of all sorts, and have these to refer to when an idea is required. If these are not obtainable, a search in the advertising office will reveal good material. If a suitable cut is obtained and only a few cards are wanted, the cut can be stamped on the card by first inking it off a pad, then placing it in the desired place on the card. Tap all over the back of the cut with a hammer. This will leave an impression visible enough to trace over with pen and black waterproof ink. When the ink is dry, color with transparent water colors in the natural shades.

From Picture Post Cards one can obtain many pretty sprays of holly that when cut out carefully and pasted on the corner of a card make good showcards.

The design around the chart shown in this lesson is a good one, which can be used for showcard purposes. This should be sketched with pencil first, then drawn with pen and black waterproof ink and then colored with transparent inks in natural holly colors.

There are some things which should always be kept in mind when making fancy cards, such as these. Don't put too much on it. When the card looks well enough leave it alone. Cards with little sprays of holly in the corner look better than a card with Christmas designs around the entire card, no matter how good the art work may be.

The lettering lesson this month is a modernized Old English. As you all know, Old English is a very difficult one to read quickly and that is the reason it has never been extensively used for commercial advertising, but many artists leave out a number of the lines and curves. They just take the main part of the letter. This gives a clear, readable letter without losing the characteristics of the Old English alphabet.

In the chart shown, there is a collection of letters which may be called

modernized Old English, and I think that you will agree that they make a better card for modern merchandise advertising than do the older type. "Read as you run" must be the cardwriter's motto.

THE CHART

Upper Case

"A" is a four stroke letter. Care must be taken to get this letter balanced up evenly. Strokes 1 and 3 should be at the same opposite angles.

"B" is a letter that requires much practice. Special attention should be paid to strokes 4, 5 and 6. Put them together to appear graceful.

"C." This letter is not so difficult to form, as the "B." Note how stroke 1 sweeps under and projects out beyond the other part of the letter.

Stroke 2 of "D" you will find to be the most difficult in that letter. It requires much practice and is a good suggestion for the practice exercise.

"E" and "F" show similar formations and have the same number of strokes. These letters can be made very quickly because all strokes have the some sweep to them. Stroke 5 of "E" is made shorter than that of "F."

The "G" shows much the same formation as "C," with strokes 5 and 6 added.

"H" is made in many forms, but this one is selected because of its gracefulness. Strokes 1, 2 and 3 make excellent food for practice work. Note the relation stroke 4 has to the two outside parts of the letter.

The only difference between "I" and "J" is in stroke 3. In these two points the letters must be made to differ pronouncedly, so that one won't be mistaken for the other.

The "K" is a nice letter to make. See that stroke 5 does not extend to the right any further than does stroke 6. Note how often strokes 1, 2 and 3 appear in other letters.

The "L" is the same as the "E," with the centre stroke left out.

"M" is made in many varieties. This makes a good, readable letter. Note the round finish of stroke 9 instead of the square.

In "N" we have the combination of strokes 1, 2 and 3, which so often appear in other letters. Practise these often.

The "O" is an interesting letter to make. Note that the beginning of stroke 4 is made straight before it starts to curve. Stroke 2 must be at right angles with the guide lines.

"P" is made of 5 strokes. Strokes 4 and 5 are good ones to select for practice work. You will find that this letter needs a lot of attention so as to make it appear graceful.

"Q" is a reputation of "O" with stroke 5 added.

The "R" shows the same number of strokes as the "P." Note that stroke 5 projects slightly more to the right than does stroke 4.

"S" is said by beginners to be a stumbling block, and there is no doubt that it needs a good bit of attention. The difficulty is in placing strokes 1 and 2 together, so that they will appear graceful. Stroke 4 should not extend as far to the right as does stroke 2, and stroke 3 should be about even with that of stroke 1.

Stroke 2 of "T" needs much practice, as it is the only appearance of this stroke throughout the alphabet.

All the strokes of "U" are shown in other letters. Note how close at the top of the letter strokes 1 and 3 are placed.

The "V" shows a reverse of "A" with stroke 4 omitted. Care must also be taken to get the strokes 1 and 2 at the proper angles.

"W" shows a nine-stroke letter. Stroke 1 shows a little variety in the beginning.

"X" is not a difficult letter to make, but nevertheless you will find much practice necessary before it can be made properly. Stroke 2 is made with the narrow side of the brush.

This is only one of the many forms of "Y" that are used in modernized Old English. Note the graceful appearance of the entire letter. The join of strokes 4 and 5 should be made so as to appear as one continuous stroke.

"Z," while not used as often as the other letters, its formation should be known off by heart.

The sign "&" is one that is used every day in the daily work of a cardwriter. This is only one of the many good forms that can be made.

The word "Modern" shows different style letter formations which are only examples of different varieties of letters.

Lower Case

The lower case alphabet shows much the same straight line strokes, with very little curve, so they need little or no explanation.

Follow the numbers indicated, and draw the brush in the direction the arrows are pointing and you should find little difficulty in mastering them.

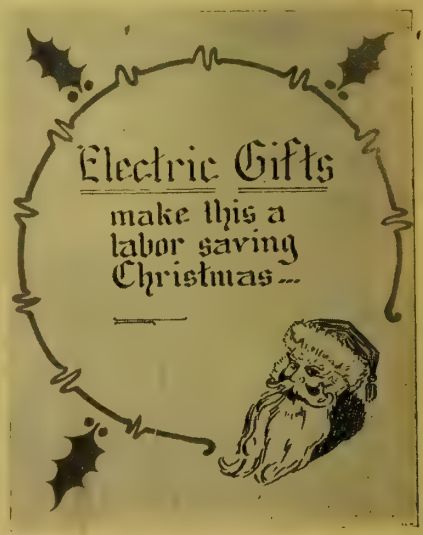
The lower case letters should be kept as plain as possible because they form the body of the words, and the plainer letter makes the word more readable.

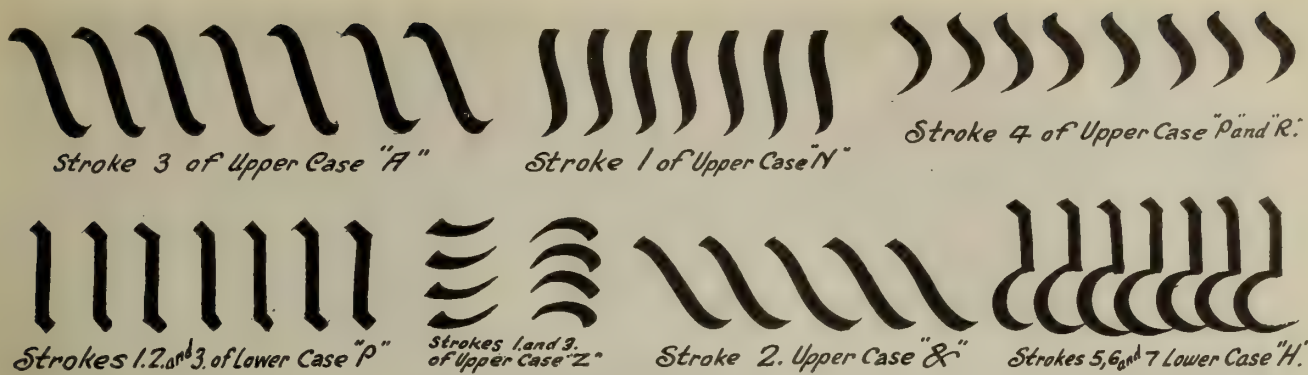
Practice Work

The student must never forget the importance of practising the various strokes, especially when a new alphabet is taken up. The strokes of the modernized Old English lettering are somewhat different to those shown previously in these lessons. Pick out the strokes that are the most difficult for you to make and practise them as suggested in Fig. 1, only practise them many times more than is here shown. You will note that combinations of strokes are shown to be practised together. This is especially good exercise. These with practice can be made without lifting the brush off the card.









Practice Exercises—Fig. 1.

As in all other lessons when brush stroke letters are taught, it is absolutely necessary that you keep the brush with a flat chisel point in order to get the desired effect that this type must have. Fill the brush first with color and then work out on a piece of waste card or glass to a good working flat point.

It is a good practice to have a few greeting cards around the store, placed in prominent places so that they may be read by the customer. These should be more decorative than the ordinary merchandise card. These can be made up in very attractive designs and colorings. Different wordings can be used as follows:—

"We extend to our many customers a happy and prosperous New Year."

"To one and all a Merry Christmas."

"We wish you a Merry Christmas and prosperity during the coming year."

"Remember the soldier boy. Ask about our Xmas Overseas Boxes."

The card, "The Season's Greetings," shows a very decorative design. The black outlines are made with black waterproof ink. The background which appears grey can be made any pale neutral shade. The holly and poinsettia are of natural colors. The circle is of bright red with darker red spots. The lettering is of a semi-script formation. It is outlined with a stub pencil and filled in afterwards. This type is shown for a variety from that shown in the lesson, but the modernized Old English is just as effective.

The accompanying card illustrates the use of the alphabet shown in this lesson. This card is an example of a good Christmas card.





A practical Christmas display in the store of F. W. Jeffery & Sons, Midland, trimmed by Albert Dalton Buchanan.

Trimming the Christmas Windows

Some Practical Suggestions for the Hardware Display Man — Get "Selling Force" into the Trims—The Value of Price Cards at This Season of the Year— Some Especially Good Trims.

THERE are two ways in which the hardwareman can increase his Christmas sales most readily and tangibly — newspaper advertising and window displays. The advertising question is dealt with elsewhere. In the matter of window displays, the best advice that can be given is to change the trims as often as is possible during the holiday season and to aim to put selling force into them.

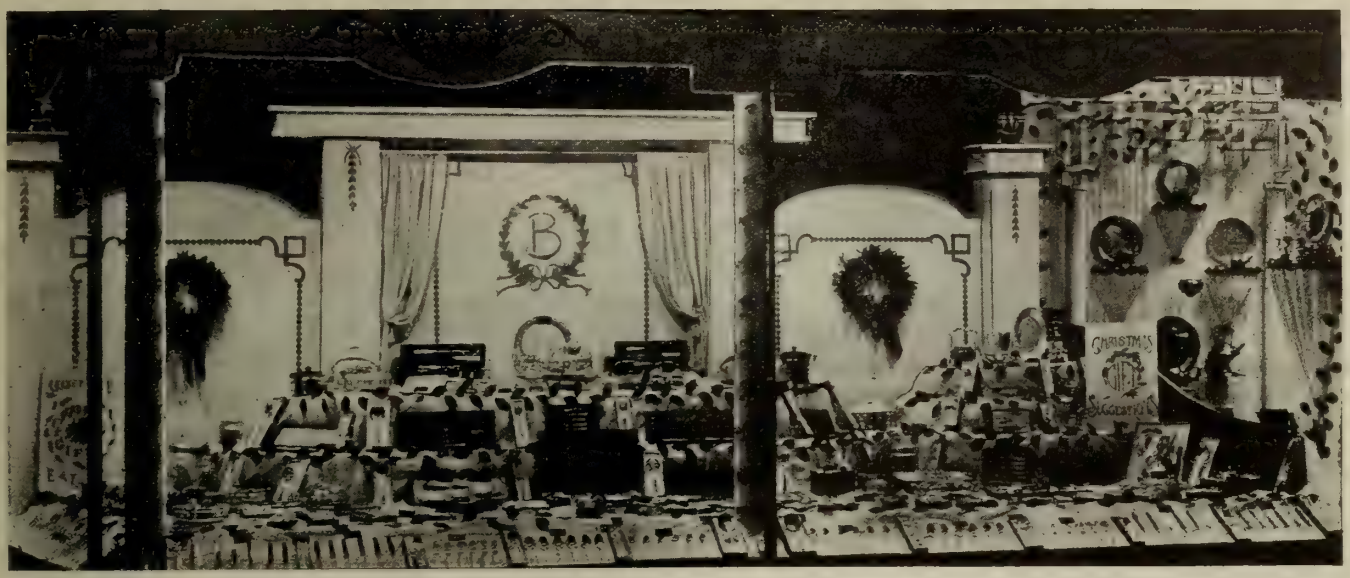
It is a fact seldom recognized that many of the most elaborate and artistic displays lack selling force almost completely. An earnest, ambitious window trimmer will sometimes put a great deal of time and effort into a display that, from the standpoint of sheer pulling force, is an absolute failure. Sometimes windows, which attract large crowds fail utterly to create business. A case is recalled where a very fine window—fine, that is, from the artistic standpoint — was put in during the early stages of the Christmas rush. It had a background to represent a pipe organ, made up of hardware goods entirely. It was clever and ingenious to a degree and attracted a great deal of attention. People crowded to look at it and told their friends about it and they in their turn came to look. In this way the store got a lot of general publicity, and so the window was not entirely valueless. At any other time of year it would have been a great stroke of business, but unfortunately it used up valuable window space at a time when people were in the buying mood and were in interested in **goods** and **prices.**

The articles displayed were very much in the background and few sales could be traced to the display itself. It did not possess direct pulling force. Next week they put in a display that consisted solely of a varied assortment of goods neatly arranged and prominently priced. It sold goods like wildfire. People were able to get practical advice from that display in the selection of their gifts. The first window interested them, but it did not **sell** them.

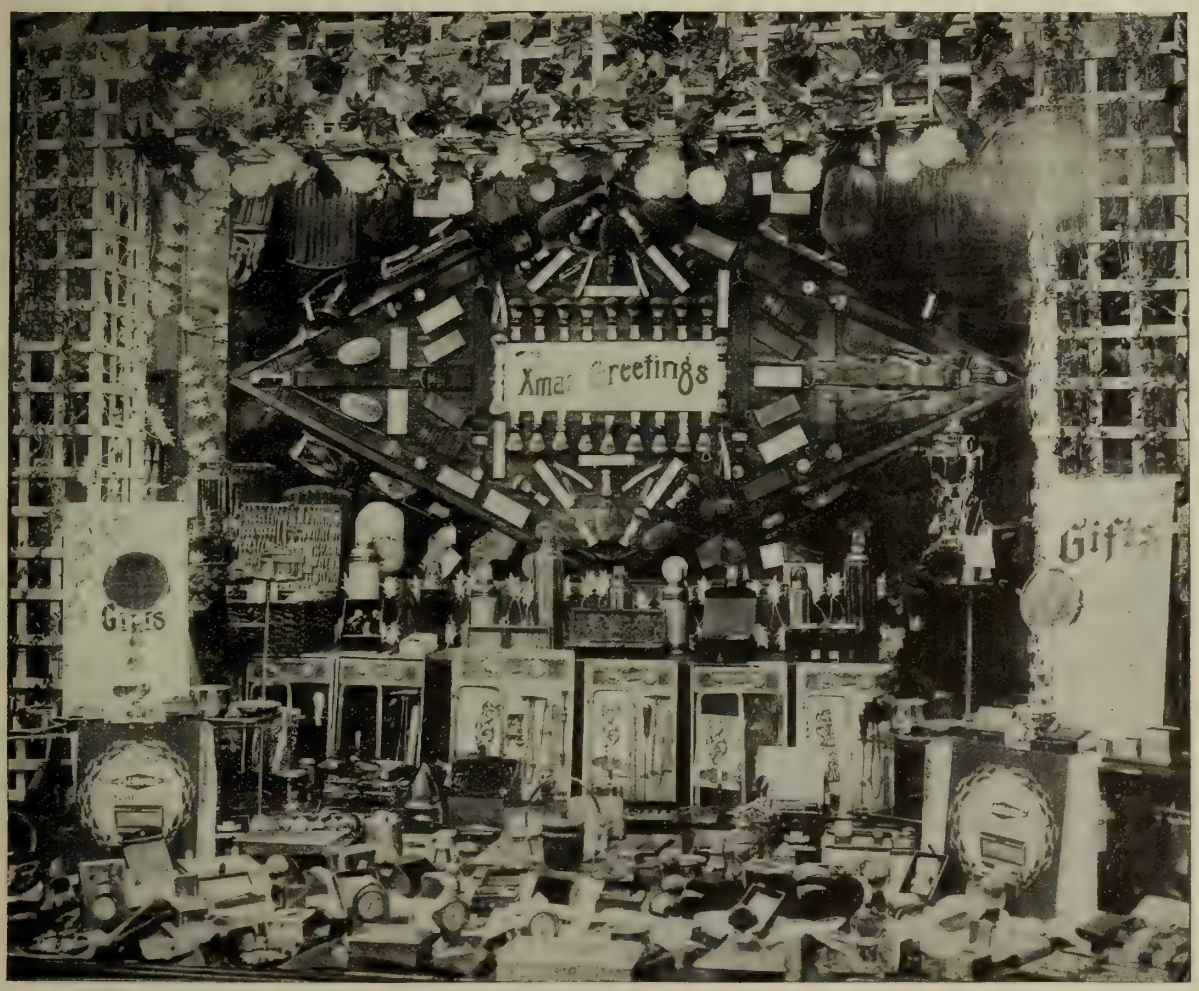
The Matter of Price Cards

A second injunction that should be laid on the window trimmer at this stage of the year is in the matter of show cards. It is, of course, a matter of universal agreement that cards are needed to brighten up a display and present selling talks on the goods shown. There is still some difference of opinion, however, on the question of the advisability of displaying prices. The controversy on this point, once a very wide one, is gradually dying out for the opponents of the price idea are gradually being won over. It is now very generally regarded as necessary to display prices in order to put real selling force into a window display. If the price is right, there is no need to fear the opposition. The other fellow knows your prices pretty well anyway. It is particularly important to use prices in Christmas windows, as the average shopper is in a hurry and desires to make selections as rapidly as possible. The shopper has two considerations in mind—getting the right article at the right price. He may be able to pick the right article from the assortment in your window, but that is only half the information wanted. If the price is not in the window the shopper may come in to ask about it—or he may go on to the next store. Experience shows that in most cases he goes on to the next store. HARDWARE AND METAL feels that too much stress cannot be put on this question of the use of price cards at this season of the year.

Practical suggestions for Christmas trims will be found in the accompanying displays. These are windows submitted in HARDWARE AND METAL'S contest and selected at the present time as offering the best ideas for the window trimmer to follow.



A Christmas window trimmed by Chas. Byford, of the Bond Hardware Co., Guelph, which was awarded first prize last year in HARDWARE AND METAL'S *Christmas Window Contest for places over* 5,000.



A Christmas window trimmed by C. H. Smith, for the J. H. Ashdown Hardware Co., at Calgary, winner in a HARDWARE AND METAL *contest.*

Writing a Christmas Advertisement

Two Points Must Be Borne In Mind—Give the Facts and Make Your Copy Distinctive—The Christmas Advertiser Has a Ready Audience—How to Achieve Originality

WRITING a Christmas advertisement is at one and the same time a most easy and a most difficult task. The easy part of it comes from the fact that the advertiser is appealing to a public anxious to buy. There are few Scrooges nowadays. In fact, it is very doubtful if even Old Scrooge would be able to resist the influence of Christmas cheer so long in this age of universal gift giving. Everyone has a list of gifts to secure, and a thirst for knowledge as to how the list can be filled most satisfactorily and economically.

This means that the advertiser is not forced to scale the ramparts of public indifference as is so much the case at other seasons. He does not have to compel an audience by the sheer mastery of his copy. Instead the audience is already there and in a receptive, even an eager, mood. All he has to do is to "trot out" his stock in trade—tell about his goods, give the prices, and hint at the excellence of his service.

The very easiness of Christmas advertising, the surety of wide attention that it enjoys, suggests the first essential of advertising copy. It must give facts. It must tell the shopper the points about the goods and the price. Generalities won't do. The Christmas shopper, picking up the newspaper, is in much the same position as a buyer opening tenders. He has certain requirements that must be filled. What have you to offer? If you don't tell him, your tender receives no attention. It is brushed aside.

And so, to repeat, the first essential is to give all the facts.

The difficult part of Christmas advertising is that the competition is keener than at any other time. Every merchant more or less, realizing that this is the time to advertise, is out doing it. This is the time of year when the news columns in the newspapers shrink and the volume of reading matter falls back routed and broken before the advancing columns of heavy type advertising. The papers bristle with appeals to the shopper.

And so, the advertiser faces this difficulty that, having his public in a buying mood, he must fight for favor against more competition. This suggests that copy to be effective must be a little different from other ads. It is the time of year when the advertisement must have originality and a personality of its own. A cut of Santa Claus and a heavy head line is not sufficient. The grocer, the dry goods man, the bookseller, are all doing that. The public must get tired of these antiquated cuts that are hauled out from the drawer, dusted off, and slapped into the middle of splurges of type each year.

It is the belief of the writer that almost any kind of copy, provided that it is definite, will "go" at Christmas time—to a certain extent. The sheer obesity of the demand accounts for this. But it takes advertising with a distinctive touch to bring the big results that every advertiser hopes for.

It is a hopeless task to make any suggestions as to how originality in advertising copy can be achieved. Probably the best advice to give is to "put yourself into your copy." Talk naturally and truthfully about the goods you have to offer.

Much can be done in the way of achieving originality in the matter of lay-outs. Pay particular attention to the setting up of your ad. Do not let the printer put you off with an arrangement that does not appeal to you as attractive. Insist on it being neat and dignified. This in itself will give it a certain originality and distinction.

Christmas Window Contest

FOR *many years past it has been customary for* HARDWARE AND METAL *to conduct a Christmas window display contest each year. The contest has become an event of wide interest for all Canadian retail hardwaremen interested in window trimming, and each succeeding competiton has been keener and each year has seen a wider and more representative response culminating in the big success of last year.*

In accordance with past custom, two contests will be conducted this year—one for stores in places under 5,000 population, the other for places of 5,000 and over. No restrictions will be set on the style of display or the goods used in the arrangement, except that each window must be arranged with goods for the Christmas trade.

Eight prizes will be offered as follows:—

PLACES OF 5,000 AND OVER		PLACES UNDER 5,000	
First Prize	$10.00	First Prize	$10.00
Second Prize	5.00	Second Prize	5.00
Third Prize	3.00	Third Prize	3.00
Fourth Prize	2.00	Fourth Prize	2.00

Contestants will note that an equal number of prizes are offered to the small town window trimmer as to those in the larger towns and cities.

The contest closes on Monday, Jan. 1. No photos received after that date will be entered unless there is proof that they have been delayed in transit.

All matter should be addressed to "The Editor, HARDWARE AND METAL, *143-153 University Avenue, Toronto," and marked "For Christmas window contest."*

ARE YOU GOING TO ENTER?

Cash Discount--Its Uses and Abuses

What Should Be the Attitude of the Buyer and Seller?—Reasons for Abuse of Discount Terms—Bad Effects of Abuse of Cash Discount Terms

THE cash discount for prompt payment, so closely watched and taken advantage of by some retail merchants, meets with considerable abuse at the hands of others. Just at this time when there is so much talk of a proposed general shortening of credit terms, and in fact some manufacturers actually adopting shorter terms, the question is a live one.

At almost every meeting of credit men the "cash discount" question crops up and there is a general discussion on the subject.

The National Association of Credit Men recently issued a pamphlet on the subject, in which it is pointed out that the relation of buyer and seller is reciprocal. Certain obligations are assumed by both, and when either neglects or violates these obligations he hurts business and injures the credit system. Because the neglect or violation is due so frequently to misunderstanding and indifference, the National Association has treated the subject of the cash discount in an elementary way so that its character and the strict need of its observance may generally be understood.

Cash Discount Not Trade Discount

The term "cash discount" was not a happy choice for it does not give to the buyer of merchandise a clear understanding of what it is. It is unfortunate because so often confused with the trade discount, but there is no similarity at all between the two and the confusion leads to misunderstanding and abuses. The cash discount is a premium allowed by the seller of merchandise to a buyer should the invoice be paid within a specified period—usually a short time after shipment.

If a seller of hardware were to offer a buyer a keg of nails, or a seller of groceries a certain number of pounds of sugar provided the invoice were paid within a few days after shipment, the principal is identical with an allowance to the buyer of a certain portion of the invoice if it is paid within a specified time. The credit men state that the cash discount, therefore, is a premium—nothing more and nothing less—and to look upon it in any other light breeds injustice and brings about confusion.

Cash Discount Part of Contract

The seller of merchandise offers to the buyer a premium in the form of a discount to be deducted from the invoice if remittance is made within an agreed upon period.

The buyer of merchandise is informed at the time of sale and on the face of the invoice that such premium will be allowed if the remittance is made within the specified time. The cash discount is, therefore, a part of the sales contract and must be given the same consideration and regard as the buyer would give to other features of the contract and in his treatment generally of the purchase. To claim a shortage when there is no shortage would not be any more improper than to claim a cash discount and demand the premium after the period has elapsed within which it was to be given. The cash discount is therefore to be honestly and fairly used.

Violation of Sales Contract

When the buyer of merchandise understands that the premium or cash discount is to be deducted should his remittance be made within ten days after shipment, he cannot but see that to remit in twenty days and deduct the discount is a violation of the sales contract.

Should the buyer exact of the seller a longer time in which to deduct the premium than it is the custom of the seller to give to other buyers and even if the privilege is a part of the sales contract, an abuse occurs for the reason that a discrimination takes place and the premium has lost its real purpose and becomes in effect an arbitrary deduction.

Buyer Should Reciprocate

Should the buyer claim that he had not received the merchandise within the discount period and for that reason demand the cash discount after the exporation of that period, an abuse also occurs for the reason that the time required for the receipt of the merchandise was not a part of the cash discount terms. As the seller has given his confidence to the buyer by shipping the merchandise on open account, so the buyer should reciprocate the confidence and believe that the seller will correct any errors that might be discovered in the execution of his order, and remit the invoice within the agreed discount period if it is his desire to earn the premium. Any treatment of cash discount terms that does not hold in view the fact that it is a premium, or that tends to exact or demand the premium when unearned, is an abuse of the system and has occasioned much of the dissatisfaction that is now felt toward it by credit grantors.

Buyers Sometimes Use Threats

If the seller of merchandise is not strict with his customers about the observance of cash discount terms and uses this indulgence as a selling feature, to patronize such sellers for the sake of such indulgence places a premium on unfair discrimination and encourages forms of recoupment that do not show on the surface, yet should be apparent to the buyer when he considers that the same values and treatment may not reasonably be expected if the cash discount in one instance has to be taken within a specified time, and in another instance may be deducted whenever he is pleased to remit. Trading on a cash discount induces demoralization in business and if a buyer of merchandise makes it a custom to take the discount whenever he pleases and not according to the terms of the purchase, he will unconsciously drift into other bad methods that may eventually impair his prospects and affect his abilities to buy at the best prices.

When a seller of merchandise fearing the threat of a buyer who demands the cash discount after the expiration of the discount term, allows the premium there is encouraged thereby a come-back to offset the deduction and nothing, perhaps, is so detrimental to business or in the intercourse of men in the credit relation, as the secret allowance of unjust and unfair deductions.

For the same reason that a contract under seal should be observed, so should cash discount agreements be observed and violations may not be excused because the contract is not in writing.

If Conditions Were Reversed?

Chief among reasons for the abuse of cash discount terms is that the premium is taken by the buyer and not directly given by the seller.

If, at the origin of the cash discount system provision had been made that should the buyer remit for the invoice within a specified time the seller would send him a cheque for two per cent. of the face of the invoice or give his account credit for that amount, the history of cash discount terms would have been quite different; but as the buyer has power to take the premium in remitting, he has felt too frequently that rather than lose the cash discount he would exact it, no matter when payment is made and use threats if his exactions are opposed.

The giving of the premium has encouraged abuses also. When buyers for large enterprises are driving hard bar-

(Continued on page 48.)

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, NOVEMBER 25, 1916 No. 48

CHRISTMAS is on us. Time to get the sales campaign under way.

* * *

YES, he is very rich. When his house was built, they used NAILS.

* * *

ANOTHER week or so and we'll be right into the swing of the Christmas trade.

* * *

A BLOCK of bonds per acre is the average weekly advance in the price of wheat these days.

* * *

WONDER if carpenters will be able to rap with their hammers as merrily and unconcernedly as was their wont when they think of the price of nails.

* * *

PEOPLE will bask more than ever this year in the expansive smiles of old Santa Claus if only to find surcease from the sorrow the war has wrought.

* * *

EVERYTHING scarce, everything dear, profits smaller and expenses higher proportionately—and yet the public thinks the merchant is enjoying a bonanza!

* * *

"Perlmutter & Co., iron and metal merchants, of Dusseldorf, have gone into bankruptcy."—News item.

IT IS quite apparent that Mawruss should have stayed in the cloak and suit business. If Potash is a partner still, imagine the things Abe has been saying!

DO 90% OF RETAILERS FAIL?

THAT ninety per cent. of those who engage in the retail business either fail or quit is an oft-repeated statement. The expression is frequently used by writers who do not take pains to investigate and find out for themselves the extent of the mortality among retailers. Such statements have a depressing effect upon many among the ranks of the retail merchants. All available statistics show that as far as the hardware trade is concerned the statement is incorrect. This is particularly true regarding the hardware trade in Canada. That the statement is also incorrect when applied to the retail hardware trade of the United States, is proven by an investigation conducted by the National Hardware Bulletin of the National Retail Hardware Association of the United States. The National Association is a large and powerful one. The records of this association and three of the most representative affiliated associations show that.

The records show that last year the per cent. of business changes taking place was almost exactly ten per cent. Deducting from this the number of changes caused by death, consolidations, exchanges, retiring to enjoy the fruits of a successful business, and it leaves about five per cent. due to failure or near failure.

Also, further investigation discloses that fully two-thirds of those dealers composing the Association can show a large and prosperous increase in their investments, sales and financial worth since they first engaged in business.

There are undoubtedly some who, as the saying is, are "hanging on by their teeth," but not all of these are going to fail. Many of the most successful members at one time had a hard struggle to get established, but eventually they made good, and the same will undoubtedly be the case with many of those who at the present time are not well rated.

So far as the retail hardware business is concerned the chances for success in it are high for those who are willing to pay the price in work and study. A statement that 90% of those who engage in the retail hardware business fail or go out of business is very misleading, and far from being correct.

THE CHRISTMAS TRADE

THE present issue is devoted very largely, so far as the special articles are concerned, to the Christmas trade. It is an important subject. The average hardwareman has never secured as large a share of the holiday business as he should; and he will lose this year also until he makes an extra special effort.

It is probably true that many hardwaremen have

not realized to the fullest the possibilities in their stock from the standpoint of Christmas merchandising. The hardware store is filled with articles that either are very much in demand for gifts or should be. Let us suggest that every reader make a mental inventory of his stock with this in mind, select the articles that can be featured, replenish the stock wherever necessary and then, to borrow a slang phrase "go to it."

And, finally, as an early start is necessary, do it now.

SHEFFIELD AFTER EXPORT TRADE

DESPITE the fact that Canadian importers have found it exceedingly difficult to secure shipments of much needed cutlery and tools from Sheffield, it is quite evident that Sheffield manufacturers and the British Government realize the importance and necessity of keeping up export connections. According to the *Ironmonger,* a leading English authority, the question of overseas trade is now receiving a good deal of attention. Manufacturers are being urged by the Government Department to keep up their exports to the highest possible level, and at the same time the military are endeavoring to comb out all men under forty-one years of age not actually employed on war work. Recent enlistments have tended to limit export trade, which must suffer still more if the present drain continues. Season orders for farm and garden tools and implement parts are now flowing in from foreign and colonial markets, and some makers report that they have already booked as much work as they will be able to execute with their depleted staffs. Makers of cutlery and some classes of tools report a considerable reduction in Government requirements. However, Sheffield has very little to sell at any rate in the home market, which is not needed for the military authorities. There is still a great scarcity of steel, except for munition purposes. One bright feature is that of late makers of cutlery and some classes of tools report a considerable reduction in Government requirements, thus indicating that in some departments of the army there is now an ample supply of equipment.

ADVERTISING PRICES

IN last week's issue appeared an article on the question of trade agreements not to advertise. The folly of these agreements is pointed out so clearly that further reference to the subject is not necessary here. One point, however, will bear further reference, and that is the question of advertising the prices of goods.

There are still plenty of merchants and manufacturers who believe sufficiently in advertising to do a certain amount of publicity work, but who nevertheless do not believe it advisable to quote prices in their copy. Their reason generally is that they are afraid of giving information away to their competitors.

This is quite futile caution, for competitors can find out all about prices anyway; and do. The fact of the matter is that, in advertising, a business man should think of nothing else but the people he is advertising to.

And the only way to get the attention of the public to-day is to quote prices. People want to know all about an article before they buy it and, first and foremost, they want to know the price.

How much business would the mail order houses get if they did not price every article in their catalogues? Instead of operating from fifteen-storey buildings they would be sending out puny circulars from dingy offices up back stairs.

STEEL OUTLOOK IN PEACE TIME

HARDWARE AND METAL has referred on a number of occasions to the largely increased production of steel in the United States and to the rapid development of production in Great Britain. It is now given out that both France and Germany are also so equipped as to ensure steel outputs largely in excess of their domestic requirements in the coming peace time, notwithstanding obviously necessary rebuilding and reconstruction demands by one at least of the two countries referred to. The fact that the former has already doubled her 1915 output, in spite of the past two year's occupation of much of her iron ore territory by Germany, is especially significant. Neglecting Belgium for the time being, as in her case the return to even her normal steel output is likely to be more or less delayed, we anticipate a merry scamper for post-war supremacy in the world's steel markets with Britain, France, the United States and Germany figuring as giant contestants.

A full appreciation of what such an eventuality will mean to Canada either with regard to projected export trade, or what is equally important, her domestic trade, has not as yet been fully, if at all realized. We are prone to assume that the belligerents have had their hands so full of fighting that even with the provision of the wherewithal to prosecute same in satisfactory measure, their steel production capacity has not been developed to such an abnormal extent as to give them individually a hitherto unparalleled preponderance in peace-time. The capacity of Canadian steel plants as a result of war munitions requirements has very materially increased, comparatively, and the same may be said with respect to the steel enterprise of the United States. In neither case, however, has the development been such as to promote a comforting peace-time prospect; rather the reverse, judging from diagnosis of the outlook by interested and competent authorities in the latter country.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

Prices of hardware continue to soar, and this week another heavy list of price changes has become effective. Products which have advanced during the week include wire nails, cut nails, lap and buttweld pipe, heavy and light tee and strap hinges, wrought steel butts, sash weights, malleable fittings, stove pipe, handsaws, trowels, rivets and burrs, wooden tubs and pails, hemp cordage, brass escutcheon pins, borax, measuring tapes, glass boards, board and log rules, iron and steel products. New lists and discounts have been issued on bright and brass wire goods. Business is decidedly brisk despite the high prices now in effect. Collections generally are good, and a large volume of Christmas trade is looked for by the retail trade. The fact that Canadian munition orders will keep all plants busy during the first half of 1917, and that many American steel plants are booked to full capacity for 1917, would indicate that lower prices on steel goods will not prevail for many months to come. Further advances are expected on wire nails, pipe, black and galvanized sheets. All ingot metals have shown considerable additional strength this week and prices on copper, spelter and tin have advanced to higher levels. The linseed oil market is very unsettled and during the week quotations were withdrawn at times.

MONTREAL MARKETS

MONTREAL, Nov. 22.—While the rush of business for shipment before close of navigation is now about over, the general trend of trade in hardware lines is still excellent, and business heads and employees are busier it seems than ever. Prices show still firmer trend, in fact experienced hardware men are beginning to look on the rising markets with concern curiously contradicted by the fact of the evident demand for the goods. Most especially in certain lines of the heavy metal trade is trouble felt, however. A marked shortage of iron plate and sheet materials exists. Tin plate, and tinned iron sheets are lamentably lacking. That a marked advance in prices of galvanized sheets is coming rapidly is the note of warning sounded by every storm signal of the metal markets, and dealers or users of this material who are not well supplied, are advised to do their best to book orders for supplies even though some mills are already refusing to accept further orders. Lap and buttweld pipe prices are again increased, though an increase was announced only last week. Still further advances are expected by the trade concerned. Many other lines are up, and leather goods are affected by the great firmness in this material All the metals show firmness. Seasonable lines are rapidly moving at enhanced prices in many cases. Builders hardware is up again, and lumbermen's implements are increased in price, also important lines of wire, and several lines in cotton made commodities. Shelf goods show advances, and amongst details in these lines are Canadian made locks. Incidentally also in opinion of the trade generally "The day of the cheap alarm clock is done."

Tremendous Firmness in Iron and Steel

IRON AND STEEL.—The important problem for all large scale consumers of these indispensable metals is to their orders booked by the mills at all. Over booked with orders away into the latter months of 1917, and the first six months of 1918 the great milling concerns are now at the stage of refusing to book further orders, and price cuts less ice than ever with them. Users of iron and steel are already in anxious times as regards delivery. Short of the end of the war, there is small hope of relief, and for long after the end of the war it is likely that iron and steel prices may remain extremely firm.

Iron Pipe Goes Up Again

Only one week has passed since altered and higher prices were published by HARDWARE AND METAL as regards lap and buttweld pipe. This week again the prices of lap and buttweld pipe go further upwards. The new prices are shown in a panel elsewhere in this issue.

The End Is Not in Sight

This second increase within seven days in pipe prices is declared by the best authorities to be but a preliminary. Prices of iron pipe will beyond doubt go still higher, perhaps very much higher. Both lap-weld and buttweld pipe will increase in cost. Production of these pipes is affected by the abnormal condition of the iron and steel market.

Pipe Fittings Up With Pipe

Increased prices for pipe, which may be still further advanced very soon, are accompanied by increased prices also for pipe fittings as follows:—All pound goods, 20 per cent. off instead of 25 off as formerly, Malleable bushings 52½ per cent. off: Cast bushings 52½ per cent. off: Plugs 50 per cent. off; Malleable unions, 55 per cent. off.

Big Advance Due in Iron Sheets

A very material increase in the price of galvanized iron sheets, and also of thin black sheets is absolutely certain to take place before very long. The situation is aggravated by the fact that it is even at the present stage, almost impossible to get supplies of these. The mills are already refusing to quote prices on these lines. On the advice of a reliable authority in close touch with the situation, interviewed by HARDWARE AND METAL, any dealer who requires galvanized sheets in his business, or the thin black sheets which are in the same position as regards the market, and who is not sufficiently well stocked to take care of probable needs for the next few months, would be wise to cover his requirements quickly while there is yet time to get supplies at present quotations. What is coming no man can infallibly predict, but galvanized sheets are in for something like famine conditions short of a market, or manufacturing miracle.

Tinned Iron and Tin Plate Too

A marked scarcity of tinned iron, and of tin plate is also noted on the markets this week, and in these lines the outlook reveals little in the way of even remotely possible relief. Those who can get supplies, or secure delivery of orders, or even secure booking of orders at present prices not subject to revision as markets alter, may consider themselves lucky.

New Bolt and Nut Prices Effective

Not announced in Montreal as early as in Toronto, but duly published in last week's HARDWARE AND METAL, the new prices on bolts and nuts became effective in Montreal on Saturday 18, Nov. An average advance of 5 per cent is noted here.

Cut Nails Advanced

Once again cut nails have advanced in price. The base price for this line is now $4.00.

Wire Nails Increased Again

Wire nails also share the general trend of the market for all commodities made of iron or steel. Following are the new base prices: f.o.b. Montreal, Gananoque, Collingwood, Owen Sound, $4.25 base; f.o.b. Toronto, Hamilton, Milton, London, $4.20 base; f.o.b. Sault Pt. Arthur, and Ft. William $4.35 base; f.o.b. St. John, N.B. and Sidney, N.S., $4.25 base.

Barbed and Twist Wire Up

Barbed wire is now quoted at $5.00 per 100 lbs., and plain twist wire at $5.50 to $5.60 with the higher figure most likely to last.

Galvanized Wire Increased

Further advances are noted in Montreal this week on galvanized wire. No. 6 and No. 8 are now listed at $5.45, No. 9, is $5.00, No. 10, $5.50, No. 11. $5.55, No. 12, $5.15, No. 13, $5.25, No. 14, $5.15, No. 15, $6.35, and No. 16, $6.45.

Coil Spring Wire Up Also

New prices on coil spring wire are quoted this week for No. 9 at $5.05, and No. 12 at $5.20.

Axes Again Advanced

Axes have again advanced in price, being raised a further 50 cents per dozen.

Files and Rasps Up

The former discount off list prices of Disston rasps and files has been altered to 55 per cent.

Lumbermen's Hardware Up

All lumbering tools, peevies, peevie handles, etc. and logger's implements (not cross-cut saws so far) have been increased in price by from 10 to 15 per cent.

Wheelbarrows Up in Price

Price on garden and navvy wheelbarrows have been altered, the navvy steel-heel being now $37.50 per doz. Garden steel wheel $48.00 doz. Heavy garden and heavy farm barrows are still quoting at $3.75 each.

Sash Weights Up

In line with the increases in price of metals sash weights have to be quoted higher per 100 lbs. Sectional sell at $3.40 now instead of $2.40 both in the 1 lb. and ½ lb. sizes. Solid per hundredweight are $2.25 instead of $1.80.

Shelf Goods Show Further Increases

Tap Soles Up Again

Last week HARDWARE AND METAL announced the change in price of tap soles. This week a further advance of fifty cents a dozen is on record. The tendency of all leather goods is tremendously towards firmness now.

WIRE AND CUT NAILS STILL CLIMBING

Another advance of 10c. has taken place on the price of wire nails. The new price on nails follows:

F.o.b. London, Toronto, Hamilton and Milton .....$4.20 base.

(Freight equalized on above points.)

F.o.b. Montreal, Gananoque, Collingwood, and Owen Sound ..... $4.25 base

(Freight equalized on above points.)

F.o.b. Port Arthur, Fort William and Sault Ste. Marie..$4.25 base

Windsor and Walkerville, f.o.b. factory points, carload freight allowed ..... $4.27½ base.

Cut nails have advanced 30c. per keg and are now quoted at $4.00 base Fo.b. Toronto, Hamilton, Montreal, London.

Sporting Goods Increased

All of the Reach sporting goods, baseball outfits, punching bags, all leather goods of the list, and every other line also show advances from 10 per cent. to 25 per cent. towards.

Cotton Gloves Up 25 Cents

Cotton gloves are increased in price by 25 cents per dozen, and all cotton goods may go higher yet.

Cotton Twine Increased

Cotton fishing twine No. 6 is now 44½ cents a pound, No. 9 is quoted at 39 cents, No. 12 at 38 cents, numbers 15 to 36 are all at 37½ cents, and Numbers 42 to 100 are quoted at 37 cents.

Sand Paper Advanced

Sand paper shows an advance locally in price this week, but the exact percentage of advance has not been figured out by the wholesalers. The condition of the market for the materials of production would account easily for a considerable increase. The present increase however, is said to be just to show the tendency.

Sleigh Bells Up

"Bells on Bob-Tail" will ring in perfect accord with the time of the metal markets to-day, if the owner of that sleigh horse renowned in song, has to buy a new set this season. Sleigh bells are up 5 per cent.

Rope Shows Increase

New list prices on some lines of cordage show prices as given in current quotations for the principal lines. Cotton rope 1 to 16 in. is now quoted at 0.37 cents, and ¼ in. and up at 0.36 cents.

Builders Hardware Up

Builders hardware though in slack demand at this time of year shows an increase on various lines amounting to from 5 per cent. to 10 per cent. All lines are affected more or less.

Canadian Locks Increased

The principal lines of made in Canada locks are up in price by about ten per cent. These include the Belleville, The Springer Mfg. Co., the Canada Yale and Towne, The Peterboro', Nat Hardware, and Hamilton Hardware lines of locks, all priced by different lists so that to estimate the exact advance is difficult.

Hinges and Butts Up

A 10 per cent. advance is noted also on all wrought butts, and heavy and light strap, and "T" hinges.

Copper Firmer, Also Lead, Tin, Solder

OTHER METALS.—Unvarying firmness, and changes only in the upward direction characterise all the metals on the market apart from the iron and steel which set the upward pace.

Copper Still Firmer

Quoted last week at $38.00 (highest quote) copper is this week at $39.50 (lowest quote) and $40. Bought in much larger quantities (if obtainable) slightly easier figures might be discovered, but the market for copper is exceedingly strong as will be noted from quotations in current list this week.

Lead Still Stronger

With prices quoted as last week viz. $9.75 to $10.00 lead is noticeably firmer

still, and in strong market. The paint manufacturing business notes the tendency in pig lead, and remarks upon it.

Tin Still Higher

The strength noted in tin last week is borne out this week, by increased prices, quotations being now $49.50 to $50.00 as compared with last week's highest $48.50.

Sheet Zinc and Spelter Firm

Sheet zinc is quoting firm as last week at 25 cents to 25½ cents, and spelter at $14.50 to $15.00 also as last week. Antimony shows no variation from the 16 cents quoted last week.

Solders Are Higher

Tinsmith's and wiping solder are higher in price. The first mentioned (tinsmith's) now quoting at 31 cents instead of 30 cents, and the second (Wiping Solder) at 29 cents instead of 28 cents.

TORONTO MARKETS

TORONTO, Nov. 24.—One of the serious factors at the present time is the embargo placed on shipments in small lots coming to Toronto by both the C.P.R. and G.T.R. Wholesalers in these instances are unable to get their small freight shipments through. In car lots, however, the railway companies will bring in the goods. Many of the wholesalers are utilizing the express companies where formerly they had their goods shipped by freight. This service, with the extra tax put upon it, is also becoming little better than freight conditions, according to some of the wholesalers. The freight situation is aggravated by the scarcity of help and the recent strike on the C.P.R. of freight handlers. A shortage of goods in many lines still continues.

Iron Pipe Goes To Higher Levels

New and higher prices have gone into effect on most sizes of buttweld and lapweld iron pipe. On some sizes this is the third advance within a month. The new prices are shown in a panel elsewhere in this issue.

Wire Nails Up 10c Cut Nails Up 30c

NAILS—Wire nails have advanced 10c per keg this week and are now quoted at $4.20 per keg base at Toronto. The market is decidedly firm and further advances would not come as a surprise. In the United States market wire nails are now quoted at $2.85 a keg Pittsburgh, and authorities state that the price will probably go to $3 or $3.25 a keg before the second quarter of next year. Other wire products it is said will register corresponding advances in price. Canadian interests have recently attempted to secure large tonnage of wire rods in the United States, but United States interests have been unable to take the business offered. With a scarcity of wire rods and prices continually advancing, it is not unreasonable to expect further advances.

Cut Nails Up 30c

CUT NAILS—Quotations on cut nails have advanced about 30c over the former price of $3.70. This week three prices were quoted on cut nails in Toronto—$4—$4.05—$4.10—$4.25 per keg base.

Bright and Brass Wire Goods Advance

A new list has been issued on bright and brass wire goods. The new discount on bright goods is 82½% off list; on brass the discount is 70% off list. The new list is shown in a panel elsewhere in this issue.

IRON PIPE GOES STILL HIGHER

Still another advance has taken place on buttweld and lapweld pipe. This is the third advance this month.

	Per 100 ft. Black	Galvanized
Buttweld—		
⅛"	$ 3 50	$ 5 00
¼"	3 30	5 43
⅜"	3 20	5 43
½"	4 25	5 82
¾"	5 18	7 30
1"	7 65	10 80
1¼"	10 35	14 61
1½"	12 38	17 46
2"	16 65	23 50
2½"	26 33	37 15
3"	34 43	48 58
3½"	43 24	60 26
4"	51 23	71 40
Lapweld—		
2"	19 24	25 72
2½"	28 67	38 90
3"	37 49	50 87
3½"	46 92	63 94
4"	55 59	75 76
4½"	64 77	88 27
5"	75 48	102 90
6"	97 92	133 40
7"	130 90	174 90
8" L	137 50	183 80
8"	158 40	211 70
9"	189 80	253 00
10" L	176 00	235 20
10"	226 60	302 80

Prices for Ontario, Quebec and Maritime Provinces.

Poultry Netting Staples Advance

Poultry netting staples are now quoted at $12 in kegs, less 30 and 5%. Bright are quoted at $1.10 less than galvanized. The following extras apply: 50 lb. boxes, 30c per 100 lbs. advance; 25 lb. boxes, 40c per 100 lbs. advance; 10 lb. boxes, 80c per 100 lbs. advance. Fine steel wire is quoted at list plus 20%.

Poultry Netting Due For Sharp Advance

POULTRY NETTING—As yet the manufacturers have not announced the new prices on galvanized poultry netting, but they are expected in the near future. Wholesalers are anticipating a sharp advance in this product as well as in black wire cloth. The manufacturers withdrew their prices a short time ago and it was intimated at the time that new and higher prices could be looked for. In the meantime the wholesalers have been selling from their former list and discount, which is 30 and 10 off list for Canadian manufacturers and 30 per cent. for American netting.

Russian and Italian Hemp Rope Up 5 Cents

CORDAGE AND TWINE—An advance of 5c per pound on all tarred and untarred hemp rope has been put into effect by the manufacturers during the week. On the tarred ratline rope of ⅝ in. diameter and larger the new price is 32c per pound. Tarred hawsers and lanyards are now quoted on a basis of 34c for ⅝ inch and larger. Tarred marline, houseline and hambroline are quoted at 34c, tarred yacht marline at 46c. The untarred rope of ⅝ in. and larger is 36c, while halyards, deep sea line on base is quoted 36c. In the Italian hemp rope the ⅝ in. and larger is now quoted at 36c per pound. The markets for these raw products in Russian and Italian hemp is practically shut off owing to war conditions. The product is used mostly around ships. The cordage market continues steady. There is a fair demand in sorting up orders. In sisal products the market holds firm. One of the large American manufacturers of binder twine recently purchased 100,000 bales of sisal at the prevailing market price which is taken as an indication that cheaper sisal is not looked for by this concern.

Borax Registers An Advance During Week

BORAX—An advance from the dealers to the jobbers of 50c per 100 lbs. for borax has been put into effect during the week. Borax is put up in 236-lb. barrels, but is mostly sold to the retailer in small lots. The price charged by the wholesalers at the present time is 10½c per pound. Other lines of chemicals sometimes handled by jobbers have also advanced during the week. Sal soda used largely in munition plants, has registered an advance of 5c per 100 lbs. to the wholesaler. Soda ash is very scarce and prices have been firm and advancing. Manufacturers find it impossible to keep up with the demand and the output of their plants is completely sold up. Bi-

carbonate of soda has advanced 15c per 100 lbs. during the week. This is used as a baking powder and as such is handled more by grocers. Lampblack has registered an advance from the manufacturers. It is now selling at 26c to 40c in quarter-pound packages, according to the grade.

Escutcheon Pins and Tubular Rivets Advance

RIVETS—An advance of 15 per cent. on the price of brass escutcheon pins, tubular rivets and bifurcated rivets was put into effect during the week. Escutcheon pins are now selling net list price, while the tubular rivets and bifurcated rivets are now selling at the net list price of 65c per carton, containing twelve small boxes of 100 rivets each. There is a firmness in this market and further advances are not improbable, due to the scarcity and high price of tubular steel and of brass.

Galvanized Oil Cans May Go Up in Price

OIL CANS—With the advance in the cost of galvanized iron used in the manufacture of 5-gallon and 10-gallon cans for carrying linseed oil and turpentine, manufacturers have increased their price to the jobber. An extra charge of 75c for the 5-gallon can is now added to the cost of the oil or turpentine and for the 10-gallon size the additional charge is $1. Before the war these cans were sold by jobbers at 50c for the 5-gallon and 75c for the 10-gallon sizes. It is anticipated that higher prices for these cans will not be improbable in the near future.

Malleable Fittings and Bushings Are Up

FITTINGS AND BUSHINGS — Wholesalers have advanced their prices on malleable fittings and bushings during the week. Prices were last week withdrawn by the manufacturers. The increase is a substantial one. The new discount on malleable fittings on the D and C grade is 15 per cent. off, malleable bushings carry a discount of 50 and 5 off list and cast bushings 50 and 5 off.

Washtubs and Pails Advance 10 *Per Cent.*

WOODENWARE—One of the Canadian manufacturers of woodenware has made a general advance of 10 per cent. on their line of woodenware, including washtubs and pails and some lines of washboards. One line of washboards that formerly sold for $4.25 per dozen is now quoted at $4.75. One of their cheaper lines of washboards they have decided to take off the market altogether. In the enamel and zinc washboards there has been no advance. The advance has been caused by the increase in raw materials. In describing the condition to a HARDWARE AND METAL representative, W. H. S. Cane, of Newmarket, Ont., of Wm. Cane, Sons & Co., said: "All articles that enter into the manufacture of our articles have advanced greatly, due to war conditions. Steel wire and paints have all advanced. The wood used in some of our lines has advanced as much as 50 per cent. over pre-war prices. Wire used in the hoops and for bales has gone up 60 to 70 per cent. In the face of these facts we have been forced to revise our prices. The labor problem is a serious one with us. Of our available man-power at the beginning of the war, 55 per cent. have enlisted. Some of these men cannot be replaced. They were expert workmen. It is impossible to get others to fill their places. Our Output has consequently been cut just about in half. We are not looking for new fields in which to get trade at the present. If we are able to look after our customers we consider ourselves fortunate. Business has been good, but of course our force is cut in two and for the available force to meet the needs of trade we have been kept busy."

Saws Up 10 Per Cent.

An advance of 10 per cent. was put into effect by one of the manufacturers of saws and trowels.

Price List on Wire Goods

Bright and Brass — Adopted Nov. 20, 1916

BRIGHT WIRE GOODS.

Iron Screw Eyes.

Suit A. B. & C.

List Nov. 20, 1916.									Price per Gross	
No. S.G.	1	2	3	4	5	6	7	8	9	10
List	1.50	1.50	1.50	1.70	2.00	2.50	2.80	3.30	3.80	4.50
No. S.G.	11	12	13	14	15	16	18	20		
List	5.80	6.50	7.00	9.00	10.00	11.00	16.00	30.00		

Iron Screw Hooks—Suit M.

No. S. G	2	3	4	5	6	7	8	9	10
Length, inches	1⅜	1½	1⅝	1¾	1⅞	2	2¼	2½	2¾
List	2.00	2.30	2.50	2.80	3.00	3.50	4.00	4.50	6.00
No. S. G.	11	12	13	14	15	16	18	20	
Length, inches	3	3¼	3½	3¾	4	4¼	4½	4¾	
List	8.00	9.00	10.00	12.50	13.75	15.00	21.00	30.00	

Iron Gate Hooks and Eyes.

No. S. G.	6	7	8	9	10	11	12	13	13	13
Length, ins.	1½	2	2½	3	3½	4	4½	5	5½	6
List	6.50	8.00	10.00	12.00	14.50	17.00	20.00	24.00	27.00	30.00
No. S. G.	13	13	13	13	13					
Length, ins.	8	10	12	14	16					
List	36.00	42.00	48.00	55.00	70.00					

Square Cornered Screw Hooks.

No. G. S.	4	5	6	7	8	9	10	10
Length, ins.	1¼	1½	1¾	2	2¼	2½	2¾	3
List	2.50	2.80	3.00	3.50	4.00	4.50	6.00	8.00

Stove Pipe Screw Eyes.

No. G. S.	5	6	7	8
Length, inches	1¾	2	2½	3
List	2.80	3.50	4.25	5.00

BRASS WIRE GOODS.

Brass Screw Eyes.

Suit A. B. & C.

List Nov. 20, 1916.									Price per Gross	
No. S. G.	1	2	3	4	5	6	7	8	9	10
List	3.50	3.50	4.50	5.50	7.00	9.00	10.00	13.00	16.00	21.00
No. S. G.	11	12	13	14	15	16	18	20		
List	26.00	28.00	30.00	37.00	42.50	48.00	57.50	70.00		

Brass Screw Hooks.

No. S. G.	2	3	4	5	6	7	8	9	10
Length, inches	1⅜	1½	1⅝	1¾	1⅞	2	2¼	2½	2¾
List	4.00	5.00	6.50	8.00	10.00	12.00	15.00	21.00	30.00
No. S. G.	11	12	13	14	15	16	18	20	
Length, inches	3	3¼	3½	3¾	4	4¼	4½	4¾	
List	37.00	41.00	45.00	65.00	75.00	85.00	105.00	125.00	

Brass Gate Hooks and Eyes.

No. S. G.	6	7	8	9	10	11	12	13	13
Length, inches	1½	2	2½	3	3½	4	4½	5	6
List	24.00	30.00	36.00	46.00	58.00	64.00	76.00	82.00	110.60

Discount on Bright Wire Goods ..... 82½% off list
Discount on Brass Wire Goods ..... 70% off list
F.o.b. Montreal, Toronto, London, Hamilton.

Measuring Tapes Advance

An advance was put into effect by one of the large manufacturers of measuring tapes, glass boards and board rules during the week. The advances on their various lines covers a considerable range of percentages.

Black and Galvanized Sheets Higher

GALVANIZED SHEETS—Black and galvanized sheets have advanced considerably in the United States and still higher prices are bound to be asked for stocks held in Canada. On Wednesday of this week the leading sheet interest at Pittsburgh announced a price on black steel sheets of 4c base, Pittsburgh. Prices on galvanized sheets have been withdrawn. A small amount is available in the independent mills at 6c base, Pittsburgh. All quotations locally are much firmer and in some cases advances have taken place. Prices are shown in the current quotations, but are subject to change without notice. Tin plate has also advanced in the United States. Prices are nominal.

Ingot Metals Higher Market Very Strong

Copper Much Higher

COPPER—Copper has advanced locally following the recent advances and strong market in the United States. Reports from New York state that since Nov. 1 producing interests have booked orders for about 5,000,000,000 lbs., or in other words the production at present enormous capacity for 2½ months. The prices named for third and fourth quarters in 1917 are the highest ever touched for such positions. Excitement has been running high in the copper market. Locally the price is 37½c-39c, showing considerable advances over previous quotations.

Tin Reaches Higher Levels

TIN—Tin is much firmer in price, following a firmer market in the United States. Reports state that the British Government has taken over considerable further steam tonnages from India and the East Indies. Freights in consequence have advanced from 25 to 30%. November arrivals of tin have been very small at New York. Locally the price has advanced to 48c-49c.

Spelter Goes Higher

SPELTER—Spelter is strong and higher in both the New York and local market. A recent decline in London, Eng., apparently did not affect the situation in America. The zinc ore market has advanced another $5 ton. Locally, the price is 15c lb.

Lead is Firmer

LEAD—The consumption of lead continues heavy. The market, however, was dormant for a period, but has become more active. The American market is firmer and higher prices are being asked for futures. The price locally remains at 9¼c lb.

Antimony Slightly Firmer

ANTIMONY—The market is showing some signs of further strength, due, it is claimed, to the placing of some further orders for shrapnel in America. The price locally remains unchanged at 18c lb.

ALUMINUM—The market is quiet and prices are unchanged locally, at 68c lb. This metal sold at 18c to 20c lb. for a year prior to the war.

Solder Up 1½c Pound

SOLDER—Prices are higher following the advances in tin and spelter. Prices have advanced 1½c lb. Guaranteed is quoted at 31½c. Strictly pure is quoted at 29c.

Pig-Iron Up $1 Ton

PIG-IRON—Pig-iron has advanced another $1 ton. Hamilton and Victoria Brand is quoted at $32.00 ton. The market in the States is very sensitive and some producers are practically sold out for 1917.

Iron Rivets and Burrs Change Discount

RIVETS AND BURRS.—The discount on black, tinned and coppered iron rivets and burrs was changed during the week from 35 per cent. off list to 32½ per cent. off list. This means an increase in price in these commodities. Copper rivets remain unchanged, although the coppered have registered an advance.

Heavy Demand For Iron and Steel

IRON AND STEEL—Bar iron continues in active demand. The demand for steel is as insistent as ever. Orders for shells already placed will keep the Canadian munition plants busy during the first half of 1917. In the United States large sales of steel have been made to the Allies for delivery during the second half of 1917. One large interest, it is said, has sold plates for delivery extending to the middle of 1918. A Canadian car works recently placed orders for 15,000 tons of plates and shapes with a Pennsylvania concern. The election in the United States had little or no effect on the iron steel trade. Buying continues active and one of the largest independent steel companies of the United States has announced that its books are filled to overflowing with orders for steel and steel products. No orders will be accepted until further notice.

Iron and Steel Make Advances During Week

IRON AND STEEL.—Considerable advances were recorded in iron and steel during the week, with still further advances expected. In band steel there is an advance of 25c per 100 pounds, making the selling price now $4. Mild steel is quoted 15c up at $3.65 per 100 pounds. Angles are advanced 10c per 100 pounds base, and are now selling at $3.85 to $3.95. Channels are quoted from $4 to $4.50 base. In the large sizes of flat iron bars there has also been an advance, the price now quoted on sizes over 3½ inches wide and 1 inch thick is now at a base of $4 for iron and $4.15 for steel in certain instances and at a base of $5 in other instances. Tees and channels are both quoted at $4 to $4.50 base. Horseshoe steel and toe calk steel are practically off the market, as dealers have been unable to get supplies. Further advances in all lines of iron and steel are anticipated in the near future. Angles is one of the lines that is expected to go up almost momentarily.

New Discounts on Wrought Butts Named

WROUGHT BUTTS.—Advances were recorded in the price of wrought butts in the neighborhood of from 10 to 15 per cent. The new discounts on heavy and light tee and strap hinges were also named during the week. In the instance of the latter the discount has been changed from 40 per cent. off to 30 and 5 per cent. off, for both heavy and light. On wrought butts the new discounts are as follows:—

No. 840	25%
No. 800	20 & 5%
No. 838	25%
No. 808	25%
No. 804	30 & 5%
Nos. 802, 842, 844	30%
Nos. 810 and 814	15.5%
Nos. 820 and 910	30%

LONDON MARKETS

LONDON, Ont., Nov. 23—A large number of important price changes have again taken place, and the end is not yet in sight. The retailers are preparing for the Christmas trade and a large volume of holiday business is expected. Trade at present is brisk in both wholesale and retail lines. Collections are good. There is a decided scarcity of many hardware lines.

Sash Weights, Nails and Wire Goods Higher

Sash Weights Go Higher

Sash weights have advanced in price and solid are now quoted at $2 per 100

lbs. Sectional weights are quoted at $2.50 per 100 lbs.

New List of Wire Goods

A new list has been issued on brass and bright wire goods. The new list with discounts is shown elsewhere in a panel.

Wire Nails Up 10c

Wire nails have advanced 10c per keg and are now quoted locally at $4.20 base.

Cut Nails 30c Higher

An advance of 30c per 100 lbs. has taken place in the price of cut nails and the price is now $4.00 base.

Iron Pipe Goes To Higher Level

The second advance inside of two weeks has gone into effect on lap and buttweld iron pipe. The new and higher prices are shown in a panel elsewhere in this issue.

Stove Pipes Higher

Stove pipes have advanced further and are now quoted per 100 lengths as follows: 3 in. common, $9.81; 4 in., $11.47; 5 in., $11.47; 6 in., $11.47; 7 in., $12.69.

3 in. bright, $11.47; 4 in., $13.91; 5 in., $14.33; 6 in., $14.33; 7 in., $15.14.

Stove pipe elbows are quoted as follows: light pattern 6 in., $1.45 doz.; 7 in., $1.60 doz. Heavy pattern are quoted 5 in., $1.81 doz.; 6 in., $1.81 doz.; 7 in., $2.02 doz.

Malleable Fittings Advance

New discounts are out on malleable fittings as follows: Class B and C, 15%; Bushings 50%; Unions 50%; Plugs 50%.

Extension Ladders Up

A new and higher price has been issued on extension ladders. The advance is 1c per foot and quotations are now: 32 ft. and under, 17c ft.; 34 to 44 ft., 19c foot; 46 ft. and over, 26c foot.

Tee and Strap Hinges Are Higher

New and higher prices have been issued on tee and strap hinges. The new net prices are as follows:

	Heavy Tee Doz. Prs.	Heavy Strap Doz. Prs.
4 in.	$1.70	$2.00
5 in.	2.13	2.47
6 in.	2.40	2.66
8 in.	2.74	3.60
10 in.	4.86	6.39
12 in.	7.72	7.92
14 in.	7.85	9.05

The foregoing are net prices. When figuring from list prices the following discounts apply: Light tee and strap hinges, 30-5%; heavy tee and strap, 30-5%.

Steel Butts Up About 10%

Steel butts have advanced about 10%. The new discounts are as follows:

No. 800, 20/5%; 840, 25%; 838, 25%; 804, 30/5%; 842, 30%; 810, 15/5%; 814, 15/5%.

Bolts Advance 10-15%

Bolts and nuts have advanced as indicated in last week's issue of HARDWARE AND METAL. The new discounts are shown in the current market quotations. They were also shown in a large panel in last week's issue.

Linseed Oil Firm

Linseed oil remains firm at last week's prices. The demand is fair. Quotations are firm at the following figures:

	Raw	Boiled
1 to 2 barrels ....Per gal.	$1.20	$1.23
3 to 5 barrels ....Per gal.	1.19	1.22
6 to 9 barrels ....Per gal.	1.18	1.21

Turpentine is firm and unchanged and is quoted in single barrel lots at 74c per Imperial gallon in single barrels; 2 to 4 barrels are quoted at 73c per Imp. gal.; 5 gal. lots 81c per Imp. gal.

White lead in oil remains firm at $13.95 per 100 lbs. in ton lots and $14.25 per 100 lbs. in less than ton lots.

Putty in Fair Demand

Putty is in fair demand and is firm and unchanged. Quotations are as follows:—Standard 100 lb. drums $3; 25 lb. drums $3.10 per 100 lb.; pure 100 lb. drums $3.70 per 100 lbs.; 25 lbs., $3.80 per 100 lbs.

Glass is Firm

Sheet glass is firm and is in good demand. Single diamond is quoted at 20 per cent. off; double diamond at 20 per cent. off; cut lights at 50-5 per cent. off.

Bit Braces Up

Several makes of bit braces have been advanced by the manufacturers and jobbers 10%.

WINNIPEG MARKETS

WINNIPEG, Nov. 23.—Reports as to general business conditions are very favorable, indeed, and in spite of the adverse reports which were being given out two months ago, the volume of business being handled is remarkably good. The high prices now ruling on all commodities do not seem to be influencing business to any marked degree, and retailers are booking their goods for spring with every confidence in the outlook. This is an extremely encouraging report to have, and speaks well for the present business stability of the West.

Jobbers are making every effort to assure their customers that goods will be on hand for them, but some disappointments are bound to crop up. Manufacturers are becoming loaded up with orders to an unusual degree, and deliveries are getting extremely slow. Some goods which are being ordered now will not be shipped for twelve or fifteen months. That means that some lines will not be in stock during all of 1917. The outlook in this respect does not look any too bright, but it's a case of making the best of existing conditions.

Many Prices Have Moved Upwards

During the past week prices have been on the upward trend again, and a great many lines come in for consideration. Among the many lines to be revised are axes, cotton rope and sash cord, which advance over last week's prices; barb wire and wrought iron pipe.

Practically all lines in which are to be found any steel or wire are being advanced in price. This is notable in revisions which have taken place recently in practically all lines of wrenches, tinners' tools, Maydole hammers, etc.

Another advance in tinware is also noted, the new prices ranging about 7½ per cent. higher than formerly. The high levels reached in these goods is perhaps most noticeable in the quotations given below on oil cans and water pails—two lines familiar to the trade. The quotations follow:—Flaring water pails, I.C., 6-qt., $1.87 per doz.; 10-qt., $2.48 per doz.; 14-qt., $2.86 per doz. Flaring top coal oil cans, ½-gal., $3.08 per doz.; 1-gal., $3.74 per doz.; 5-gal., $9.29 per doz.

The latest prices issued on barb wire, while only 10c per spool higher than former quotations, mark a new high water level for this commodity. Changes are also to be noted in coil spring wire and plain galvanized wire. The new prices are as follows:—

	Ft. William. Per spool.	Winnipeg. Per spool.
Bark wire, Lyman ..	$3.70	$4.00
Glidden	3.55	3.85
Baker ..	3.50	3.80
	Per 100 lbs.	Per 100 lbs.
Coil spring, No. 9..	$4.30	$4.60
Plain galv., No. 9..	4.35	4.75
„ „ No. 12..	4.60	5.00

Axes, Stove Pipe and Elbows Higher

For some time now a revision in the price applying to axes has been discussed, and the new quotations below illustrate how great this advance has been:—Hudson Bay axes, unhandled, 2 lb., $8 per doz.; 2½ lb., $9 per doz.; 3 to 4 lb., $10 per doz.; handled, 3 to 4 lb., $12.50 per doz. Black Prince. unhandled, $9.50 per doz.; handled, $12 per doz.

Following the recent advances noted in Canada plate, and as predicted in HARDWARE AND METAL, new prices have now been issued on stove pipe and elbows. Jobbers advise that the present outlook for next year on Canada plate is no brighter, and it may be utterly impossible to secure any. This being the case, it would seem advisable for dealers to protect their stocks carefully, and warn their customers of a possible shortage. The present quotations being made on stove pipe elbows and patent standard pipe are:—Elbows—Heavy 6 in., $2.08 per doz.; 7 in., $2.33 per doz.; 8 in., $3.46 per doz. Light—6 in., $1.60 per doz.; 7 in., $1.75 per doz. Light standard pipe—6 in., $14 per 100 lbs.; 7 in., $15 per 100 lbs.

The new prices issued on wrought iron pipe are not greatly changed from former quotations, but the tendency is ever upward—the latest advance being about 2½ per cent. Quotations follow herewith:

Black.	
Wrought Iron Pipe—	Per 100 feet.
¼	$ 3 92
⅜	4 00
½	5 18
¾	6 30
1	9 32
1¼	12 60
1½	15 08
2	20 30
Galvanized.	
⅜	6 48
½	6 94
¾	8 73
1	12 92
1¼	17 46
1½	20 88
2	28 08

Iron, Copper Rivets and Burrs Up

Another new price issued this week, which will prove of interest, is that applying to all lines of iron rivets. The new discount is 25 per cent., whereas formerly 30 per cent. was given. The lines affected are carriage rivets, wagon box rivets, section rivets, hame rivets and tinned rivets. It is also to be noted that new quotations are in order on coppered iron rivets and burrs and tinned iron rivets and burrs. To-day's figures are:

Coppered Iron Rivets and Burrs.	
Assorted—	Lb.
No. 8	0 32
No. 10	0 35
Rivets Only—	
No. 8	0 22
No. 10	0 22
Burrs Only—	
No. 8	0 35
No. 10	0 37
Tinned Iron Rivets—	
No. 8	0 22
No. 10	0 23
Tinned Iron Burrs—	
No. 8	0 37
No. 10	0 39

Cotton Goods Go Still Higher

Following last week's jump in cotton rope and sash cord, the new prices shown below are somewhat of a surprise, though it was expected further increases would go into effect at a later date. This is only another instance, however, of the uncertainty of the markets, and it should pay every retailer well to make a careful study of same. To-day's price on cotton rope is 6c per lb. higher than two weeks ago—most certainly a big increase. Revised quotations are as follows:—Cotton rope, 3-16 in., 41c lb.; ¼ in. and over, 40c lb. Sash cords, in hanks or coils—6 in., 49 lb.; 7 in., 48c lb.; 8, 9 and 10 in., 47c lb. Wrapping twine—Cotton, 3-ply balls or cones, 45c lb.; 4-ply balls or cones, 48c lb.

Leather Belting Shows Big Advance

New discounts have been issued on leather belting, which show a tremendous increase over previously ruling figures. The war has brought about an enormous demand for leather—a demand which is taxing the sources of supply to their utmost. Whether leather belting will be one of the lines to be listed "short" during next year is not yet certain. Quotations are:—

Agricultural or No. 1, 40-12½ and 2½ per cent.

Standard, 30-10 and 10 per cent.

Extra, 30 and 10 per cent.

Cheap Cutlery, Clocks and Hammers Up

Other lines to be noted on the upward trend are as follows:

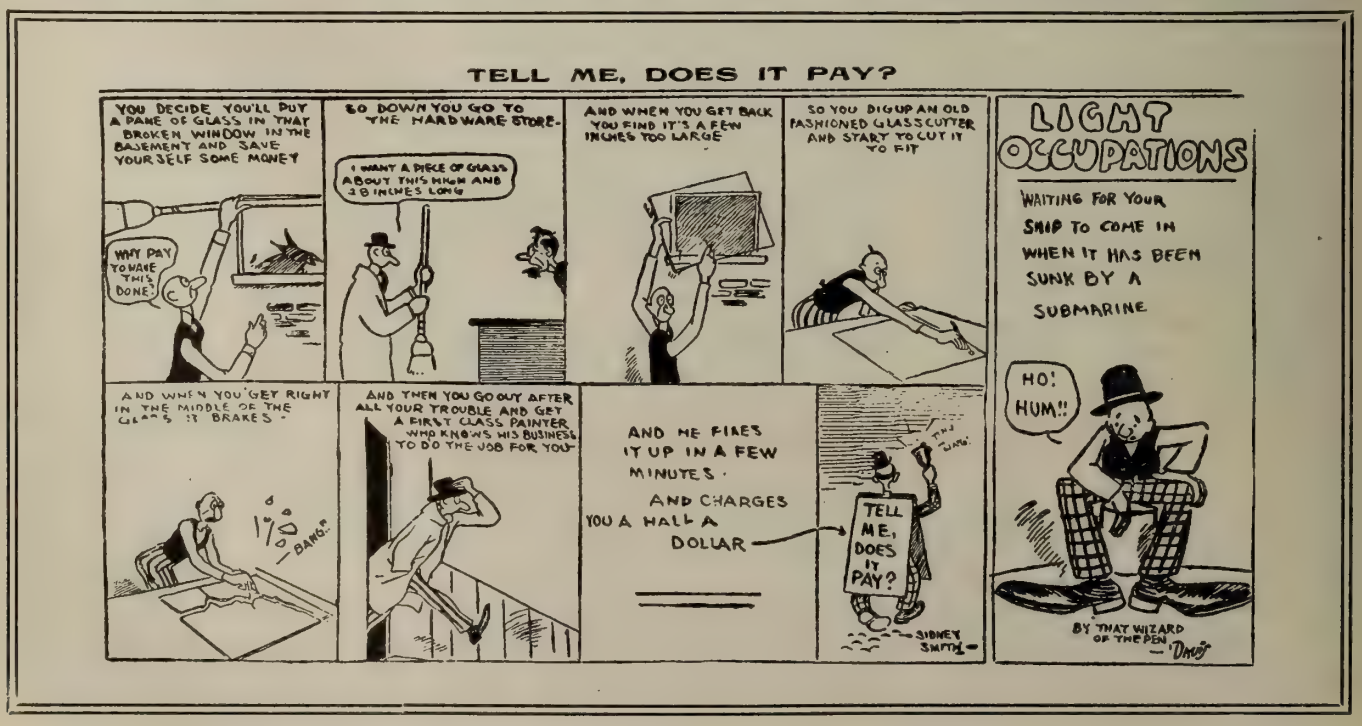
Tea spoons, No. 900, gross	$2 80
Dessert spoons, No. 900, gross	5 50
Table spoons, No. 900, gross	5 75
Dessert Forks, No. 900, gross	6 00
Medium Forks, No. 900, gross	6 25
Medium Knives, No. 900, doz.	1 65
Alarm Clocks—	
Sleepmeters, each	1 40
Lookout, each	1 35
Maydole Hammers—	
No. 1, doz.	11 00
No. 1½, doz.	10 00
No. 11, doz.	11 00
No. 11½, doz.	10 00
No. 12	9 40

Bluestone Higher for Spring

A further revision has taken place in the price of bluestone, and quotations being made for spring shipment are now at 14c lb. This is an advance of 1½c per lb. over prices issued a couple of weeks ago, but jobbers advise this will likely be permanent until the first of the year at any rate.

Oil and Turpentine Unchanged

For the week no further change is noticeable in the price of linseed oil and turpentine, but there is no line on which the market seems more uncertain. It would certainly seem as though the prices listed below were at a high enough level, but further advances would not be surprising. To-day's figures are:—(Per gal. bbbl. lots)—Linseed oil—Raw, $1.39; boiled, $1.42. Turpentine, 80c.



EVENTS IN THE TRADE

Montreal, Que.—Albert Turgeon & Co., hardware merchants, have dissolved partnership.

Firms Registered

The following firms have registered in Quebec Province: Montreal, A. S. Bissonnette; J. W. Charbonneau, hardware; U. Granger, hardware; Sarrasin & Mercelle, hardware; Lymburner Brass Works, Inc., has been incorporated.

Killed in Action

Capt. George Vallance Taylor, third son of Sir Thomas and Lady Taylor, formerly of Winnipeg, has been killed in action. When living in Winnipeg he was well known as an athlete, and for some years was employed in J. H. Ashdown's store.

Banner Lamps and Lanterns

An attractive and well illustrated 42-page catalogue has been issued by the Ontario Lantern & Lamp Co., Hamilton, Ont., featuring oil lanterns, lamps and burners. The catalogue is gotten up in loose leaf form and additions can be made from time to time. Copies will be mailed on request.

Personal

J. E. Beauchamp, of J. E. Beauchamp & Co., Montreal, was a business visitor in Toronto this week.

Capt. Thos. Magladery, M.P.P. for Temiskaming, and who for some years was engaged in the hardware business at Parkhill and New Liskeard, Ont., had his leg badly crushed while on active service in France and is now in a hospital in Oxford County, England.

Lieut. Carmichael Missing

C. Hoshal, Weyburn, Sask., is in receipt of a letter from Lieut. G. W. Brown, now at the front, stating that little hope is entertained that Lieut. K. Carmichael will be seen again. The writer says that the last time he saw the missing officer was when he was mounting the parapet with his men for an advance.

Obituary

Moosomin, Sask.—The death occurred here of A. S. Smith, of the A. S. Smith Hardware Co.

M. S. Buchanan, who served six terms as mayor of the town of Ingersoll, died on November 14 after a prolonged illness. Mr. Buchanan was the inventor of the Buchanan hay fork, which, together with haying tools, he has been manufacturing in Ingersoll for over thirty years.

Winnipeg Notes

J. H. Ashdown left last week for a visit to his branches at Saskatchewan and Calgary.

W. L. Pattinson is representing the J. H. Ashdown Hardware Co., in Western Saskatchewan and Eastern Alberta in place of A. F. McDermid.

D. B. Thompson, traveller for the J. H. Ashdown Hardware Co., Winnipeg, will join the noble army of benedicts shortly. Mr. Thompson covers the Edmonton territory for this firm.

The following are some employees of J. H. Ashdown Hardware Co., who have figured in the fighting in France recently: Norman Bell, of the warehouse was recently killed; Jack Hourihan, of the pricing dept. was wounded in the hands and face by shrapnel; Frank Scruton writes to say that he is well, but has been seeing some severe fighting; William Thompson, one of the ledger keepers, has been wounded, and is now in a hospital at Norwich.

Industrial Notes

Guelph, Ont.—The Guelph Stove Co. will build a new foundry.

Hamilton, Ont.—The Dominion Steel Castings Co. will build an extension to their plant.

Copper Cliff, Ont.—The Canadian Copper Co. contemplate extending their plant here.

St. Catharines, Ont.—The Metal Drawing Co. will build an addition to their machine shop.

Toronto, Ont.—The Canadian Carbon Co. will erect a three-storey factory on Paton Road, to cost $23,400.

Montreal, Que.—The Dominion Cutlery Co., 591 St. Catherine Street west, are considering the erection of a factory.

Guelph, Ont.—Work will be commenced at an early date on the erection of an addition to the Loudon Machinery Co. plant, to cost $6,000.

COCHRANE HARDWARE CO. TO DO CASH BUSINESS

North Bay, Ont.—The Cochrane Hardware Co. has made a public announcement that commencing Jan. 1, the retail business of the firm will be conducted on a cash basis. The announcement reads as follows:—

"Owing to the extreme advance in prices, we have decided that in order to have our customers and friends able to obtain their hardware at the least possible price, we must place our retail business on a cash basis.

"On January 1, our retail store will be a cash store. It will not be necessary for us to take care of bad accounts, or spend money collecting small ones.

"Our retail business has been steadily growing into a cash business. The cash system is the only fair way to do business. Pay only for your own goods. Buy only what you need. War time is the time to make your dollar count. You can be sure that you receive value for every dollar spent with us. We would appreciate your co-operation by not asking for credit after January 1."

HARDWARES KEPT OPEN ON SUNDAY

Gas Turned Off at Calgary

The Calgary hardware stores did an enormous business on Saturday, November 11, on account of the break in the gas main 200 miles south of Calgary. The majority of houses are heated by gas in Calgary, and most people have gas stoves to cook with, consequently when the gas suddenly ceased to flow, there was a rush to the hardware stores to buy small coal stoves and oil stoves. So great was the demand that in some instances stoves that in the ordinary way sold for $4.50 were sold on Saturday night for $10.00, and coal oil, regularly 37c a gallon, brought as high as 90c a gallon. Coal also shot up in price to $20.00 a ton and only a limited amount was allowed each purchaser. All hardware stores and coal dealers were allowed to keep open on Sunday in order to accommodate the public, but many people had to leave their homes and stay at hotels. Every hotel in the city was full and in several hotels people spent the night in the lobby because they were too late to obtain rooms. Gas was turned on early Tuesday morning and everything is normal again.

Travelers Want Better Accommodation

Important Matter Discussed at Banquet of Sales Managers' Association—Presented a Petition to Government Suggesting Remedies.

A BANQUET was held by the Sales Managers' Association at the Fort Garry Hotel, Winnipeg, on Wednesday evening, Nov. 15. This organization is only a year old, and has grown to such an extent, arrangements are already being made to form branches both East and West. Following the banquet, some facts and figures were submitted by C. H. S. Bamford, president, showing what had been done by the organization since its inception.

He referred to the train service which had been improved between Watrous and Melville, to the improvement in postal facilities at Shaunavon and other points, improvement in the handling of baggage on the railways, the establishment of a clearing house for travellers, and many other beneficial changes which had been effected by the Association.

The most important effort made by this body was in connection with hotel accommodation in Manitoba. To secure an improvement in this, the Sales Managers' Association, the Commercial Travellers' Association, and other bodies, presented a petition to the Manitoba Government on Nov. 14.

The petition to the Government draws attention in its preamble to the fact that in eighty-two points in Manitoba, outside the city of Winnipeg, there had previously been liquor licenses, which franchise operated in many cases as a part remuneration for the accommodation provided for the travelling public. The removal of this source of income had affected the hotel situation at these points, so that, at the present time, the whole matter of hotel accommodation required thorough consideration.

The Sales Managers' Association and other bodies collected data on the condition of hotels in Manitoba since prohibition, and a conference was later held, which was attended by delegates from a large number of public bodies. The following resolutions were passed to be submitted to the Manitoba Government:

Resolved that, in the opinion of this conference, the hotel is performing a function essential to the well being of the community, and the public at large, and hence, its support is a public obligation.

Resolved that, whereas public services rendered by the hotel have been in many cases in the past compensated in part by the license to sell liquors, and whereas the people of this province has refused to continue this method, it would seem necessary that the public recognize that this obligation must be met in some other way.

Resolved that a Commission under the Department of the Attorney General should be appointed by Provincial Government to take supervision of all hotels, restaurants, boarding houses, auto and other liveries, billiard and pool rooms, within the province, with powers of licensing and inspection, and the enforcement of such provincial regulations and standards as may be established from time to time.

Resolved that the Government should take steps to establish a scale of standards to which hotels, restaurants and boarding houses must confirm, such standards to be graduated according to the population of the community affected.

Resolved that powers should be given to the municipality or municipalities to form a hotel district for the purpose of providing adequate accommodation, and that these municipalities may offer exemption or make grants to hotels in return for public services, such as reading or writing rooms, rest rooms, lavatories, or other public accommodation.

Resolved that this conference recommended that the keeper of a standard hotel shall be entitled to sell all non-intoxicating drinks and beverages, cigars and tobaccos, and to conduct an ice cream or general restaurant, cafe or billard or pool room, without business tax or further license.

Resolved that in the opinion of this conference, the so-called jitney bar business has reached such proportion as to justify government supervision and control, and that this be placed under the proposed commission.

Resolved that the Provincial license fee charged other business be sufficiently large to enable the standard hotel to compete with other vendors who do not furnish general accommodation.

An address was delivered during the evening by G. N. Jackson, of the Winnipeg Board of Trade, who recently returned from England, where he appeared before the Imperial Conference of the Chambers of Commerce.

CASH DISCOUNTS—ITS USES AND ABUSES

(Continued from page 37.)

gains with the sellers of merchandise, one of the greatest evils that has occurred under the cash discount system is the hard and unusual terms demanded by such buyers who have not recognized that in the effort to make unusual terms they are doing the cash discount system a great harm and, in fact, are creating sentiments for its abolishment.

What should be the attitude of the buyer and seller of merchandise toward the cash discount system? The answer is simple: The exact observance of cash discount terms and compliance with the usual terms of the selling house. If the buyer will sit down and figure what the difference is on a two per cent. allowance between payment in ten days and twenty days he would realize how unjust it is to demand the premium when it is unearned, what a loss is occasioned the selling house and how unreasonable it is to believe that such allowance could be made without some form of recovery or secret recoupment; also if the driver of a hard bargain would calculate what the difference is between "two per cent. —ten days and two per cent.—twenty days" with sixty days dating, he must realize that he is forcing discrimination upon the seller of the merchandise and some form of recoupment if the seller is giving him his best prices, and yet may feel it necessary to meet the demands of the buyer.

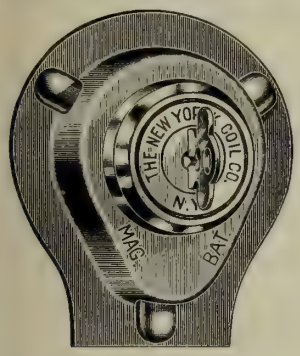
The seller of merchandise must insist upon his customers remitting within the agreed time if the premium is to be taken or allowed. The buyer of merchandise must not expect to receive the premium unless he earns it by remitting within the specified time. The reciprocal relation is thus preserved; honesty and fairness are defended, and the cash discount system will be permitted to serve its use undisturbed—that is, as a premium for prompt payment and an encouragement to buyers so to finance their business that this premium may be earned.

NEW HARDWARE GOODS
OFFERED TO CANADIAN HARDWAREMEN

IGNITION LOCK FOR FORD CARS

The New York Coil Company, 338 Pearl St., N.Y. City, have added to their line a new Ignition Switch Lock for Ford cars.

The makers state that the lock is so constructed that installation is very



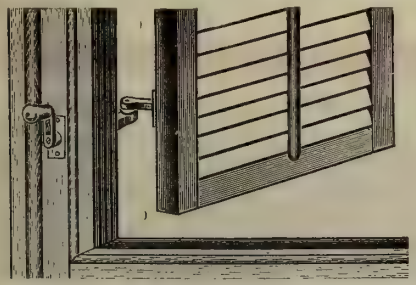
Ignition Lock for Ford Cars.

readily effected by the simple removal of the three screws which hold the name plate on the regular Ford switch, and substituting the ignition lock.

Three sliding members, which are forced outwards by a three-lobed cam inside the switch, conceal and protect the holding screws. These remain over the screws after the first operation of the Switch, and do not slide each time the key is turned. The key can only be removed when the switch is in the "off" position, when the cam effectually prevents the lugs being forced inwards and consequently renders the device thief-proof. The makers state the lock can be installed by any owner in less than five minutes.

MALLORY · SHUTTER WORKER

Mallory Mfg. Co., Flemington, N.J. is marketing the Mallory shutter worker, which the makers claim is a perfect self-locking adjustable shutter



Mallory Shutter Worker.

worker that opens and closes the shutters without raising the sash. By turning a pair of handles inside the room the shutters can be adjusted to any desired angle. The workers can be attached to old or new houses whether frame, brick or stone, and the makers state, can be installed without the necessity of tearing out the walls or hiring an expert mechanic. The working parts are encased, and in this way are protected from moisture and dust. The working parts are made of malleable iron and are accurately machine cut, this making them run smooth and true. In case of accidental breakage all parts can be easily replaced. A catalog with other descriptive matter will be supplied on request.

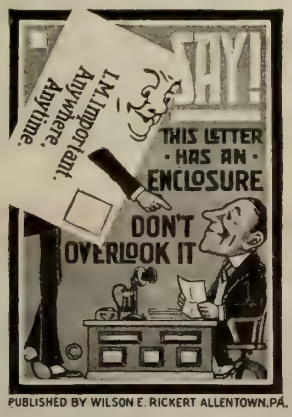
BOOSTER STAMPS

Wilson E. Rickert, Allentown, Pa., has issued a number of special business stamps, which if used, it is claimed will



No. 70. "Rush It" Stamp.

make correspondence more efficient. The designer claims they will facilitate replies, minimize errors and in a general way get things started in the right

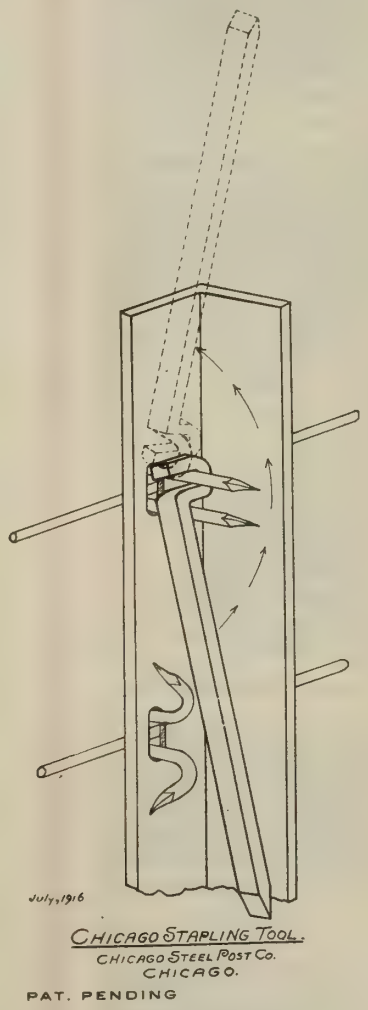


No. 71. "Do not Overlook It" Stamp.

way. Two of the designs are illustrated. A catalog of designs will be supplied free upon request.

CHICAGO STAPLING TOOL

Chicago Steel Post Co., Chicago, Ill., offers to the Canadian trade the Chicago stapling tool here illustrated. The makers state that this is a new device, which has simplified, to a great extent the fastening of fence wire to steel posts. The tool it is claimed will



The Chicago Stapling Tool.

satisfactorily clinch an ordinary staple on a steel post as shown in the illustration. The directions advise the user to place the staple over wire and insert in hole that registers with the wire. Then place the tool on the staple as shown in the illustration, and bend upward as far as possible, as shown on dotted line in illustration. Then place tool over lower leg of the staple and bend downward. The two legs of the staple are bent inward against the inner face of the angle. The tool is a one-man device, and is claimed by the makers to be easy to operate, quick and efficient.

A Few of Our Carload Buyers



M. AUGUSTIN, NEW ORLEANS, LA.



HEYSTEK & CANFIELD CO. GRAND RAPIDS MICH.



STANDARD GLASS & PAINT CO. DES MOINES IOWA



SPURLOCK-NEAL CO. NASHVILLE, TENN.



RANDOLPH PAINT CO HOUSTON, TEX.



INTERIOR SUNSET PAINT CO LOS ANGELES, CAL.



J. H. ASHDOWN CO. WINNEPEG, CAN.

EVERY concern mentioned in this Announcement buys Kyanize by the carload. (*There are others.*)

In this way only are they able to keep pace with the retail demand that centres on their stores.

That's the big feature about Kyanize—*it's saleability.*

Kyanize varnishes and enamel are practically sold when you stock them.

Our National Advertising has created a wide market for Kyanize.

It is the experience of most Dealers that the people start buying Kyanize almost as soon as they put it in their stores.

If there is no Kyanize Agent in your locality, we invite you to write for a copy of the big, new 1916-17 Edition of "The Dealer's Mint of Selling Hints" and full particulars about the Kyanize Exclusive Agency Plan.

Boston Varnish Company

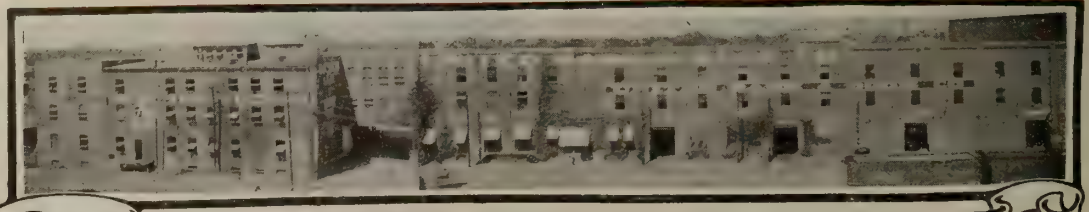
Makers of Fine Varnishes.

Everett Station, Boston, U.S.A.

Chicago Office and Warehouse:
519 West 12th Street

San Francisco Office and Warehouse:
311 California Street

Canadian Distributors:
The J. H. Ashdown Hardware Co., Limited, Calgary, Winnipeg, Saskatoon. Sturgeons Limited, 91 Church Street, Toronto. The E. Cavanaugh Co., Limited, 935-945 Notre Dame St. West, Montreal



UNITED SASH AND DOOR CO. WICHITA, KANSAS

If interested, tear out this page and keep with letters to be answered.

A Kyanize Exclusive Agency Will Make You a Carload Buyer



CAMPBELL PAINT & GLASS CO. NASHVILLE TENN.



KEIPER STEWART CO. INDIANAPOLIS, IND.



INTERIOR HUKILL-HUNTER CO. PITTSBURG, PA.



CLARK PAINT OIL & GLASS CO. ROCHESTER, NY



CHAS. NAECKELS SONS DAVENPORT IOWA



JONES & GURLEY UTICA, NY



HACKETT-GATES HURTY CO. ST. PAUL, MINN.

NO question about it, business will find you out as soon as the people find out you carry Kyanize.

People like to buy a guaranteed article. And when they find the goods up to the guarantee they come back for more.

There's another big point. *They have to come back.* It is imperative.

The Kyanize Exclusive Agency Plan allows only one Dealer to a territory.

All the sales are his—all the profits are his.

Backed by a combination like this: First, a nationally advertised, guaranteed, quality article.

Second, a definite sales plan that absolutely protects.

Third, a constant succession of trade helps and selling plans, is it any wonder that so many Kyanize Agents are Carload Buyers—*and that all succeed.*

If there is no Kyanize Agent in your locality, we invite you to write for a copy of the big, new 1916-17 Edition of "The Dealer's Mint of Selling Hints" and full particulars about the Kyanize Exclusive Agency Plan.

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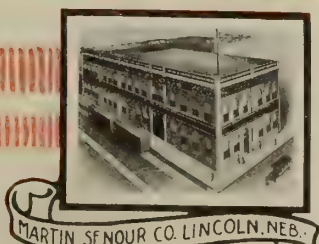
The H. J. Ashdown Hardware Co., Limited, Calgary, Winnipeg, Saskatoon. Sturgeons Limited, 91 Church Street, Toronto. The E. Cavanaugh Co., Limited, 935-945 Notre Dame St. West, Montreal



KNAPP & SPENCER SIOUX CITY IOWA



BOETTICHER & KELLOGG EVANSVILLE, IND.



MARTIN SENOUR CO. LINCOLN, NEB.

If interested, tear out this page and keep with letters to be answered.

WHAT OTHER PAPERS SAY

BONUS FOR PUNCTUAL CLERKS

From *American Metal Market.*

The salaries of between 3,000 and 4,000 men and other salaried employees of the Westinghouse Electric & Manufacturing Company, Pittsburgh, Pa., were advanced about 12 per cent. Nov. 16 through the extension of the bonus system from the shops where it has been in force for a long time. By the terms of the extension every employee will receive a bonus amounting to 8 per cent. of his salary each month, providing total excusable time absent and late during that period does not exceed six hours incurred on not more than three occasions. An additional four per cent. will be given every month to employees who have not lost any time through absence or tardiness.

The system is made effective from November 1st, bringing a total of approximately 18,000 employees, official, clerical, and mechanical, under the plan. It was stated that other corporations were watching the innovation with a view to extending it to their plants, for while there have been many wage increases to men employed by the day, there have been very few for men who are paid by the month.

PAID TO ATTEND NIGHT CLASSES

From *Maritime Merchant.*

An interesting step has been taken by the Nova Scotia Steel & Coal Co., at New Glasgow. Younger employees of the Steel Works are now required by the company to attend the evening classes, and are paid for the time they put in at the classes, while they are "docked" for the time they lose therefrom. Failure to attend the classes may result in discharge from the employ. It is possible the same system may be adopted at Sydney in connection with the Dominion Steel Works. This is a very important step in the direction of making use of our splendid system of technical education and will be certain to result in increased efficiency among the rising generation of workers in New Glasgow.

TANKS BETTER THAN FIRE LOSSES

From *American Artisan.*

A few weeks ago the village of Phoenix, New York, was almost wiped out of existence by a fire that raged for a night and the better part of the following day. Nearly a million dollars' worth of property was burned up, hundreds of persons were left, at least temporarily, without employment, and every mercantile enterprise was destroyed so far as buildings and stocks were concerned, in spite of the fact that nearly all the streets were piped with water and hydrants were placed frequently and adequately.

The reason was, the village board had not seen fit to provide any real fire fighting apparatus, supposedly because of the disinclination to raise sufficient taxes for this purpose.

The fallacy of the policy of not wanting to increase the tax burden on personal and real estate property was shown very plainly before the conflagration, because the fire insurance companies recognized the dangerous condition and every business man and property owner was heavily penalized by exceptionally heavy fire insurance rates. In addition they now have to take a tremendous loss, so that although they have actually paid out enough money in extra premiums on their policies to pay for sufficient and efficient fire fighting apparatus, and in the bargain will lose probably twenty times the amount they have neither apparatus nor the property.

Retail hardware dealers and other business men, located in small towns or large cities owe it to themselves and to those whom they owe for their supplies to make a decided stand for sufficient and efficient fire fighting apparatus in their city or town.

BIG AND LITTLE BUSINESS

From *Financial Post.*

There is always a tendency on the part of the individual to complain of the treatment accorded by large corporations and business institutions. There are of course times when there is justification for complaint but in the majority of cases it will be found that the trouble lies with the individual himself. Recently there have been complaints from Western Canada by farmers against the banks and mortgage companies. The Grain Growers' Guide, which is the great organ of the farming community of the prairie country, has been making some investigations and has found that the trouble in most cases is with the farmer rather than with the financial institutions. In fact the Guide has been telling the agricultural borrower some plain truths about himself and his business obligations.

The Guide found that in cases where the farmers were to blame it was very frequently noted that they had been careless in attending to their business correspondence. In other cases farmers with notes falling due at the bank neglected to renew them and paid no little attention to notices received. The farmer, or for that matter the business man, will find that neglect in matters of this kind is one of the surest ways to impair his credit standing. A note should either be paid or renewed promptly. Principal or interest payments on a mortgage should be attended to on the due date. When payments cannot be made the company concerned should be notied well in advance.

There is room in business dealings of this kind for the broad application of the golden rule. The individual who treats the big institution as he would like to be treated by that institution will seldom have cause for complaint.

BUSINESS PREPAREDNESS

From *Domestic Engineering.*

There is a great and constant demand for national preparedness; its advocates picture vividly the ruinous fate that might befall the nation, should one of the first-class powers invade our shores.

But there is another kind of preparedness which must be considered of much importance, as it concerns the material or financial welfare of the individual. We refer to business preparedness.

Here is a kind of preparedness which is sadly neglected by many business men, a considerable number of whom are to be found in the plumbing and heating crafts.

The nation is prosperous, the richest upon the face of the globe, but individually the citizens thereof are relatively poor, as is shown by statistics.

In a survey recently made of the plumbing shops in a large western city, it was shown that a real majority of these shops went out of business after fifteen years' activity. Only a small percentage yielded an annual profit greater than the wages of the average employed journeyman.

On the battlefields of modern business, preparedness is the ammunition of progress and success. It consists of "know-how" methods, knowing how to match your methods against the other fellow's and survive in the competitive struggle.

The commercial columns of the daily newspapers testify daily to the defeat and destruction of the unprepared on the firing lines of competition. For further details—visit the bankruptcy courts.

Men in the trade will agree that cost-finding systems and modern business methods are much needed, that they are the best kind of business preparedness, and that many master plumbers and fitters can be materially assisted by adopting them.

"The average master plumber or master fitter is often heard to complain that he is not making money," said a busy man in the trade, who has developed a profitable business. "Perhaps he may or may not realize that there is a reason for the unsuccessful operation of business. Every cause has an effect, and in business practice this is particularly true.

"There are, no doubt, instances where plumbing and heating shops are able to thrive in spite of inefficient management, but such instances are rare and can be accounted for by an overflow of good contracts, and that a shop is so favored with profitable work that it is entitled to be called 'lucky.'

"Sooner or later, however, shops of this kind will strike an unexpected rock which will do them serious damage, and then they will realize that their unpreparedness in business procedure will prove an annoying obstacle in weathering the setbacks received."

The trade papers and leading men in the trade have for years advocated the principles of scientific management for master plumbers and master steamfitters—in other words, business preparedness.

Successful business men, like successful generals, know the vital power of preparedness. They have improved and strengthened their methods of operation, and have remained ever ready to absorb all information which will tend to promote the growth and stability of their places of business. Preparedness in business is not a recommendation—more often it is an urgent need.

WRITE TO THEM

From *New England Grocer and Tradesman.*

One of the best things you can do is to answer the advertisement of any business house that has a proposition that appeals to you in any particular.

We read of a lawyer of Boston who became wealthy simply because he was a close reader of advertisements, in newspapers and magazines. When he found one that seemed to hold any interest for him he answered it, and in that way he became acquainted with opportunities that other men overlooked.

If it were not for advertising you would not have a trade paper at all, for it costs more than you pay to make and mail to you fifty-two magazines. The additional expense is covered by advertising, and the more the advertising the better the magazine. The amount of advertising depends on the response the advertisers get, and when manufacturers and wholesalers find that you are responsive they will offer more and better buying opportunities, making it all the more worth your time to read the advertisements.

PRACTICAL SHEET-METAL WORK

THREE PIECE ELBOW WITH GUSSET OR GORE PIECE.

BY THOMAS STANFIELD

THE question of roof drainage is one which requires some little study, and those interested in sheet metal work will no doubt from time to time be called upon to do such work. We showed in a previous issue how a hopper for a flat roof could be made, but it was more for a roof that drained to the centre.

Fig. 1 in this article shows a type of hopper which is used for draining rain water from a roof that is sloped to one side, and through separate rain water leaders of cast iron soil pipe. The top is nearly level with the roof and a wire screen or basket is made in hood form over the top so as to prevent leaves or any other material from getting into the pipe.

Fig. 2 shows the front view with back flange. A perspective view is also shown which gives the reader a better idea of what the hopper looks like.

Having determined the size required, draw a side and front view. Then divide the curved portion into equal parts as shown, as well as the straight side piece, 1, 2, 3, 4, 5, and 6. Then draw a stretchout line to which the measurements, 1, 2, 3, 4, 5, and 6, must be transferred. Now draw a number of vertical dotted lines from 2, 3, 4, 5, and 6 downward, and intersect these lines by drawing horizontal lines through same. A solid line drawn through these points of intersection completes the desired patterns.

It will be noted that if the side view and front view are drawn in line with each other, the vertical and horizontal dotted lines need only to be extended sufficiently long to draw the patterns for all the pieces, two for the sides, and one for the front, while the front view, Fig. 2, is the pattern for back.

Sometimes the sides and front pieces are made all the same length as the back piece, thus allowing a flange piece to fit underneath the roofing material. So that by cutting the front as shown at 1, 2, 3, 4, 5, 6, and 7, sufficient material would be allowed for a flange. That is of course when such a hopper is used for the inside of the parapet wall.

Fig. 4 shows the same design of a hopper used on the outside of the parapet wall, the water being conveyed through the wall with a chute. This is simply a rectangular pipe with a short spout, the same shape and size as the chute..

When water is conveyed through a conductor pipe, as shown in Fig 4, it would be better to use a corrugated pipe.

Many persons are not aware of the reason why corrugated pipe is used, but it is very important that such pipe be

(Continued on page 58.)

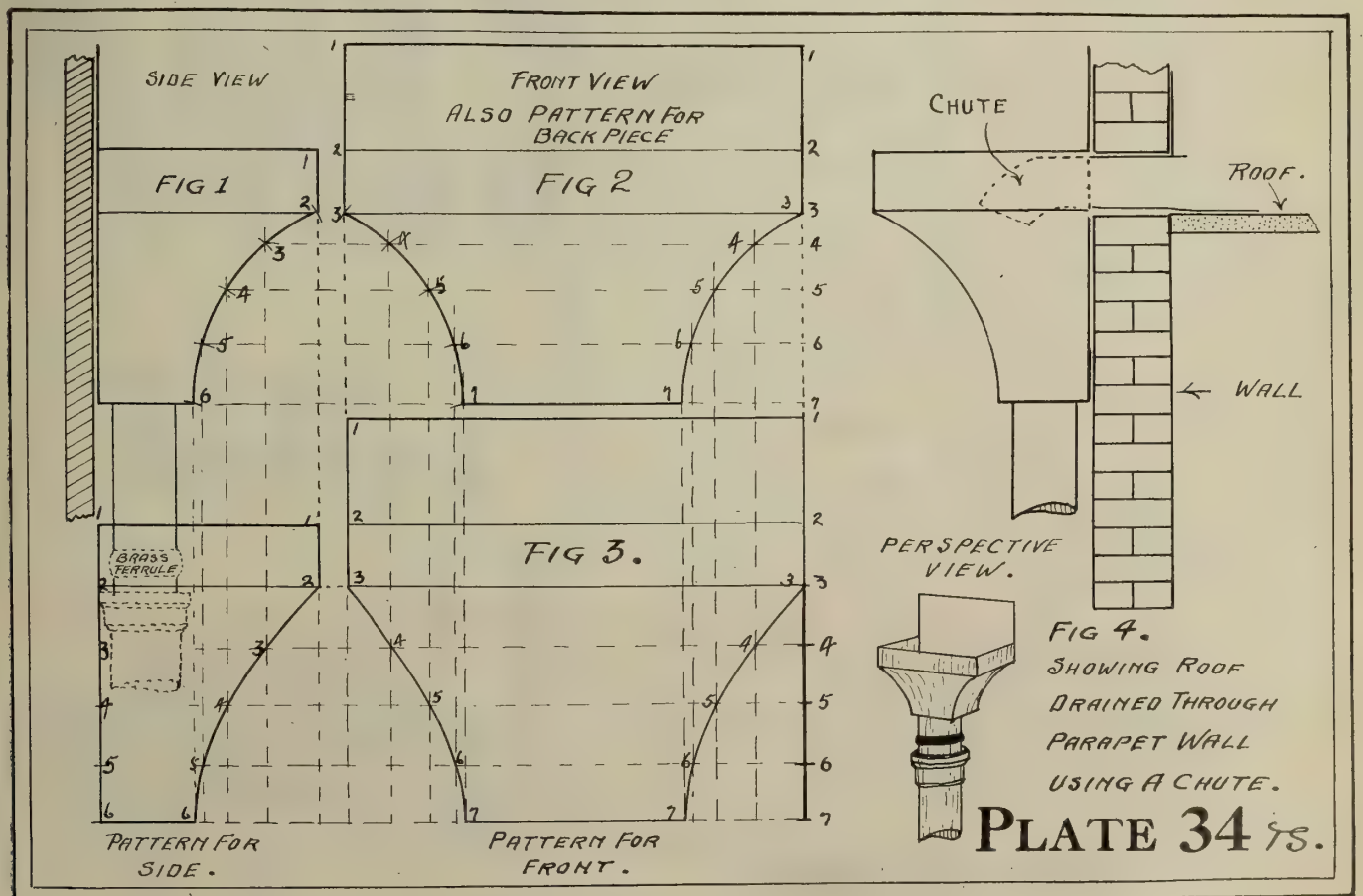


FIG 4. SHOWING ROOF DRAINED THROUGH PARAPET WALL USING A CHUTE.

PLATE 34 TS.

WEEKLY PAINT DEPARTMENT

The Window That Creates Profits

How the Law of Suggestion Made Sales—How to Apply it—Make it Suggest Something.

A SPEAKER at a meeting of retail merchants asked the question, "What is salesmanship?" He then proceeded to answer the question as follows:—One of the most potent elements in making permanent customers is the law of suggestion. It seems to be the universal habit of order takers to use the negative suggestion instead of the positive suggestion. There are millions of people in stores telling you every day that you don't want this or that.

"The negative question kicks the football of the mind towards the goal of 'No,' the positive question to the goal of 'Yes.'"

To illustrate this the speaker told of a purchase he was making some time ago of a razor. After making the purchase the clerk said to him, "You don't want a shaving brush, do you?" And he said, "No." That was the natural answer. A few days later he found out that he ought to have a new brush. He really did want that brush, but the clerk told him he didn't. In another store just three doors away he bought one. The clerk said to him after making the sale, "You will want some more shaving soap in a few days—it will save you shopping again if you take an extra tube with you." He purchased another tube because the clerk told him he needed it. A few days later when passing the window of the same store he noticed some shaving mirrors in the window, and he went in and bought one.

"One of those stores is no more. You can easily guess which one it is."

Using the Windows

The law of suggestion through the salesman sold the shaving brush. The law of suggestion conveyed through the window display sold the shaving mirror. Had it not been for the window display featuring mirrors, the chances are that the customer would still be using an old and perhaps inconvenient mirror, instead of the modern shaving mirror which "sold itself" through the medium of the show window. And just at this point the question arises, "How many men are there who would buy shaving mirrors to-day if the proper appeal were made through the many excellent show windows in the cities and towns of Canada. On the other hand the same question might be asked regarding paints. How many pieces of furniture, which need refreshing, are there in the homes of Canadians to-day? How many floors should be painted, or wood-work renovated? How many cans of linoleum finish could be sold if the retailers make a good appeal to the public? The answer in each case is thousands. How can retailers reach these people who should use paint or varnish? There are many ways — advertising, personal contact, bill boards, window displays. The latter is the one I want to refer to briefly at this time. We are just in the midst of the fall season. The indoor months are here. The home should be made as attractive as possible. Many people are willing to spend money to make their home interiors more attractive. But they have to be shown how this can be accomplished. This is where the window comes in useful.

The show window of the retail hardware merchant is the salesman who stands at the front of the store and attracts the attention of the passer-by. There is practically no limit to the value of the show window as a salesman. Whether the show window will be an expert salesman or an ordinary everyday clerk depends on the merchant or his window-trimmer.

Money and time spent in arranging good window displays is money and time well spent, and the investment is one that will yield big returns.

The show window is one of the best, if not the best, advertising mediums at the command of the retail hardwareman, and the latter should take every opportunity to keep his windows up-to-date and in keeping with the ever-changing seasons.

Make It Suggest Something

One important point that should be observed when arranging a window paint display is to embody in it an attention compelling feature—a partly painted object—a pertinent selling talk in a simple, novel manner, so that it will be viewed and understood by the hurrying throng.

In order to fulfil the mission for which it was intended, the display must be looked at by passers-by, and in addition to attracting attention, it must hold it long enough to create the desire for possession. People are usually in a hurry, and they must be attracted by something more than bulk. The real business-bringing window should be as attractive and yet as simple as possible in order to enable the spectator to catch the point of argument.

It is essential to be consistent and persistent in keeping your show or advertising window constantly before the public in an attractive and educational manner.

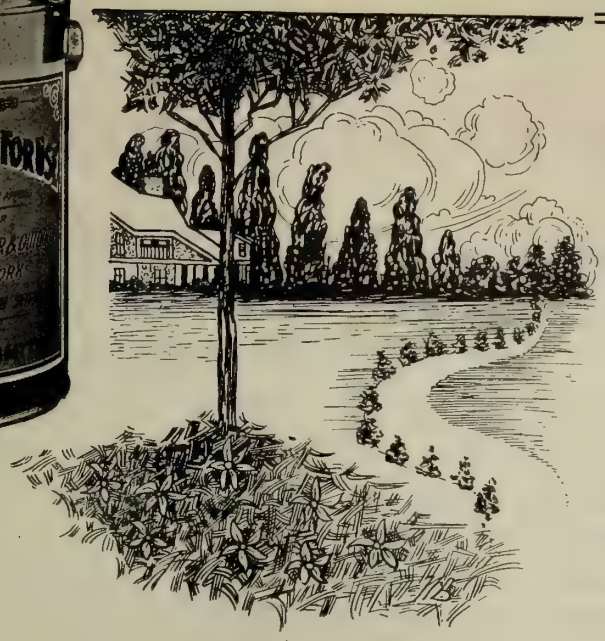
The window in which the display is changed regularly, and which contains displays that appeal to the public, will be watched closely. The neglected or spasmodic window will usually be passed unnoticed.

The show window is the place to teach the interested public the points and arguments you wish them to learn, and the success of a display or advertising window depends largely upon its appeal to the public.

A STOVE IN A BUCKET

In Holland, where the working people are often at home for a little while at noon, they have the most thrifty arrangement of all—what might be called a portable stove, a stove in an iron bucket. When the children come home from school and the older people from work at noon, instead of lighting the kitchen fire one of the children takes the fire bucket and trots around the corner to the firewoman's. The bucket is just large enough to hold a piece of burning peat or some live coals, and a teakettle sits on top. The old woman who sells fire and hot water fills the bucket and kettle for a tiny sum, and the child goes home with just fire and water enough for the family dinner.—*Hardware Dealers' Magazine.*





Service First

Service is the main idea back of

Jamieson's Pure Prepared Paints and Varnish

because it is service that makes satisfied customers and repeat orders.

But we have not neglected the dealer's interests because every sale nets him a handsome profit and wins the more confidence in him and his store.

Jamieson's Quality and Value make an increase of business certain.

Write for our agency proposition.

R. C. JAMIESON & CO., Limited, Montreal, Canada

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

MOORE'S

House Colors



Quality That Means Service

These pure linseed oil paints have been sold and used for years from coast to coast, and have met with great success in every climate.

And yet the price is remarkably low.

The Moore value is much sought after by those who know. It makes permanent customers and nets you a handsome profit.

WRITE FOR OUR PROPOSITION

Benjamin Moore & Company
LIMITED

WEST TORONTO

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

Montreal

MONTREAL, Nov. 22.—Linseed oil has been the exciting element in the paint business during the week. The general tendencies of the paint trade, apart from this important product, have been peaceful more or less. Lead, however, has shown a serious firmness, and even the ordinarily untroubled surface of the turpentine barrel has experienced a little ripple of possibly speculative unrest. There is no further word yet as to alteration of paint prices upwards, but many manufacturers in Montreal are still deeply considering this almost unavoidable move, and with raw materials at their present cost, a rise in mixed paint prices before spring would seem inevitable. Glass and putty remain in firm condition of market, with an undoubted tendency to higher prices before long.

Linseed Oil Had An Exciting Time

LINSEED OIL.—Something in the nature of a squall struck linseed oil during the week. In a couple of hours the price roamed at record breaking pace up and down through a range of 13c. For one brief period (declared by some to have been after dark) linseed oil was actually buyable at a price which would have meant from 4c to 6c a gallon profit to the seller within an hour. No one seems to have done much buying, however, at the low figure, and daylight of the "morning after" showed linseed looking still a little seedy, perhaps, but nevertheless displaying great firmness, and all its usual strength. Prices as quoted on Wednesday remain as last week's quotations. Most of the manufacturers willing to quote put the price at about $1.15 for raw, and $1.20 for boiled in the smaller lots. The hardware trade was quoting $1.18 and $1.21, but on a very precarious basis of quotations liable to change from day to day. Following shows the range of average prices, while for carload lots crushers were reported to be quoting the $1.15 figure:

Per gallon Imp.	Raw.	Boiled.
1 to 4 bbls. ...	$1.15-1.20	$1.20½-1.25
5 to 9 bbls. ...	1.14-1.19	1.19½-1.24
10 to 25 bbls...	1.13-1.18	1.18½-1.23

Turpentine Keeps Firm on Market

TURPENTINE.—There is a tendency on the part of some manufacturers to discourage sales of turpentine to the retail trade, as this line is declared to be usually a loser. The evaporation of turpentine is very marked, also seepage into the wood of containers, and altogether turpentine is a hard stuff to sell and make money on. At present the cost to retail trade in Montreal is about 70c a gallon. Practically all paint manufacturers have been quoting this figure for some time now, and there has been nothing during the week to disturb the market at all. Reports from Savannah indicate a little more firmness, however, and this may yet materialize in higher prices in this country. Prices are quoted as last week:

	Per Imp. gal.
1 barrel lots	70c-75c
2 to 4 barrels	69c-74c
5 to 10 barrels	68c-73c

Metal and Oil Up White Lead Firm

WHITE LEAD IN OIL.—With the market for pig lead apparently inclined to firmness, and steady firmness, there was a passing inclination on the market towards a change in the price of white lead in oil which has been steady at $13.80 in ton lots and $14.10 in smaller lots for a number of weeks. The tendency was not sufficient to produce action, and prices remain as quoted last week, and certainly no decline in price is expected. With linseed oil so exceedingly high priced and lead going stronger on the market, an increase is far more likely, but the market is wary in voicing any prediction of an actual raise in white lead prices for the present. Demand was reported quiet in some quarters, but one large firm doing an export trade in this product is well satisfied with demand.

Paint Prices Have Room to Rise Yet

MIXED PAINTS.—In the words of one of Montreal's principal manufacturers: "It would be wise policy for retailers doing a considerable spring business in paints to stock up while prices are where they are, for with materials at their present figures an increase in mixed paint prices seems inevitable soon." This might seem merely talk to influence sales, but the prices of the raw materials talk the same way, and the voice of linseed oil, for instance, is loud enough in the land for every retailer interested to listen to and take heed. Another authority on conditions in the paint trade calls attention to the fact that amongst the many lines handled by a retail business selling hardware and paints, the paints will be found to have advanced far less in proportion to the advances of all other lines. To the retailer taking trouble to put this to the proof the evidence will be found convincing enough, and an indication for the foresighted that probably paints may yet come in line with other goods. If they do, the advance will probably be soon.

Cotton Waste Shows Increased Prices

GLASS, PUTTY, WASTE.—Glass is in exceedingly firm market, and will no doubt remain so. The sources of supply in the United States have been in the price-raising mood for a time, and users of glass on a large scale in Montreal predict a further increase. Putty keeps very firm, due to increased cost of oil and of whiting. Gasoline is unchanged in price from last week, still quoting at 27½c. The great firmness in cotton will be found to have altered prices for various lines of waste, and wipers used by painters, which alterations are noted in current quotations for paints, oils, varnishes, glass, etc.

Toronto

TORONTO, Nov. 24.—Business has been seasonably good in paint lines during the week. There has been much uncertainty in the linseed oil situation, and considerable caution is exercised in quoting prices. Some dealers at certain times during the week were out of the market altogether, and were not quoting any prices whatever. Turpentine held firm and in certain quarters registered an advance. There is a feeling abroad among paint men that mixed paint prices must go up. These have not been recorded in any instance as yet. Shellacs and varnishes continue very

Can You Handle The Cream of the Paint Business?

Certainly you can,—you would not admit the contrary even to yourself. But are you getting the *cream* of the paint business? Are you constantly selling your paints for the biggest jobs with the best profit and therefore the least worry to yourself? If you are not,

You Are The Dealer

that should get in touch with Brandram-Henderson now. Make ready for the approach of the indoor season by putting in a line of B-H. paints and varnishes. Their appeal to the homekeeper for interior decoration is instantaneous and their quality attracts the best business.

Make arrangements for a B-H. agency now and this cream of your community's paint business will come to you as surely as water flows down-hill.

If we are not already represented in your district, write to

BRANDRAM-HENDERSON LIMITED

Montreal, Halifax, St. John, Toronto, Winnipeg

If interested, tear out this page and keep with letters to be answered.

firm. Glass has not been changed, but manufacturers intimated in the form of a circular letter during the week that if the present high cost of producing continues there is only one relief for them—higher prices. White lead held stationary and firm.

Linseed Oil Holds In Uncertain Market

LINSEED OIL.—There has been much uncertainty in the linseed oil market during the week owing to the uncertainty of the flax seed market. Fluctuations in the seed market characterized the doings of the week. On Wednesday of last week it was quoted in Winnipeg at $2.59 per bushel. Thursday of the same week it declined to $2.56½, and on Friday went down to $2.50, with a still further decline to $2.48 on Saturday. Fireworks started at the opening of the market on Monday and the price went back to $2.66, a gain of 18c per bushel. On Tuesday of this week it declined again to $2.61½, and on Wednesday, at the close, the price registered was $2.65¼. It will, therefore, be seen that the seed market has had its ups and downs during the week. Dealers have been in an uncertain frame of mind respecting the market. Some were out of the market at certain times during the week, not caring to make quotations in the face of the perplexing situation. Receipts of flax seed at Winnipeg have not been quite as heavy as last week, ranging now in the neighborhood of 35 cars daily as compared with 50 cars last week. Prices have been favorable to the farmers, and they have been letting go on their seed quite freely. Demand for the oil has been rather light during the week. Business has been mostly on a hand-to-mouth basis, contracts for any length of time being practically out of the question. Oil cake is still selling from $45 to $48 per ton. Oil men are of the opinion that the underlying tone of the market is one of strength in view of the shortage of flax seed in the Argentine. They assert that with heavy arrivals in Winnipeg recently prices have been subject to considerable fluctuation. Once deliveries are completed, firmer and higher prices for seed are looked for.

	Raw.	Boiled.
1 to 2 bbls.	$1.11-1.20	$1.14-1.23
3-5 barrels	1.10-1.19	1.13-1.22
6-9 barrels	1.09-1.18	1.12-1.21

Turpentine Advances 2c Gallon During Week

TURPENTINE.—An advance of 2c per gallon was recorded in the price of turpentine during the past week in certain quarters, which now makes the high quotation 76c. Those interests who were quoting at the lower price last week at the time of writing were maintaining their prices of 69c and 70c. There is considerable firmness in the primary turpentine market. At Savannah it is quoted at 46¼c to 46¾c. During the week the price at the high point reached 48c. On November 18 of last year turpentine was quoted in the primary market at 55½c per wine gallon. In the year 1911 it reached its highest point at 75¾c in November of that year. With considerable exporting going on and demand for turpentine in various lines of industry good, there is considerable strength to the turpentine market.

	Per Imp. gal.
1-barrel lots	69c-76c
2 to 5 barrels.....	67½c-75c
6 to 9 barrels.....	66c- ..
5-gallon	74c-83c

Gasoline Holding Steady in Price

GASOLINE.—Although there has been a firmness in the crude oil market during the week, the price of gasoline has held steady. In Toronto it is still quoted at 26½c to 27c. The demand has been fairly good during the week. Cool bright days have been conducive to motoring, and this has kept the consumption up to a fairly high level. Benzine is still quoted at 1c under gasoline. There is prospect that the market will hold at present levels for some time at least.

Shortage of Natural Gas Affecting Glass

GLASS.—Some of the American manufacturers have advised local dealers in window glass that if the present state of the raw material market continues they will be compelled to advance the price of glass. They point out that the shortage in natural gas has affected the production of glass, and that it has consequently been curtailed. It is also pointed out that there is a shortage in some raw materials, and that the car shortage is affecting the transportation of goods. One firm in particular notified the trade that they reserved the right to decline any offers for orders of glass at present outstanding prices. "If the present condition of affairs continues we will be compelled to advance the price of glass," stated the manufacturer in question. While this condition has been outlined by some of the manufacturers in many instances among the trade higher prices for glass are felt not to be justified owing to smaller consumption of glass as compared with normal times.

Famine in Shellac is Anticipated

VARNISH AND SHELLAC.—There is an increased firmness in both the varnish and shellac markets. There have been large quantities of varnish used by manufacturing concerns, and this, coupled with the difficulty of getting the raw materials, has brought about a condition that to some dealers undoubtedly looks like higher prices in the near future. In the shellac market there is a threatened famine owing to the difficulty of getting supplies from India of the gum. Shipping facilities have been poor in the first place, and an embargo has further added to the problem of getting raw materials to market. A further advance was reported in the Calcutta market during the week, and this was reflected in the New York market, where prices advanced for gum shellac from 38c to 39½c per pound. Locally gum shellac is still quoted at 34c per pound.

White Lead Holds in Firm Market

WHITE LEAD.—Prices for white lead in oil have held stationary during the week. There is a firmness in the product owing to the slightly higher price being paid for pig lead in the New York market. In that market the pig lead is reported strong. Locally the demand has been light, with prices remaining at $14.25 per 100 pounds in small lots and $13.95 in ton lots.

PRACTICAL SHEET METAL WORK

(Continued from page 53.)

used where there is any danger of the water or moisture freezing. The corrugations are necessary so as to take care of expansion by freezing and will prevent breaking or cracking.

Another matter, too, is that of making flexible offsets where one end or part is rigid and no provision is made for endwise expansion and contraction, such as, for instance, is shown in Fig. 4. It would be well to make the connection with a piece of lead pipe; that is, if an offset is used close to the hopper.

(Continued in next issue).

ONTARIO OIL AND TURPENTINE CO. FORMED

Succeeds Colonial Varnish & Color Co.

A company has been formed to do business at Toronto under the name of the Ontario Oil & Turpentine Co., to take over the contracts and agencies of the Colonial Varnish & Color Co. R. Pinchin, who has been manager of the Colonial Varnish & Color Co. for the past two years, will be manager of the new company. Interviewed by HARDWARE AND METAL, Mr. Pinchin stated that the linseed oil and turpentine business of the Colonial Varnish & Color Co. has increased to a point where additional warehouse and railroad siding facilities have to be secured. On this account it has been thought advisable to form the new company to take care of this rapidly developing department.

If You Want the Highest Standard Quality Dry Lead

—the kind that is the best for every purpose for which a dry lead is used —the kind that is absolutely guaranteed for protecting all styles of metal construction that is subject to rust or corrosion,

Make Your Next Order

CARTER'S
Dry Red Lead

We make Orange Lead and Litharge. Special Red Lead and Litharge for Color, Varnish and Rubber making. Oxides for Potters and Storage Battery makers.

Our products are wholly Canadian-made and equal in quality to the best imported goods.

Send a post card for prices.

The Carter White Lead Co.
of Canada, Limited
91 Delorimier Avenue
Montreal

BIG ARCHITECTS SPECIFY **BERRY BROTHERS VARNISHES**



The great demand

for Berry Brothers' Finishes is based on their recognized merit.

Architects know they are serving their clients' best interests by specifying them.

Painters know that their use means satisfied customers. Even the smallest consumers know that the label of Berry Brothers is a guarantee that all products sold under it are right.

It is this feeling of justified confidence that makes all our Finishes so safe to recommend and easy to sell.

You can build up a bigger varnish business by featuring Berry Brothers' line.

Write for price list and interesting dealers' proposition.

BERRY BROTHERS
INCORPORATED
World's Largest Varnish Makers
Established 1858
WALKERVILLE, ONT.

(422)

If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can Frequently make purchases at better prices.

AMMUNITION

Dominion Metallics—B.B. Caps, 25%; C. B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle smokeless, 7½%; other rim fire, 10%; center fire pistol, add. 35% list; center fire sporting, add. 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add. 35% list; empty shot shells, 5%; blanks, add. 25%; bullets, add. 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, 2½% off list; "Regal" Dense Smokeless Powder, 2½% off list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

Shot, standard, 100 lbs., Toronto, $14.50; Montreal, $14.25; net extras, as follows, subject to cash discount only; Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16....	$ 5.00	12/16....	$ 7.00
4/16....	5.00	13/16....	8.00
5/16....	5.00	14/16....	8.00
6/16....	5.00	15/16....	9.00
7/16....	5.00	16/16....	9.00
8/16....	5.00	18/16....	10.50
9/16....	5.50	20/16....	12.00
10/16....	6.00	24/16....	15.00
11/16....	7.00		

Discounts from Standard List prices:

Common, 65%.
Ford's Auger Bits, 30 and 10%.
Irwin Auger Bits, 40%.
Gilmour Auger Bits, 60%.
Rockford Auger Bits, 50 and 10%.

F. O. B. Toronto, Montreal, London and Hamilton.

AUGERS, POST

B.T.—8 in. net	3 00
B.T.—10 in. net	3 30
B.T.—12 in. net	3 90

AXES

Single Bit, doz.	8 00	10 50
Double Bit	12 00	14 00
Boys' Axes	6 25	7 50
Hunters' Axes	5 50	7 00
Bench—No. 2, doz.		10 00
No. 3, doz.		10 80
No. 4, doz.		11 60
No. 5, doz.		13 20

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 12c to 60c lb.

BELTING (Leather).

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 10%.
Standard Quality, 30, 10, 10%.
Side Lace Leather, lb.....$1 20
Cut Lace Leather, lb..... 1 40

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

BOLTS AND NUTS

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 25%.
Carriage Bolts ($1), list, 7-16 in., 10%.
Machine Bolts, ⅜ in. dia. and smaller, 25%.
Machine Bolts, 7-16 in. dia. and larger, 15%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 15%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 10%.
Coach and Lag Screws, 35%.
Skein Bolts, 30%.
Square Head Blank Bolts, 15%.
Bolt Ends, 15%.
Plow Bolts, 15%.
Elevator Bolts, 20%.
Fancy Head Bolts, 15%.
Shaft Bolts ($3 list), 15%.
Step Bolts, large head ($3) list, 15%.
Whiffletree Bolts, 15%.
Nuts, square, $1 off list.
Nuts, hexagon, $1 off list.
Stove Rods, per lb., 9¼c.
Stove Bolts, 60%.
Tire Bolts, 45%.

F.O.B. Toronto, Montreal, London and Hamilton.

BORAX

Lump, Crystal Borax, lb.. 0 10½

BRASS

	Per lb.
Springs, sheets, 8 in. wide, up to 20 gauge	0 60
Rods, base ½ to 1 in. round	0 55
Tubing, seamless base	0 57
Tubing, iron pipe size, 1 in. base	0 52
Copper I.P.S.	0 54

BARS (Clothes)

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

BOILERS (Range)

30-gal. Standard	10 00
30-gal. extra heavy	12 50

BOARDS, BAKE

	Per doz.
No. 1—18 in x 24 in.	6 60
No. 2—18 in. x 28 in.	7 20
No. 3—20 in. x 30 in.	7 80

BOARDS (Ironing)

Size 12x60 ins., doz.	7 20
Size 14x60 ins., doz.	8 40
Folding, 14x58 ins., doz.	16 50
Cork covered, doz.	24 00

BOARDS (Sleeve)

Basswood, stationary, doz.	2 00
Folding, per doz.	3 50

BOARDS STOVE

Wood lined, 50, 10%.
Paper lined, 60%.

BOARDS (Wash)

	Tin Plate	Zinc
Pony .....Dozens	....	$1 75
Crown	....	3 55
Dandy	....	3 75
Improved Globe	2 65	3 85
Standard Globe	2 75	3 95
Original Globe	3 00	4 25
Newmarket King	....	4 25
Diam'd King (Glass)	....	4 50
Western King (Enamel)	....	4 25
Beaver, brass	....	6 00
Wood, double faced..	....	1 25

Subject to small discounts for quantities.

CANS

Milk cans, 5%.
Cream cans, 20%.
Railway cans, 20, 5%.
Hand delivery cans, 25%.
Cream cans, 20%.

CHAIN

Quotations nominal.

Proof coil, per 100 lbs., ¼, $9.45; 5-16, $9.10; ⅜, $8.35; 7-16, $7.15; ½, $6.95; 9-16, $6.95; ⅝, $6.80; ¾, $6.70; ⅞, $6.55; 1, $6.40.

Electric Weld Coil Chain—BB 3-16 in., $10; ¼ in., $7.25; 5-16 in., $6.75; ⅜ in., $5.75; 7-16 in., $5.25 per 100 lbs.

Electric Weld Loading Chain. ¼ in., $11.50 per 100 lbs.

Cow Chains 40-5%.

CHURNS

List prices: No. 0, $9; No. 1, $9; No. 2, $10; No. 2, $11; No. 4, $13; No. 5, $16.

Discount of 35% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 32½% f.o.b. Montreal, Ottawa, Kingston.

CHOPPERS, FOOD

Universal No. 0	$13.20 doz.
1	15.00 doz.
2	18.00 doz.
3	24.00 doz.

COPPER

	Montreal	Toronto
Casting ingot, see weekly report		
Bars, ½ to 2 in.	53 00	53 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	53 50	53 50
Copper sheet, tinned, 14x60, 14 oz.	54 50	54 25
Copper sheet, planished, 14x60 base.	61 00	60 00
Braziers' in sheets, 6x4 base	52 50	52 00

COMBS

Curry combs, 12½% off list.

CORD (SASH)

No. 6, lb.	0 44½ 0 45
No. 7, lb.	0 43½ 0 44
Nos. 8, 9, 10, 12...	0 43 0 44

CANADA PLATES

Prices nominal.

	Montreal	Toronto
Ordinary, 52 sheets	6 75	6 75
All bright, 52 sheets	7 50	7 00

	Galvanized		
	Apollo	Crown	Gorbals
18x24x52 ..	6 25	7 50	7 50
60 ..	6 50	7 75	7 75

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$20 00
IX, 20x28 base	24 00
IXX, 20 x 28 base	28 00
IXXX, 20 x 28 base	32 00
Raven and Murex Grades—	
IC, 20 x 28 base, 56 sheets.	8 00
IX, 20 x 28 base, 56 sheets	9 00
IXX, 20 x 28 base, 56 sheets	10 50
IXXX, 20x28 base, 56 shts.	12 00

"Allaway's Best" Standard Quality.

IC, 14x20 base	8 75
IX, 14x20 base	9 75
IXX, 14x20 base	10 75

CHARCOAL TERNE PLATES

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 200 lbs., $14; 216 lbs., $15.

COKES, BRIGHT

Bessemer Steel—

10x14x20 base	7 75
20x28, double box	15 50

CLOCKS

Lookout .....
Sleepmetre .....
Good Morning .....
Big Ben .....

CROWBARS, 5¼c per lb.

DRILLS

Bit Stock Drills, 50%.
Wood Drills, 20%.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base....	7 00	7 00
I X, 14 x 20 base....	8 25	8 25
I X X, 14 x 20 base	9 50	9 50

FILES AND RASPS.

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, American..	65
Kearney & Foot, Arcade...	65
J. Barton Smith Eagle ...	65
Disston Brand	65
McClellan Globe	65
Nicholson	50
Black Diamond	50
Delta Files	65
Globe	65
Vulcan Brand	65

F.O.B. Toronto, Montreal, London and Hamilton.

A Straight Talk from the Manager

No. 52

Use the Want Ad. Page

This is time of year when staff changes are in order.

Many dealers will want new clerks. Many manufacturers will want new travellers. Many travellers and many clerks will want new positions.

The surest way for employer and employe in the hardware trade to come together is to advertise in Hardware and Metal's Want Ad. Page. Its position, hereafter, will be on page opposite Index to Advertisements. In this week's issue turn to page 83.

By the use of Box Number, advertisers are assured that their names will not be disclosed.

What do ***you*** want? Get it through advertising in Hardware and Metal's Want Ad. Page.

J.G.L.

FIXTURES, STALL Doz.

Hollow and pressed steel	0 81
Solid	1 20

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	1 50
Smaller sizes	2 00
Mounted No. 115, each	3 75
Bi.-Treadle, each	4 25

HALTERS (SNAP AND RING) Doz.

Russet rope shank, 1 in.	$ 7 75
Russet rope shank, 1¼ in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1¼ in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL)

7-16 in. gross, $15; ½ in., $18; ⅝ in., $21.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	11 00
Masons, 5 lbs. and over, per cwt.	13 00
Napping, up to 2 lbs.	0 13½

HANDLES (WOOD) Net

Prices on handles under revision.

Axe, No. 3 culls, doz.	1 01
Axe, No. 1 hickory, doz.	2 14
Axe, 2nd growth, doz.	3 00

Extra quality, 40 per cent.

All second growth hickory handles, 40%; all pick handles, 35%; all other hickory handles, 37%; all ash and maple axe handles, 40%; all hickory team neck yokes, oval and round whiffletrees and wagon doubletrees and eveners, 25%; all oak, ash and rock elm team neckyokes and singletrees, 30%; all doubletrees and eveners, 25%; all hickory cant hooks and pevies changed to 25%; all maple cant hooks and pevies changed to 35%.

Second growth and No. 1 neckyokes, ash and hickory heavy team neck yokes and whiffletrees are struck off the list, and in future all these goods will be known as: White ash and hickory neckyokes and single teams, and will be sold at the present list price of second growth.

Boys' axe handles, 28 in., extra, $2.50; No. 1, $2; No. 2, $1.60; maple, $1.75; ash, $1.90 per dozen.

Prospectors, miners and drift pick handles, 32 in., $3.20; 34 in. and 36 in., $3.40 per dozen.

Manure fork handles, short, $3.60 per dozen.

Hickory pick handles, No. 1, $3, and No. 2, $1.75 per dozen.

Hickory axe handles, No. 3, 30 in. to 36 in., $1.60 per dozen.

All second growth ash hay fork, manure fork, shovel and spade, hoe and rake handles, 30%; extra quality, 40%, and No. 1, 45%.

F.O.B. Toronto, London, Montreal, Hamilton and St. Thomas.

HANGERS, BARN & PARLOR

Atlas, No. 1	6 40
Atlas, No. 1	7 00
Atlas, No. 2	8 20
Stearns, No. 1	5 80
Stearns, No. 1½	8 05
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible, doz.	....
Steel King Hangers, doz. sets	....
Storm King and safety hangers, doz.	....
Steel track, 1¼ in.	6 00

HEATERS (OIL)

Perfection No. 120, N.P., ea.	$3 20
Perfection No. 130, N.P., ea.	3 45
Perfection No. 125, Jap., ea.	3 05

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 30 and 5% off list.

Light.

3 in., doz. prs.	1 00	1 00
4 in., doz. prs.	1 20	1 10
5 in., doz. prs.	1 40	1 30
6 in., doz. prs.	1 70	1 50
8 in., doz. prs.	2 50	1 80
10 in., doz. prs.	3 50	2 40

Discount 30 and 5% off list.

Screw Hook and Strap Hinge—Under 12 in., per 100 lbs.	6 50
Over 14 in., per 100 lbs.	6 00
Extra hooks for above, ⅝ in., per lb.	07
Extra hooks for above, ¾ in., per lb.	6¾

F. O. B. Toronto, London, and Hamilton, Montreal.

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	2 40	3 25
No. 3, per doz.	2 50	3 70
No. 4, per doz.	2 60	4 00
No. 5, per doz.	2 80	....
Little Giant	4 40	....

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, $4.40; No. 1 and smaller, $4.65; show pattern, No. 2 and larger, $4.65; No. 1 and smaller, $4.90; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.85; No. 1 and smaller, $5.10; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $6.25; special countersunk steel, all sizes, 0-4, $6.75; toe weight steel shoes, all sizes, No. 1 to 4, $7.25.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.60; No. 2 and larger, $1.50; "Sharp" No. 2 and larger, $1.70; "Sharp" No. 1 and smaller, $1.80. Put up in 25-lb. boxes.

HOSE, LAWN

Corrugated, ½ in., ft.	0 12
Corrugated, ¾ in., ft.	0 16
Corrugated, 1 in., ft.	0 22

Less 5% for full reels, 500 ft.
Cable, 70%.
Leader, 60, 10%.

HAT AND COAT HOOKS

Coppered wire, 3 in., 75c gross

IRON AND STEEL

	Montreal	Toronto
Common bar iron per 100 lbs.	3 15	3 50
Refined iron, per 100 lbs.	3 35	3 90
Angles	base	3 50 3 90
Horseshoe iron, per 100 lbs.	3 35	3 95
Norway iron	8 00	6 50
Mild steel	3 80	3 65
Band steel	4 00	4 00
Sleigh shoe steel	3 80	3 90
Reeled machinery steel	5 50	6 00
Tire steel	3 90	3 75
Toe calk steel	4 60	4 35
Mining tool steel, per lb.	0 11½	0 12
Cammell Laird, lb.	....	0 22
Sheet cast steel, lb.	0 20	0 22
Black Diamond tool steel, per lb.	0 13¼	0 12
Silver tool steel, lb.	0 17½	0 22
Spring steel	5 50	5 00

IRON, TINNED

72x30 up to 24 gauge, case lots	15 50
72x30, 26 gauge, case lots	16 00

Less than case, 25c per 100 lbs. extra.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	$1 00
Mrs. Potts, No. 50, nickel-plated, per set	1 10
Mrs. Potts, handles, japanned, per doz.	1 00
Sad irons, common, plain	5 00
Sad irons, common, plated	5 50
Princess Electric, each	2 75
Canadian Beauty, model A.	3 00
Canadian Beauty, model B.	4 38
Gasoline Sad Irons, each	3 50
No. 70, Dover, per doz.	19 20

LADDERS, ETC.

(Step Ladders)

Shelf-lock	14c ft.
Ontario	18c ft.
Faultless	22c ft.
Mechanic	27c ft.
Hercules	25c ft.
Perfect	24c ft.
Faultless, extra heavy	27c ft.
Hercules, extra heavy	30c ft.
Mechanic, extra heavy	32c ft.
Chair ladders, each	2 00
B.T. Standard	18c ft.
B.T. Economy	14c ft.
B.T. Iron Bound, 4-9 ft.	26c ft.
B.T. Iron Bound, 10-14 ft.	31c ft.
B.T. Iron Bound, 15-16 ft.	41c ft.
B.T. Iron Bound, 17-20 ft.	51c ft.
Crescent	17c ft.
Household	13c ft.
Standard	20c ft.
Electrician	26c ft.
Heavy duty	46c ft.
Extension	24c ft.

Common and Roped Extension

Up to 32 ft.	17c ft.
36 ft.	19c ft.
40 to 44 ft.	20c ft.
48 to 52 ft.	25c ft.
56 to 60 ft.	30c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	13c ft.
18 ft. to 22 ft.	14c ft.

F.O.B. Toronto, Hamilton, London, Montreal.

LANTERNS Per doz.

Cold blast, short	65-75
Short Globe, doz.	8 00
Jumbo, doz.	9 25
Jap'd Dash, doz.	10 75
Search Dash, doz.	11 25
Searchlight, No. 20, doz.	19 00
All brass	24 25
Little Bobs, A.C., doz.	2 00
Copper, well japanned, doz.	13 75

F.O.B. Toronto, Hamilton, London and Winnipeg.

LANTERN GLOBES

Cold blast, short	0 65
Cold blast	0 65
Prism globes	1 20
Cold blast, short ruby	2 50
Cold blast, common ruby	2 50

Less 5c a doz. in 6 doz. lots.

F.O.B. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 35
Steel Thumb, No. 3, per doz.	1 80
Steel Thumb, No. 4, per doz.	3 25
Barn Door, No. 5, per doz.	1 80
Barn Door, No. 9, per doz.	2 75

LATHS (METAL) Per sq. yd.

24-gauge, pa'ted metal lath	
24-gauge, pa'ted metal lath	
23-gauge, pa'ted metal lath	
24-gauge, galv. metal lath.	
22-gauge, galv. metal lath.	

LEAD Montreal Toronto

Pig, See weekly report.

Lead wool	11c lb.
Sheets, 3 lbs. sq. ft.	11¾c lb.
Sheets, 3½ lbs. sq. ft.	11¾c lb.
Sheets, 4-6 lbs. sq. ft.	11½c lb.

Cut sheets, ¾c lb. extra.
Cut sheets to size, 1c. lb. extra.

MACHINES (WASHING) List Each

Canadian	$ 8 50
Dowswell	8 50
Noiseless	14 50
Hamilton	10 50
Re-Acting	13 00
Snowball	14 00
Momentum	15 50
New Century, style A	16 00
New Century, style B	17 50
Playtime, engine drive	18 00
Ideal Power	26 00
Seafoam, electric	96 00
Seafoam, engine drive	40 00
New Idea, electric	18 00
Sunshine	8 00
Popular, No. 1	9 00
Economic	11 00
Champion	16 00
New Excell-All	17 50
Blue Bell, without stand	16 00
Puritan Water Motor Washer, complete	26 00
Hydro, One Tub, engine drive	41 50
Low pressure water motor washer, each	26 00
Connor ball-bearing, with rack	18 00
I X L	17 50
Gem	15 50
Winner	13 00
Connor Improved	8 50
Jubilee	8 00
Canada First	18 50

Discount, 50%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	8 50
B.T. Bonnie, style B	9 00
B.T. Ideal	12 50
B.T. Ideal Power	14 00
B.T. Ideal Water Motor	24 00
B.T. Cyclone	12 50
B.T. Cyclone Water Motor	25 50
B.T. Vollmar, No. 2	13 00
B.T. Vollmar, No. 3	14 00
Forest City, engine-driven	40 00
Forest City, electric	88 00

Discount on B.T. Goods 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, London, St. Marys on shipments of ¼ dozen and upwards.

MALLETS Per doz.

Tinsmiths', 2½ x 5½ in.	1 75
Carpenters', round hickory	2 05

MOPS

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	3 75
Mop Sticks, doz.	1 60
Cast head mops, doz.	1 40
Crescent, doz.	1 75
Crank wringing, doz.	6 00

Extra Cloths.

Challenge, doz.	2 10
Woven, cloths, doz.	1 75

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	$1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch	base.
2¼ inch	30c	5½ inch	base.
2½ inch	15c	6 inch	base.

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.20 base.

Freight equalized on above points.

F. O. B. Montreal, Gananoque, Collingwood, and Owen Sound, $4.25 base.

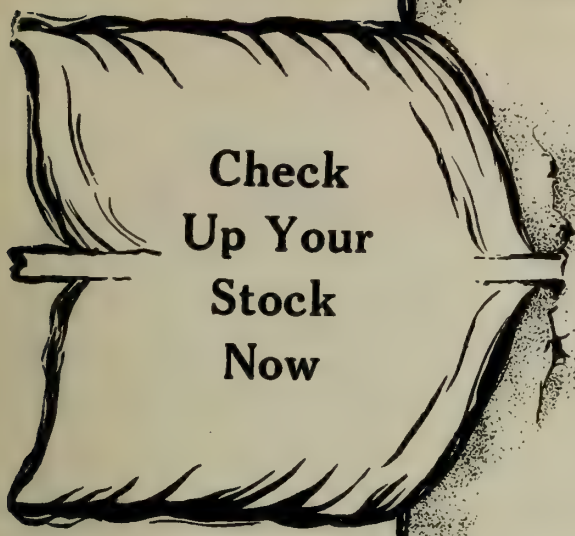
Freight equalized on above points.

F. O. B. Pt. Arthur, Fort William and Sault Ste. Marie, $4.25 base.

Windsor, Walkerville, F. O. B., factory points, carload freight allowed, $4.27½.

Cut Nails—Montreal, $4 base; Toronto, $4 base; London, $4

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.



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HEAD OFFICE : : MONTREAL

If interested, tear out this page and keep with letters to be answered.

NAILS (HORSE)

M. R. M. cold forged process

Size	Length	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 35
No. 4,	1¾-inch	4 05
No. 5,	1 15-16	3 50
No. 6,	2½	3 25
No. 7,	2 5-16	3 10
No. 8,	2⅛	2 90
No. 9,	2 11-16	2 80
No. 10,	2⅞	2 70
No. 11,	3 1-16	2 73

London, Hamilton, Montreal, Toronto.

NETTING POULTRY

Manufacturers have withdrawn lists pending issuance of a new one.

List prices per roll of 50 lineal yards. Adopted March, 1909.

2 inch mesh and 19 ga. wire.

12 inch...	$1.80	48 inch...	$ 6.20
18 inch...	2.65	60 inch...	7.70
24 inch...	3.40	72 inch...	9.20
30 inch...	4.00	84 inch...	10.50
36 inch...	4.75	96 inch...	12.00
42 inch...	5.50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3.50	42 inch...	$10.50
18 inch...	5.00	48 inch...	12.00
24 inch...	6.30	60 inch...	15.00
30 inch...	7.75	72 inch...	18.00
36 inch...	9.00		

1 inch mesh and 20 ga. wire.

12 inch...	$ 4.00	42 inch...	$12.00
18 inch...	5.50	48 inch...	14 00
24 inch...	7.00	60 inch...	17.00
30 inch...	8.50	72 inch...	20.00

(¾ inch mesh and 20 ga. wire.)

24 inch...	$10.50	36 inch...	$15.00
30 inch...	12.75		

(½ inch mesh and 22 ga. wire)

24 inch...	$16.50	36 inch...	$24.00
30 inch...	20.10		

Discount at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Montreal, Toronto, London, Canadian netting 30 and 10% off list.

American netting, 30% off list.

POULTRY FENCING

	Per rod
Invincible, 1640	0 68
Invincible, 1848	0 73
Invincible, 2060	0 83

Put up in 10, 20 and 30-rod rolls.

OAKUM

	Per 100 lbs.
Best (American)	19 25
U.S. Navy (American)	18 50
New hemp (English)	15 00
U.S. Navy (English)	15 00
Plumbers (spun)	8 00

OIL

	Montreal	Toronto
Can. prime white petrol	0 14	0 10½
Royalite	0 14	0 10½
Palacine	0 17½	0 13
Lampoline	0 12½	0 11½
Electroline	0 15½	0 14½
Castor Oil, per lb.	0 45	0 25
Black Oil (Summer)	0 14½	0 12½
Black Oil (Winter)	0 12½	0 13½
Cylinder Green	0 35	0 35
Paraffine	0 24	0 22
XXX Machine	0 25½	0 21

OLD MATERIALS

Tea lead, 5½c. lb.
Lead, heavy, pipe, etc., 6½c.
Brass, heavy, 15½c lb.
Brass, light, 11½c lb.
Zinc, heavy, 7½c lb.
Copper, heavy, 20c lb.
Old cast iron, $14.75 per ton.
Wrought iron, No. 1, $18.75 ton.
Wrought iron, No. 2, $11 ton.
Stove plate, $11 ton.

Rubbers, such as old rubber boots and shoes, according to trim, 7c to 8c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4½c; bicycle tires, 2½c.

PACKING

	Per lb.
Fine jute	0 11½
Coarse jute	0 09½
Square braided hemp	0 25
No. 1 Italian	0 30
No. 2 Italian	0 23

PAPER

	Per 400 ft. roll
Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	0 60
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2 roll	0 70
Surprise Fibre	0 64
Tarred Felt, per 100 lbs.	3 25
Asbestos Sheeting, (per 100 lbs.)	4 00-4 75
Carpet Felt, 16 oz. per 100 lbs.	4 00
Carpet Felt, 20 oz., per 100 lbs.	4 00

F.O.B. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PARERS

Gen. Hudson, per doz.	$7 75
Little Star, per doz.	6 50

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.		5 50
6 to 7 lbs., doz.		5 95
7 lbs., doz.		6 75
7 to 8 lbs., doz.		6 25
8 lbs., doz.	7 00	6 50

PINS, COTTER

Cotter pins, 85 and 10% discount.

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	$0 85
5 gross, 4½-in. (loose)	0 90
5 gross, 5-in. (loose)	1 00

PIPE, STANDARD WROUGHT

Buttweld—	Black	Galvanized
	Per 100 feet	
⅛"	$ 3 50	$ 5 00
¼"	3 30	5 42
⅜"	3 30	5 43
½"	4 25	5 82
¾"	5 18	7 30
1"	7 65	10 80
1¼"	10 35	14 61
1½"	12 38	17 46
2"	16 65	23 50
2½"	26 33	37 15
3"	34 43	48 58
3½"	43 24	60 26
4"	51 23	71 40
Lapweld—		
2"	19 24	25 72
2½"	28 67	38 90
3"	37 49	50 87
3½"	46 92	63 94
4"	55 59	75 76
4½"	64 77	88 27
5"	75 48	102 90
6"	97 92	133 40
7"	130 90	174 90
8" L	137 50	183 80
8"	158 40	211 70
9"	189 80	253 60
10" L	176 00	235 20
10"	226 60	302 80

Terms 2% 30 days, approved credit.

Prices Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 70%.
4½" and larger, 65%.
4" and under, running thread, 50%.
Standard couplings, 4" and under, 55%.
4½" and larger, 35%.
Terms 2% 30 days. Approved credit.

PIPE (CONDUCTOR)

	Plain	List
2 in., in 10-ft. lengths, list		8 00
3 in., in 10-ft. lengths, list		9 70
4 in., in 10-ft. lengths, list		12 80
5 in., in 10-ft. lengths, list		17 50
6 in., in 10-ft. lengths, list		21 30

Above subject to 45% trade discount.

PIPE (SOIL)

Medium and extra heavy pipe up to and including 6", 60% off; 8" soil pipe, 45% off; 4" medium soil pipe, S.H., 23 4-5c ft.; medium and extra heavy fittings up to and including 6", 65% off.

PIPE (STOVE)

Prices per 100 lengths:

Common, 3"	
4"	
5"	
6"	
7"	
Bright, 3"	
4"	
5"	
6"	
7"	
Light elbows, 6", doz.	
7", doz.	

PITCH

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

POLISH

O-Cedar, 4-oz. bottles	$ 2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1 gal. cans	24 00

PUMPS

B.T. Pump, No. 1, net	$ 3 96
B.T. Pump, No. 2, net	4 80
B.T. Pump, No. 3, net	7 20
B.T. Pump, No. 4, net	9 00
B.T. Pump, No. 5, net	9 60
B.T. Pump, No. 6, net	10 80
B.T. Pump, No. 7, net	15 00

RIVETS AND BURRS

Iron rivets, blacked and tinned, 32½. Iron Burrs 32½.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb.

lb. Coppered Rivets, net extras, 3c. per lb.

ROOFING

	Per square
Samson, 1-ply, roll	1 60
Samson, 2-ply, roll	2 15
Samson, 3-ply, roll	2 65
Pluvius, 1-ply	1 35
Pluvius, 2-ply	1 80
R. S. Special, 1-ply	1 05
R. S. Special, 2-ply	1 30
R. S. Special, 3-ply	1 60
Amazon, 1 ply	2 00
Amazon, 2 ply	2 50
Amazon, 3 ply	3 00
Everlastic, 1 ply	1 55
Everlastic, 2 ply	1 80
Everlastic, 3 ply	2 05
Liquid roofing cement, per gal., in barrels	0 22
5 and 10 gal. lots, per gal.	0 24
Coal Tar, bbl.	4 50

Roofing Pitch, 85c per 100 lbs. F.o.b. Toronto, London, Montreal.

ROPE

	Lb.
Pure Manila basis. lb.	22½
British Manila basis	18
New Zealand hemp basis	18
Sisal basis	16
Single lath yarn basis	16

Above quotations are basis prices 1⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia.., 2c above basis.

Double lath yarn	16½
Yacht marline	41
White polished halyards	23
Hemp, deep sea line basis	31
Hemp, tarred ratline basis	27
Hemp, tarred bolt rope basis	29
Marline and Houseline	29
Jute rope basis	15-16
Italian rope basis	21
Cotton, ⅛ lb.	0 40 0 45
5-32 lb.	0 39 0 42¾
3-16 lb.	0 36½ 0 40
¼ lb. and up	0 35 0 38¾

F. O. B. Toronto, Hamilton, London, Montreal.

SCALES

Prices on Champion scales are as follows:

Champion, 4-lb., $4.60, plus 20c for stamping; Champion 10-lb., $6, plus 30c for stamping. Champion 240-lb., $9, plus 50c for stamping. Champion 600-lb., $25, plus $1 for stamping. Champion 1200-lb., $30, plus $1 for stamping. Champion 2000-lb., $39, plus $1 for stamping. Champion 2000-lb. with drop lever, $46, plus $1 for stamping. Household, 10-lb., $4. 10c net extra for stamping; 25-lb., $5.20, 30c net extra for stamping. Discount from list on above 25%.

SCRAPERS

Fox, medium, doz.	2 25
Bull Dog, half doz.	3 50

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	77½
Wood, R. H., bright	72½
Wood, O. H., bright	72½
Wood, F. H., brass	45
Wood, R. H., brass	42½
Wood, O. H., brass	42½
Wood, F. H., bronze	37½
Wood, R. H., bronze	35
Wood, O. H., bronze	35
Square cap	35
Hexagon cap	35

F.O.B. Toronto, Hamilton, London and Montreal.

Re Gauges and Prices of Sheets.

Prices on black and galvanized sheets given below are purely nominal. The market has reached a state where prices are quoted only on application and for immediate acceptance.

On account of it being practically impossible to secure galvanized sheets from England, owing to the war, American mills have decided that they will no longer roll the English gauges to meet this competition. However, they will continue to roll at 10¾ oz., which will be known as such or a 30 gauge, and will take the place of the former English 28 gauge.

SHEETS (BLACK)

	Montreal 100 lbs.	Toronto 100 lbs.
10 gauge	5 50	5 50
12 gauge	5 75	5 75
14 gauge	5 35	5 35
16 gauge	5 40	5 40
18-20 gauge	4 35	4 35
22-24 gauge	4 45	4 45
26 gauge	4 50	4 50
28 gauge	4 60	4 60

SHEETS, CORRUGATED

	Per 100 sq. feet. Per 100 sq. ft. Galvanized
28 ga.	$ 5 50
26 ga.	6 00
24 ga.	8 00
22 ga.	9 50
20 ga.	11 00
18 ga.	12 50

Above prices are subject to 7½ per cent. discount to dealers.

SHEETS, GALVANIZED

PREMIER GALVANIZED

Per 100 lbs. f.o.b. Hamilton and Toronto.

10¾ oz.	$6 80
U.S. 28	6 50
U.S. 26	6 20
22 and 24	6 05
18 and 20	5 90
14 and 16	5 75

Colborne Crown—16-20 gauge, $6.65; 22-24 gauge, $6.80; 26 gauge, $6.95; 28 gauge, $7.25.

Apollo Brand.	Montreal	Toronto
14 gauge	5 80	5 80
16 gauge	5 80	5 80
18-20 gauge	5 90	5 90
22-24 gauge	6 00	6 00
26 gauge	6 25	6 25
28 gauge	6 65	6 65
10¾ ozs.	6 95	6 95

Add 25c for less than case lots.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16-20	7 15	6 65	7 15
22-24	7 25	6 95	7 25
26	7 50	7 10	7 50
28	7 75	7 40	7 75

SHINGLES

	Per square
Standard galvanized	$6 50
Shipping weight, 90 lbs.	
Standard painted	4 50
Shipping weight, 80 lbs.	

Discount 7½%.

SIFTERS

Common, doz.	$2 00
Rocker, No. 1, each	4 60
Banner, each	2 40
Samuels, each	4 85

SKATES

Boys' Hockey, polished	0 60
Scotia	1 96
Dreadnought	2 10
MicMac	3 15
Regal	3 85
Velox	4 20
Centaur, plain	1 40
Centaur, puck stop	1 60
Dunne Round Tube	3 00
Dunne Diamond Tube	3 50
Extension Bob Skates	0 30
Star Acme Spring	0 70

STICKS (HOCKEY)

Boys' red sticks, doz.	0 70
Men's elm, doz.	1 10
Selected	2 50
High quality	3 75
Grooved handle	4 40
Special goal	5 00
Mic-Mac	4 60
Mic-Mac goal	6 00
Rex	6 50
Juvenile pucks, doz.	0 70
Regulation No. 1	1 25

ASK the man who sells them

"The man behind the gun" is the man who can best testify as to its merits and the man who sells paints and varnishes is the one who can give the best verdict as to their selling qualities.

Martin-Senour Paints and Varnishes attract and retain patronage. They are sure re-order getters everywhere.

MARTIN-SENOUR
PAINTS AND VARNISHES
MADE IN CANADA — SOLD ON MERIT

This is what one of our aggressive dealer agents, who has gladly accepted and profited by our selling co-operation, has to say of the Martin-Senour exclusive agency:

Bruce Mines, Ont., July 31st, 1915.

The Martin-Senour Co., Limited,
Montreal.

Dear Sirs:

Yours to hand, in which you state you are sending a further supply of advertising material. I wish to thank you kindly for your interest in the matter, and I feel sure they will be up to the standard of all other products of the Martin-Senour Company.

I also wish to express my satisfaction with the pleasant business relations I have enjoyed with your firm. It certainly is a pleasure to do business with your company, and the goods are such that you can live, move, and talk Martin-Senour products and not be liable to wake up some morning and find out it was a nightmare, and that the goods were not what you thought they were.

Yours truly,

E. A. WHITE.

Let us supply you with the names of scores of other satisfied and successful dealer agents.

MARTIN-SENOUR SPIC-SPAN FINISHES

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
MONTREAL
WINNIPEG TORONTO HALIFAX

MARTIN-SENOUR SPIC-SPAN FINISHES

If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

For Province of Ontario (East of but not including Port Arthur), Province of Quebec, and Maritime Provinces.

	1st Grade	2nd Grade	4th Grade
Shovels	45%	40%	20 and 7½%
Draining Tools	45%	45%	.....
Hollow Back Scoops	30 and 10%	....	20/10 and 5%
Hollow Backs, Sand Shovels and Coal Shovels	45%	....	20 and 7½%
Riveted Back Scoops	35%	35%	35%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	35%		

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	——Per Dozen—— 1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	16.80	.....	13.80
Sand Shovels, No. 2, black	16.00	.....	11.50
Hollow Back Shovels, No. 2, blk.	18.00	.....	10.50
Coal Shovel, No. 2, black	17.50	.....	12.00
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:
Full polished .....50c per dozen net
Half polished .....25c per dozen net

F.O.B. London, Hamilton, Toronto, Peterboro, Gananoque, Ottawa Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

Freight will be equalized on railway rates only.

SOLDERING COPPERS.

Base, per lb., 61c cents.

SOLDER, BAR

Guaranteed	0 28½
Strictly	0 26¾
Commercial	0 24¾

SOLDER, WIPING

Star extra	0 26½
Easy	0 24½
Acme	0 23¾

SPOUTS

Warner Malleable Winged Shank, per 1,000 .....$18 00

STAPLES Per cwt.

Montreal, Toronto and London	
Fence staples, brigt, kegs.	4 40
Fence staples, galv., in kegs	5 25
Fence hooks, galv.	5 25

In 25-lb. boxes add 25c extra.

SWEEPERS, CARPET Bissell's

Boudoir	31 00
Champion Nic.	25 00
Champion Jap.	23 00
Univ. japd., cyco bearing.	26 00
Univ. N.P., cyco bearing.	29 00
Grand Rapid, japd., ball-bearing	28 00
Grand Rapid, N.P., ball-bearing	31 00
Princess, N.P., ball-bearing.	32 00
Elite, ball-bearing	36 00
Am. Queen, N.P., bal-bear.	34 00
Parlor Queen	37 00

SWEEPERS (Vacuum)

Grand Rapids Vac, doz.	$77 00
Household Vac, doz.	63 00
Superba Vac, doz.	92 00

TACKS Discount.

Revised Hardware Tack List adopted Jan. 1, 1916.	75%
Shoe Findings List adopted Aug. 10, 1916.	75%
List of Capped Goods adopted Jan. 1, 1916.	75%

F.o.b. Toronto, Hamilton, Montreal, London.

TAPES—Lufkins

Ass skin, No. 713, 50 ft., doz.	3 60
Ass skin, No. 714, 66 ft., doz.	4 20
Linen, No. 404, 66 ft., each.	1 50
Metallic, No. 603, 50 ft., ea.	1 60
Challenge steel, No. 263, 50 ft., each	3 45
Reliable Jr., No. 103, 50 ft.	3 25

TIES, COW

Open Ring, Closed Ring, 40 and 5 per cent.
3 Chain and 4 Chain, 40 and 5%.
Stall Fixture Bars, 35%.
Tie Out Chains, 70%.

TINNERS' TRIMMINGS

Discount, 27½%.
Plain, 66 2-3%.
Re-tinned, 60 and 10%.

TOOLS, HARVEST

Ordinary brands, 40%.
Samson and Sovereign, 30 and 10%.

TROUGH (EAVE)

G. G. Square bead and half round

Size in girth	Per 100 feet
8 in.	$ 6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00

Discount 45 and 2%.

TRACK

B.T. Single Rail	24c ft
B.T. Double Angle	22c ft.
B.T. Double Tee	20c ft.

Discount off above, 40%.

TRAPS (GAME) %

Victor	67½
Jump	60-5
Hawley & Norton	55
Newhouse	35

TRESTLES

6 ft., each	$1.50	14 ft., each	$4.20
8 ft., each	2.00	16 ft., each	4.80
10 ft., each	2.50	18 ft., each	5.40
12 ft., each	3.60	20 ft., each	6.00

TWINE (Binder) Per lb.

Prices Withdrawn.

TWINE (COTTON)

3-ply wrapping	42-44½
4-ply wrapping	43-48

WOOD TUBS

No. 0, per daz.	12 10
No. 1, per doz.	10 45
No. 2, per doz.	8 80
No. 3, per doz.	7 70

VALVES %

Ground work	50
Compression work, standard	60
High grade	53
Cushion work	45
Fuller work, standard	59
High grade	52
Basin cocks, No. 0, standard	58
High grade	52
Nos. 1 and 2, standard	54
High grade	46
Bath cocks	60
Flatway stop and waste cocks, standard	58
High grade	55
Steam cocks	65
Globe, angle, and check valves, standard	35
High grade	30
Radiator valves, standard	45
High grade	35
Patent quick opening valves	65

WARE, COPPER AND NICKEL

Copper boilers, kettles, net list.
Copper tea and coffee pots, net list.

WARE, JAPANNED

Coal hods, 10%.
Japanned ware, white, 7½%.
Japanned feed pans, 30%.

WARE, ENAMELED

Scotch grey, 65%.
White wares, 60, 10%.
White decorated, 5%.
Colonial, 50, 2½%.
Premier, 35%.
Enameled street signs, on application.

WARE, GALVANIZED.

Dufferin pattern pails, list.
English pattern, list.
Galvanized washtubs, list.
Galvanized coal hods, plus 10%.
Other lines, list.

WARE, STAMPED. Plain 60, 10%

Retinned, 60, 5%.

WASHERS, IRON.

Full box, 20%. Price less 50 lbs. add 1c lb.; less 25 lbs., 2c lb.

WEATHERSTRIP

Wood and felt, 75%.
Swan Hardwood, set 75c.
Frost King, doz, $4.40.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs.	3 40
Sectional, ½ lb., per 100 lbs.	3 40
Solid, 3 to 30 lbs., per cwt.	2 25

WEIGHTS. Horse, 5c lb.

WHEELBARROWS.

Navvy, steel wheel, doz.	37 50
Garden, steel wheel, doz.	48 00
Light garden, each.	33 75
Heavy garden, L-side, each.	3 75
Heavy farm, solid side, ea.	3 75

WHIFFLETREES (Steel).

No. 70—F.D. & B.D. Whiffletrees—	
28", each	$0 70
34", each	0 90
36", each	1 00
No. 73—Doubletrees, 44", ea.	1 25
No. 74—Doubletrees, lumbermen's, 44", each	1 30
Neckyokes—34", each	0 81
36", each	1 20
40", each	1 29
44", each	1 35
Plow Sets—No. 79, each	2 37
No. 80, each	2 45
No. 81, each	2 50
No. 82, each	3 05
No. 72—Singletrees, 40", ea.	1 14
2-Horse Sets, Nos. 75, 76, 77, set	5 40

WIRE. Copper wire, 10%.

Brass wire, 3 to 24 gauge, add 40%; 25 to 36 gauge, add 25%.

WIRE, CUT HAY BALING.

No. 9, $4.25; No. 10, $4.25; No. 11, $4.40; No. 12 and 13, $4.50; No. 13½, $4.60; No. 14, $4.95. No; 15, $5. Plus 7½%.

F.o.b. Toronto, Hamilton and Montreal.

WIRE, STOVE PIPE.

No. 18, $5.90; No. 19, $6.40.
F.o.b. Toronto, Hamilton, Montreal, and freight equalized.

WIRE CLOTHES LINE.

No. 17, $6; No. 18, $4.55; No. 19, $4 in 1,000 feet coils, including reels. F.o.b. Hamilton, Toronto, London and Montreal.

WIRE, FINE STEEL.

Fine steel, list, plus 20%. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $3; Nos. 26-31, $5; Nos. 32-34, $7; Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

Montreal and Toronto, No. 13, $4.45; No. 14, $4.50; No. 15, $4.60.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, $4.55 base; No. 10 gauge, 5c extra; No. 11 gauge, 12c extra; No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE CLOTH.

Black Fly Screen Cloth, $2.50 per 100 sq. ft. in 100-ft. rolls; $2.55 in 50-ft. rolls. Bronze, 14c. sq. ft.

WIRE (FENCE)

Barb	$4 25
Nos 6, 7, 8, plain galv.	4 75
No. 9, plain galv.	4 05
No. 10 "	4 80
No. 11 "	4 85
No. 12 "	4 20
No. 13 "	4 30
No. 14 "	5 20
No. 15 "	5 80
No. 16 "	5 90
No. 18 "	8 00
No. 9, coil spring	4 05
No. 12, coil spring	4 25

Quotations are at times made at lower figures than the general market by jobbers having large stocks to dispose of.

WIRE BALE TIES.

Single Loop—	Per cwt.
No. 12	$4 85
No. 13	4 95
No. 13½	5 00
No. 14	5 10
No. 15	5 20
No. 16	5 55

WRINGERS.

Royal Can., 11 in., doz. list.	$ 84 80
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite, 511E	105 80
Unexcelled, 1041E	129 40
Easy Work	90 50
Challenge, 2111E	94 30
Gem, 141E	91 80
Sunlight, 111	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 36
Safety	97 50
Rapid	82 80
Universal	63 00
Eureka, 10"	65 00
Eureka, 11"	71 00
Eclipse	97 70

Discount off above list 50%

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES. Regular, 65%.

Trimo, 55% off list; parts, 50 and 5%; Stillson, 57½%; parts, 55%. Coes, 10%.

WRINGERS—MOP.

White, No. 1, each. 1 50

ZINC (SHEET) Montreal Toronto

5 cwt. casks	0 25
Part cask	0 25½



MUNRO'S

DRY COLORS

REDS GREENS
YELLOWS BLUES

Your Wholesaler Can Supply You

Made in Canada by

The Allan Munro Color Co., Limited, Montreal

The popularity of your store depends mostly on the stock you carry. Talking of Paint, there is no better seller than Ramsay's and every can is a can of satisfaction. Since 1842 Ramsay's Paints and Varnishes have been made right and have proved their ability to stay right. Color and quality are fixed. Ramsay's complete line "is" complete, and that's the line of paint for you to carry if you would make yours the most popular store in town.

Ramsay's

Paint



A. Ramsay & Son Co.

Established 1842

Toronto MONTREAL Vancouver

If interested, tear out this page r it out now and place with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors—2½ lb. packages, $6.80 per 100 lbs.; 5 lb. packages, $6.60 per 100 lbs.; White, 5-lb., $6; 2½-lb., $6.20 per 100 lbs.

BEESWAX

Small quantities, per lb... 0 50
Larger quantities, per lb.. 0 45

BLUE STONE

	Montreal	Toronto
Per lb.	0 14	0 16

London, 20.

BRONZING LIQUID

Bronzing liquid, No. 1 ....$1 20
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz. $16 13
Weighted, 20 lbs., doz. 18 50

COATING

Cement Coating $2 55 2 40

COLORS (DRY) Per lb.

Raw Umber, 100 lb. keg.. 5–12c
Burnt Umber, 100 lbs..... 5–12c
Raw Sienne, 100 lb. kegs.. 5–12c
Burnt Sienna, 100 lb. kegs 5–12c
Imp. green, 100 lb. kegs... 0 22
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs.. 0 12
Indian red, No. 1, 100 lb. k. 0 05
Venetian red, best bright. 0 04
Venetian red, No. 1 ..... 0 02
Drop black, pure dry 0 25
Golden ochre, 100 lb. kegs 0 06
White ochre, 100 lb. kegs. 0 03
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02¾
Spruce ochre, 100 lb. kegs 0 03½
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure 0 13
Indian red 0 18
Chrome yellow, pure 30–35
Golden ochre, pure 0 18
French spruce ochre, pure 0 15
Chrome green, pure 15–22
French permanent green, pure 0 20
Signwriters' black, pure.. 0 24
Marine black, 25-lb. Irons 0 07
Lampblack 0 21

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins ..
Alba-Gloss enamel 4 50
Anchor Floorlustre 2 10
O.P.W. Sunshine White .. 4 10
Old Dutch Enamel 4 00
Jas-per-lac floor enamel .. 1 90
Jas-per-lac art enamel 3 10
Martin's Enamel 4 25
Mooramel 4 35

FILLER Gal.

Luxeberry Enamel $5 00
Screen Enamel, BB. 1 65

FORMALDEHYDE Per bbl.

Demi-johns, 50 lbs. 0 15½
$1.10 for demi-john extra.

GLUE Per lb.

French medal 0 20
English common sheet .. ....
English prima 0 25
White pigsfoot 0 23¾
Perfection amber, ground, No. 1230 ..... 0 20
Cake, bone, 112-lb. bags.. 0 12
Hide, 112 lb. bags 0 35
Gelatine, 112 lb. bags 0 45
Ground glues, 112 lb. bags—
No. 1 ..... 0 20
Extra 0 18
Dreadnought, lb. 0 14½

GLASS

	Single Thick	Double Thick
(Under 25)	$7 80	$11 90
26 to 34	8 15	12 85
25 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84		22 75
85 to 90		24 35
91 to 94		25 00
95 to 100		29 00
101 to 105		32 00
106 to 110		37 00

Toronto, London and Hamilton:—Single or Double Thick—20% off above; 50 cases or over, open, cut lights, 50 and 5%.

Montreal:—Single or Double Thick, 15 and 5%; 50 cases and over open.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamilton and London, city price, 20% off; country discount, 20 and 5% off.

F.O.B. warehouse on orders up to $75 gross list value. Orders over $75 delivered free.

London and Hamilton prices same as Toronto.

GLAZIERS' POINTS

Zinc coated, 18c per lb.
Zinc, pure, prices withdrawn..

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor Pure	$13 80	$13 95
Green Seal	13 80	13 95
Tiger Pure	13 80	13 95
Ramsays Pure	13 80	13 95
Moores Pure	13 80	13 95
O.P.W. Dec. Pure.	13 80	13 95
Red Seal	13 80	13 95
Decorator's Pure	13 80	13 95
O.P.W. English	14 05	14 20
Elephant Genuine.	14 05	14 20

B.B. Genuine Lead, less than tons, $15.65 Toronto; $15.50 Montreal. Ton lots 5% off.

Stephens Decorators Pure, Wpg., $14.85; Stephens Perfect, Wpg., $13.35.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	13 50	13 50
Genuine, 100-pound kegs, per cwt.	13 87½	13 87½
Less quantity ...		0 13

LEAD, ARSENATE OF

Per 100 lbs.	Dry	Paste
1-lb. bottles	$35 00	$21 00
2-lb. bottles	....	18 00
5-lb. bottles	31 00	14 00
10-lb. bottles	29 00	....
25-lb. irons	25 50	13 00
50-lb irons	....	12 50
100-lb. irons	24 00	11 75
200-lb irons	....	11 60
Barrels	....	11 00

F.o.b. Toronto, Montreal and Hamilton.

MURESCO

Tints in 5 lb. packages, per 100 lbs., $6. White in 5 lb. pkgs., per 100 lbs., $5.40.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED.

Price per gallon in quarts.

B.H. English white	$2 85
B.H. English, colors	2 60
Fresco Tone white	2 70
Fresco Tone colors	2 50
Moore's House Colors....	2 30
Moore's Floor Paint ...	2 00
Moore's Egyptian Paint.	1 75
Moore's Sani-Flat	2 20
C.P.C. Pure, white	2 75
C.P.C. Pure, colors	2 35
O.P.W. Can. Brand, white	2 60
O.P.W. Can. Brand, colors	2 40
O.P.W. Can. Brand, floor.	2 00
O.P.W. Flat Wall, white..	2 60
O.P.W. Flat Wall, colors..	2 40
Ramsay's Pure, white....	2 65
Ramsay's Pure, colors	2 40
Martin-Senour 100% white	2 85
Martin-Senour 100% colors	2 60
Senour's Floor Paint	2 30
Senour's Porch Paint	2 60
Senour's New-Tone, white	2 60
Senour's Neu-Tone, colors.	2 50
Sherwin-Williams, white..	2 85
Sherwin-Williams, colors..	2 60
Flat Tone, white	2 70
Flat Tone, colors	2 50
Minerva, white	2.65
Minerva, colors	2 45
Stephens O. White, Wpg.	2 90
Stephens House (Wpg.)..	2 65
Stephens Floor (Wpg.)...	2 35
Silkstone (Wpg.)	2 50

PARIS GREEN

	Munro's	C.P. Co.	Bergers
600-lb. bbls.	42¾	38¾	39½
250-lb. kegs	43	39	39¾
100-lb. drums ...	44	40	40¾
50-lb. drums	44	40	40¾
25-lb. drums	44¼	40¼	41
1-lb. 100s, pkgs..	46¼	42¼	43
¼-lb. 100s	48¾	44¼	45
1-lb. 100s, tins ..	47¼	43¼	46

Prices f.o.b. Toronto, Hamilton London and Montreal.

PARIS PLASTER

Per bbl. $2.25-2.50

PRIMER

Luxeberry Primer 2 25

PASTE WOOD FILLER

	Pound
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
½ barrels	0 06½
Barrels	0 06

PUTTY

	Standard Montreal	Toronto
Bulk, in casks ...	2 70	2 80
Bulk, 100-lb drums	2 90	3 00
Bulk, 25-lb. drums.	3 00	3 10
Bladders, in bbls..	3 30	3 40

Pure Putty, 70c cwt. advance. London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal., $2.55.
Pure Orange, gal., $2.40.
Gum, 34c lb.; finest orange, 42c lb.; finest white, 46c lb.

TAR (PINE TAR)

Half pint tins, per doz. 0 65
Pint tins, per doz. 1 10

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans..... 2 10
Cumoff 2 10
Dreadnought, gal 2 75
O.P.W. Presto 2 25
Lingerwett 2 65

TURPENTINE

	Montreal	Toronto
See weekly report for prices.		

SLATING Gal.

Liquid Slating, B.B.....$3 00

STAINS Gal.

Oil and Spirit, Berry Bros.$2 73
Water Stains, Berry Bros... 1 05
Berrycraft, stain finish 2 80
Creo-lac 0 85
C.P. Oil Stans 1 98
Sun Varnish Stains 2 20

VARNISHES Per gal cans

Brandram-Henderson, Ltd., "Gold Medal" 1 90
Copaline Varnish 2 50
C. P. Co.'s Sun Varnish 2 50
Dependon Light Hard Oil Finish 1 70
Dulgloss 3 00
Elastic Interior 1 40
Elastic Exterior 1 55
Elastic Excello 2 00
Everlastic (Floor) 2 55
Elastilite 2 25
"Flint-Lac" coach 1 30
Flattine Floor Finish 3 00
Gold sized Japan 2 00
House painter's White Jap.. 1 95
Jas-per-ite exterior finishing 2 25
Jas-per-ite pale hard oil ... 1 60
Jas-per-ite floor finish 2 25
Kopi 2 30
Kyanize cabinet rubbing.. 3 50
Kyanize spar 4 75
Liquid granite 2 80
Luxeberry light 2 60
Luxeberry spar 4 10
Luxeberry exterior 4 50
Marble-ite 2 30
Mar-Not 2 70
Martin-Senour finest interior 2 60
Martin-Senour Wood-Var... 2 30
Maritime spar varnish 4 00
No. 1 Furniture Varnish .. 1 25
Sherwin-Williams "Kopal" Varnish 2 75
Stove-Pipe Varnish, ½ pints, gross 9 00
Sun Waterproof Floor Finish 2 75
Sun-Spar Varnish 4 00
Stephens Luminette 2 20
Stephens Exalite 3 00

WATER PAINTS

Opalite, 200 lb. bbls. 0 12
Opalite, 100 lb. kegs 0 12½
1 gal. package, per pkg... 0 65
½ gal. package, per pkg.. 0 35
Coralite, 5-lb. pkgs 0 04½

WASTE (POLISHING)

Cream 0 18½

WASTE, WHITE WIPING

XXX Extra 0 17½
X Grand 0 16½
XLCR 0 15½
X Empire 0 14½
X Press 0 13½

WASTE, COLORING WIPING

Fancy 0 13
Lion 0 11¾
Standard 0 10½
Popular 0 09½
Keen 0 08½

WASTE, WOOL PACKING

Arrow 20
Axle 16
Anvil 12
Anchor 10

WIPERS, WASHED COTTON

Select White 12½
Mixed Colored 9½
Dark Colored 8½
This line subject to trade discount for quantity.

WAX ..... Per lb.

C. P. Floor Wax 0 30
Ronuk Floor Wax, lb. 0 38
Berry Bros. 0 37
Anchor 0 33
O.P.W. Lion Brand 0 30
Old English 41–44c
Johnsons 41–44c
Gold Medal 0 30

WHITING

Paris white 1 90
Plain, in bbls. 1 75
Gilders, bolted, in bbls. 1 85
Per 100 lbs.

WOOL ALCOHOL Per gal.

In gallons 1 25
Barrels 0 87
$4 extra for barrels.

Are You Selling

UNIVERNISH?

It sells itself and you can make money the same as many other dealers are doing.

GOOD ANYWHERE—— GOOD EVERYWHERE

Gives perfect results on Pianos, all kinds of furniture, floors, automobiles, in fact anywhere where varnish is required.

Put up in handsome display cases of twelve quarter pint cans to retail at 25c. each. Also in all regular larger sizes. Get some to-day. It will go quickly.

Made only by

The Dougall Varnish Co., Limited, Montreal

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION
Powder, per keg, $11.00.
Shot, soft, per cwt., $15.25; chilled, $16.75; buckshot, $16.05; ball, $16.45.

ANVILS
Peter Wright, 80 lbs. and up, 14½c per lb.; clip horn, 15½c.
Norris, 41 to 56 lbs., 15c; 57 to 70 lbs., 13½c; 71 to 83 lbs., 12½c; 84 lbs. and over, 12c.

AXES
H. B., 1 lb., $7.50 per doz.; 1⅝ lbs., $7.90; 2 lbs., $8; 2½ lbs., $9; 2¾ lbs., $9.25; 3, 3½ and 4 lbs., $10; H. B. Handled Axes, 2 lb., $10.50; 2½ lb., $11.50; 3 lb., 3½ lb. and 4 lb., $12.50; Black and larger, $5.15; snowshoes, No. Prince Axes, unhandled, $9.50; Black Prince Axes, handled, $12; Black Prince Bench axes, 35 p.c.; broad axes, 5 to 7½ lbs., $28 per doz.; 7¾ to 9 lbs., $30.80.

BARS, CROW. $5.50 per 100 lbs.

BAR IRON
Bar iron, $3.50; Swedish iron, $5; sleigh shoe, steel, $3.50; spring steel, $4; machinery steel, $4.50; tool steel, Black Diamond, 100 lbs., $10.25.

BELTING
Rubber, 6 in. and under, 50 and 10%; over 6 in., 50%.
Agricultural or No. 1 leather belting, 40, 12½ and 2½ p.c. off list.
Standard, 30, 10 and 10 p.c. off list.
The "double" list is just twice the price of "single."

BELT LACING
In sides, tanned, $1.20 per lb.; cut, $1.35 per lb.; rawhide, sides, $1.15; cut, $1.50.

Blue Stone (Vitrol) 12½c lb.

BOLTS
Carriage, ⅜ and smaller, 30%; 7-16 and larger, 15%; machine, ⅜ and under, 30%; 7-16 and over, 20%; machine set screws, 55%; plough bolts, 20%; nuts, small lots, 1¼c advance over list; case lots, ¼c advance over list; stove bolts, 50%; shaft bolts, 20%; tire bolts, 30%; sleigh shoe bolts to ⅜, 20%; 7-16 and up, 15%.

BORAX. Borax, per lb., 12c.

BUILDING PAPER
Tarred, 85c to $1.45 per roll, cording to quality; plain, 55c to to $1.25.

CHAIN
Coil, 3-16 in., $10.75; ¼, $8; 5-16, $7.10; ⅜, $6.25; 7-16, $6; ½, $5.75; 9-16, $5.75; ⅝, $5.65; ¾, $5.50; Logging, 5-16, 7½c; ⅜, 6½c; tie out, 70%.

CHURNS
Barrel, No. 0, $5.60; No. 1, $5.60; No. 2, $6.25; No. 3, $6.90; No. 4, $8.15 each

CLEVISES, MALL. 8½c per lb.

CLIPPERS
Stewart's 25 p.c. off Canadian list.

COPPER
Sheet and planished copper, 60c per lb. Tinned, 47c; Braziers' soft copper, 10-24 ft., 26c; 27½c.
Soldering irons, 60c base.

DRILLS
Bit stock, 45 p.c.; Blacksmith, ½ in. round shank, 40 p.c.

EAVETROUGH
Eavetrough, 8 in., per 100 ft., $3.70; 10 in., $4.50; 12 in., $5.50.
Conductor pipe, 2 in., per 100 ft., $4.50; 3 in., $5.25; 4 in., $6.50.

ENAMELWARE
Canada, 33 1-3; Imperial, 50, 2½; Premier, 33 1-3; Colonial, 50, 2½; white, 60, 7½; diamond, 33 1-3; pearl, 50, 2½ per cent.

FORMALDEHYDE
400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE.
10% advance on net list, except heavy tubs and heavy pails, which are net list.

GLASS, WINDOW

	Single	Double
Up to 25 in.	7 25	11 00
26 to 40	8 25	12 75
41 to 50	10 75	14 25
51 to 60	11 25	15 00
61 to 70	12 25	16 00

GLASS (Plate)
30 p.c. off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES
Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HINGES
Light T and strap, 30 p.c.
Corrugated Strap Hinges — 4, $1.05; 5, $1.45; 6, $2; 8, $3.20; 10, $4.75; 12, $7.20.
Corrugated Tee Hinges — 4, $1.25; 5, $1.90; 6, $2.35; 8, $4.15; 10, $5.90; 12, $8.35.

HORSESHOES
Iron, No. 0 to 1, $5.40; No. 2 and larger, $1.15; snowshoes, No. 0 to No. 1, $5.65; No. 2 and larger, $5.40; steel, No. 0 to 1, $5.85; No. 2 and larger, $5.60; featherweight, $7.

JACKSCREWS
55 per cent. off list.

IRON BAND.
1½ in., $4.05; 1¼, $4.05; 1 in., $4.15. Apollo and

IRON GALVANIZED "Fleur de Lis"

	Premier	
10¾ oz. or 28 Eng.	7 50	7 50
28 Am. or 26 Eng.	7 15	7 15
26 Am. or 26 spec.	6 90	6 90
24	6 70	6 70
22	6 70	6 70
18 and 20	6 50	6 50
16 Am.	6 50	6 50

IRONS, SAD
Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set 0 95
Mrs. Potts No. 50 set 1 00
Mrs. Pott's common sad iron handles, 85c dozen. Mrs. Pott's improved, $1.10. a dozen.

LAMP CHIMNEYS
A, per case 8 doz., $4.80; per doz., 65c; B, per case 6 doz., $4.50; per doz., 85c.

LANTERNS

No. 2, plain	8 25
No. 20, X-ray	12 00
No. 22, Dash-board	10 75
Short Globe, doz.	8 25

LEAD PIPE, $13.40.

LEAD WASTE, $14.40.

LINSEED OIL
See weekly report on paints, etc.

MATTOCKS
Pick, $6.75; cutter, $6.75.

NAILS
Wire, f.o.b. Fort William, $4.15 base; Winnipeg, $4.60 base. Cut, f.o.b., Winnipeg, $4.40.

NAILS, HORSE
Capewell, 10 per cent off list.

NETTING. Poultry, 37½%.
Banner Netting, 24 in., $3.50; 36 in., $4.50; 48 in., $5.25; 60 in., $6.25; 72 in., $7.

NUTS
Square, small lots, 1¼c advance over list; case lots, ¼c advance over list; Hexagon, small lots, 1¼c advance over list; case lots, ¼c advance over list.

OIL CANS

	Tin	Galvanized
½ gal., dome top	$3 08	$....
1 gal., dome top	3 74	4 25
2 gal., dome top	5 83	6 75
5 gal., dome top	9 29	14 85

OILS
"Buffolite," 20c; Ideal Thresher, 35c; "B" Castor machine oil, 30c; Buffalo Engine gasoline, 31c; Buffalo "A" gas engine oil, 45c; Royal gasoline, 32c; Family Safety coal oil, 19½c; "Engoline" engine coal oil, 15*c; Summer Black oil, 19c; Kelso engine oil, 45c; Silver Star oil, 16*c; Royalite oil, 17c; Standard gas engine oil, 42c; Prairie Harvester oil, 40c.

DRY COLORS
Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c; less than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $14; 15 lb. for less.

PICKS, Clay, 6-7, $6.25 per dozen.

IRON PIPE

¼ inch	$ 3 92	$ 6 39
⅜ inch	4 00	6 48
½ inch	5 18	6 94
¾ inch	6 30	8 73
1 inch	9 32	12 92
1¼ inch	12 60	17 46
1½ inch	15 08	20 88
2 inch	20 30	28 08
2½ inch	31 42	44 42
3 inch	41 04	58 05
3 inch	41 04	57 15
3½ inch	49 41	.....
4 inch	58 50	.....
4½ inch	77 68	.....
5 inch	90 54	.....
6 inch	117 44	.....

PLASTER, Paris, per bbl., $3.75.

PARIS GREEN
In 1-lb. pkgs., full cases, 44c lb.; less, 44c lb. In ½-lb. pkgs., full cases, 46c lb; less, 46½c lb.

PLATES, CANADA
18 x 21 per box, half polish, $5.75; full polished, $7.25; 18 x 24, half polished, $5.75, full polished, $7.25; 20 x 28, half polished, $6, full polished, $7.50.

PLOW SHARES.....10c per lb.

POINTS
Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. irons	3 50
25-lb. irons, per cwt.	3 80
1½-lb. tins	0 07

RIVETS AND BURRS
Iron rivets, 25 per cent.; copper, No. 7, 66c lb.; No. 8, 66c; No. 9, 67c; No. 10, 71c; No. 12, 75c.
Five-lb. assorted boxes, No. 8 gauge, 74c lb.; No. 10 gauge, 79c lb.
Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 68c; No. 10, 71c; No. 12, 76c.

ROPE
Sisal, 17c base; pure Manila, 24c base; British Manila, 19c base; lath yarn, 17c base; African hemp, 19c base; cotton rope, ¼ and over, 40c.
Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell.) 20 per cent. off.

SAWS, BUCK
Happy Medium and Watch Spring, $5; Lance Tooth or Lightning Blades, $5.25; New Century, $7.25.

SCREWS
Bright iron round head, 62½ p. c.; flat head, 67½ p.c.; round head, brass, 30 p.c.; flat head, brass, 32½ p.c.; coach, 40 p.c.

STEEL SHEETS, BLACK

10 gauge	5 55
12 gauge	5 60
14 gauge	5 50
16 gauge	5 60
18-20 gauge	5 00
22-24 gauge	5 05
26 gauge	5 15
28 gauge	5 25

SHOVELS AND SPADES
Shovels—Fox and Otis, D.H., Sqr. Pt., $9.40 per doz.; D.H., Rd. Pt., $9.40; L.H., Sqr. Pt., $9.40; D.H., Rd. Pt., $9.40; Bulldog and Jones, D.H., Rd. Pt., $10.95; D.H., Sqr. Pt., $10.95; L.H., Rd. Pt., $10.95; L.H., Sqr. Pt., $10.95; Black Cat and Crescent Scoops—No 4, $10.15 per dozen; No. 6, $10.80; No. 8, $11.50; No. 10, $12.20. Moose and Jones Scoops—No. 4, $11.20; No. 6, $11.85; No. 8, $12.50; No. 10, $13.05 per dozen.

SOLDER Per pound, 30 to 31c.

SPIKES
Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES
Bright wire, per cwt., $4.25 at Fort William, $4.65 Winnipeg; galvanized staples, $5.05 Fort William, $5.45 Winnipeg.

STEEL
Sleighshoe, $3.50 base per cwt.; plow, common, $5.50; crucible plow, $6.60; angle, $4; harrow, $3.25 base; east, octagon tool steel, 10¼c base; square tool, 11¼c base; spring, $4; machine, $4.50 base; tire, $4.

STEEL HOOPS
½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES
40 per cent. off list.

TACKS. Carpet, 70-10% off list.
TIES. Cow, 40 per cent.

TIN AND TIN PLATE

20 x 28 I.C.	$17 00
20 x 28 I.X.	18 50
20 x 33 I.C.	19 50
20 x 33 I.X.	21 50
Terne plates	14 00

TURPENTINE
See weekly paint report.

VISES
Peter Wright's solid box vises, 45 lbs. and over, 15c lb.
Norris vises, 45 lbs. and under, $7.50 each; over 45 lbs., 18c lb.

WASHERS
Iron, small lots, 25 p.c. + 75c; full boxes, iron, 30 p.c. + 75c.

WHITE LEAD
Decorators' pure, ton lots, $14.55; less than ton lots, $14.85.

WIRE, BARB
Lyman, 4-point, $3.70 f.o.b. Ft. William, $4 Winnipeg; Glidden Cattle, 2 pt., $3.55 Ft. William, $3.85 Winnipeg; Baker 2-pt., $3.50 Ft. William, $3.80 Winnipeg; plain twist, cwt., Ft. William, $3.90; Winnipeg, $4.30; plain galvanized, Ft. William, No. 9, $4.35; No. 12, $4.60; Winnipeg, No. 9, $4.75; No. 12, $5; coil spring, Ft. William, No. 9, $4.30; No. 12, $4.50; Winnipeg, No. 9, $4.60; No. 12, $4.80.
Patented screen in 100-ft. rolls, $2.50 per hundred sq. ft.; in 50-ft. rolls, $2.60 per 100 sq. ft.

WIRE, PLAIN
Bale ties, 14 gauge, single loop, $5.70 Winnipeg; $5.20 Fort William.
Brass snare wire, per lb., 80c.

WIRE, ANNEALED.
No. 9, $4.75; 10, $4.80; 12, $4.95; 14, $5.10; 15, $5.25; 16, $5.40 per 100 lbs.

WRINGERS
Royal Canadian, $43.40 per doz.; Eze, $46.90 per doz.; Bicycle, $51.65 per doz.; Ajax, $8.75 each.

Stephens

SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS



A Business Builder

SILKSTONE meets a need where economy is a consideration. It is an economical Flat Wall Paint that is easily applied. Will not lose its beauty when washed with soap. It gives universal satisfaction.

A Producer of Profits

SILKSTONE makes fast friends. It is **Sanitary** and **Durable.** Dries as smooth as silk, hard as stone.

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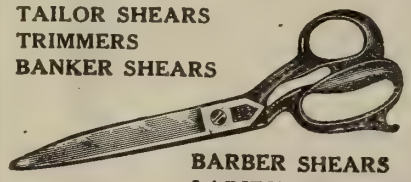
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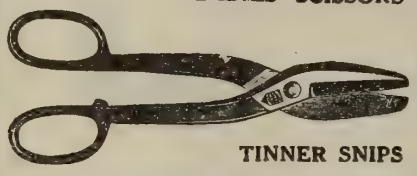
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have been the Standard for over eighty years

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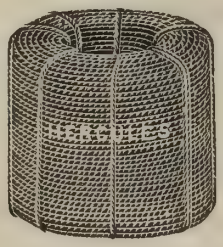


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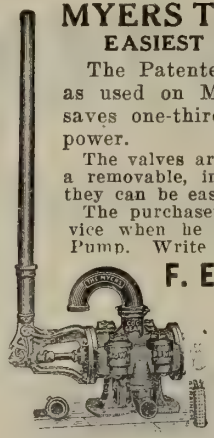
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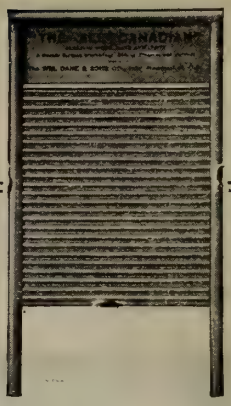
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All-Wooden
Wash Boards

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All-Canadian grown wood, Canadian-made nails, and by Canadian workmen—that's why it's all-Canadian.

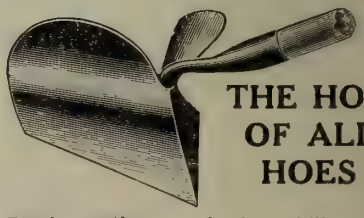
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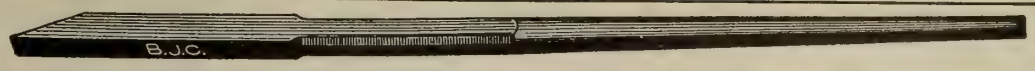
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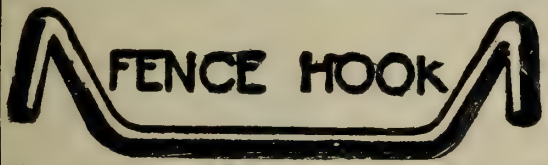
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Richard Wilcox Canadian Co., London, Ont.
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Pratt & Whitney Co., Dundas, Ont.

Draw Pulls
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Whitman & Barnes Mfg. Co., St. Catharines.

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Canada Dry Cells, Ltd., Winnipeg.
Canadian Carbon Co., Ltd., Toronto.
Interstate Electric Novelty Co., Toronto.
Northern Electric Co., Ltd., Montreal.

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Pedlar People, Ltd., Oshawa, Ont.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain Co., Hamilton.
Winnipeg Ceiling & Roofing Co., Wininpeg

Elbows
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Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain, Toronto.
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National Electric Heating Co., Toronto.
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Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Renfrew Electric Co., Ltd., Renfrew.
Tallman Brass & Metal Co., Hamilton.

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Remington Arms U.M.C. Co., Windsor.

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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

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Pedlar People, Oshawa, Ont.
The Stanley Works, New Britain.
Richard Wilcox Can. Co., London.

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Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

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The Dennis Wire & Iron Works, London, Ont.

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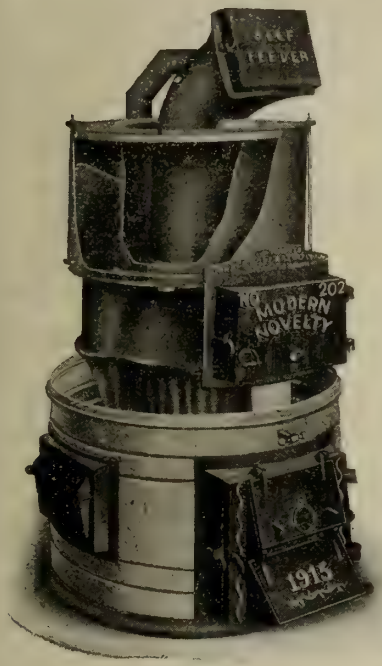
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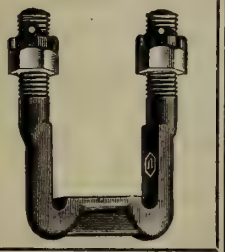
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ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL



C. KLOEPFER, LIMITED

EDWARD HALLORAN, *General Manager*

IRON and STEEL

Automobile and Carriage Hardware, Nuts, Bolts, Rivets, Horse Shoes and Horse Shoe Calks.

WE HAVE THE STOCK. WE GIVE THE SERVICE.

44 to 50 Wellington Street East, Toronto, Ont. Also at Guelph, Ont.

If interested, tear out this page and keep with letters to be answered.





HAND TAPS



TAPPER TAPS

The Profit on a Job

depends many times as you very well know, on right *time* calculations for the doing of its various parts or operations. Any loss of time eats into profits and may wipe them out entirely.

In the processes of *REAMING*, to take care of the time factor,

Butterfield Tools

which are *guaranteed* fast cutters and clean workers, should be used.

Butterfield Taps, Dies and Reamers (see illustrations) are sturdy, honest and keen as all good workmen are. And they may be said to be *intelligent* also. For they are the products of the highest intelligence found by experience.

Do You Supply Them

BUTTERFIELD & Co., Inc.

ROCK ISLAND, QUE.

WIRE NAILS

IN STEEL HOOP KEG.

WIRE BALE TIES

for baling hay and many other things.

FENCE and POULTRY NETTING STAPLES

WIRE

Bright, annealed, coppered stove pipe, liquor finished, square, etc.

THE LAIDLAW BALE-TIE COMPANY, LIMITED

HAMILTON, ONTARIO

A. T. DIGGINS, Stair Bldg., Toronto, Ont.
H. E. O. BULL, Montreal, Que.
HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B.C.

The Best Washing and Wringing Machine Buy in Canada To-day

New Idea Electric "A"

Both wash and wring at the same time or separately.

Both can be furnished to operate by Electric motor or Gasoline, Steam or Windmill power.



Seafoam "B"



They're chasing labor and worry from thousands of CANADIAN homes.

Every CUMMER-DOWSWELL washer has an oval label, it means a lot, and always means "TOP GRADE."

Made at Hamilton by

Cummer-Dowswell, Limited

If interested, tear out this page and keep with letters to be answered.

Look for the full name

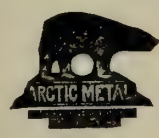
Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
CONN., U.S.A.

Arctic  **Metal**

FOR HIGH SPEED — Try It. — FOR HEAVY PRESSURE

Every Pound Guaranteed.

Tallman Brass & Metal Co.
HAMILTON, ONT.

THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN

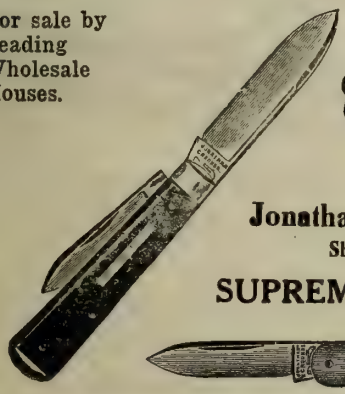
ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

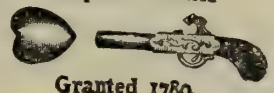
Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.
New York Montreal Philadelphia
London, Eng.

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY



JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

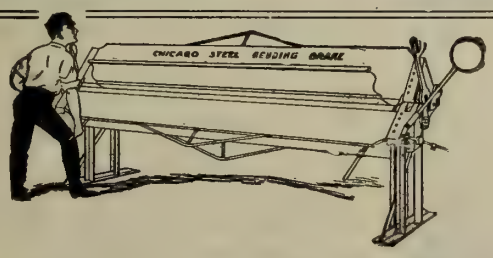
CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

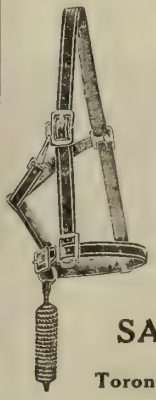
James Hutton & Company
MONTREAL



CHICAGO STEEL BENDING BRAKES
MADE-IN-CANADA

Are the most economical, most accurate and have the most simple working arrangements of any brake made.

WRITE FOR CATALOG AND FULL PARTICULARS.
The Steel Bending Brake Works Ltd., Chatham, Ont.



HIGHEST QUALITY PLUS REASONABLE PRICE

is consistent in our line of

HALTERS

Rope, Web, Riveted Leather, Sewn Leather of all kinds.
For Colts (full size) and Stallions.

Write for our large Illustrated Catalogue.

SAMUEL TREES & COMPANY
LIMTIED
Toronto Whitby Winnipeg

If interested, tear out this page and keep with letters to be answered.

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ANNOUNCES

Owing to the big increase in the

Oil and Turpentine

part of our business, we have found it necessary to secure additional warehouse and railroad siding facilities.

With this in view a new company has been formed under the name of

The Ontario Oil and Turpentine Co.

who have taken over our contracts and agencies.

Mr. R. Pinchin, who has had charge of this business for the past two years, will act as manager of the new company.

We guarantee the purity of the Turpentine, imported through the Western Rosin and Turpentine Company, and the Crushers stand as your guarantee that the Linseed Oil sold you is absolutely pure.

Address of New Company

20 FRANCIS STREET, TORONTO

"NORCROSS"

CULTIVATOR--HOES and WEEDERS





Quick and Very Profitable Sellers

Garden implements with the human touch. You can cultivate closer to plants without injuring them than with any other kind of garden tool, leaving the soil level, loose and untrampled.

Cost but little more than the ordinary hoe, but they do much more and better work with less labor. Once used, always used.

Write for full particulars.

C. S. NORCROSS & SONS, BUSHNELL, ILL., U.S.A.

EVERY month in MacLean's Magazine, and nowhere else will you find the best work of the best Canadian writers.

In MacLean's Magazine, and in no other Canadian publication will you find a synopsis of the best work of the world's best writers every month.

It is different from any other magazine.

Sample on request.

The MacLean Publishing Co., Limited
143-153 University Avenue - Toronto, Canada

Condensed or "Want" Advertisements

There is always someone, somewhere, who is looking for just such a proposition as you have to offer—and it is more than likely that he is a hardwareman and a subscriber to HARDWARE AND METAL. Let an advertisement on this page bring you together.

RATES (payable in advance): 2 cents per word first insertion, 1c per word subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word.

SITUATIONS VACANT

HARDWARE TRAVELLERS WANTED TO carry as side line a popular priced paper baling machine. Exclusive territory. Every dealer a prospect. Box 409, Hardware and Metal, Toronto.

WANTED — AN EXPERIENCED HARDware clerk. Apply, stating experience, wages expected, also give references, to Box 270, Orillia, Ont. (45)

WANTED — AN ALERT TRAVELLING salesman with hardware connections in Province of New Brunswick, to represent a large Canadian paint and varnish manufacturer. Apply to Sales Manager, P.O. Box 429, Montreal. (45)

WANTED—TWO LOCK AND HARDWARE travelling salesmen by a prominent Manufacturer. One to cover Eastern and the other Western Canada. Experience in the sales of both stock and contract builders' hardware necessary. Address X. Y. Z., Box 404, Hardware and Metal. (45)

SITUATIONS WANTED

HARDWARE MAN, FIFTEEN YEARS' EXperience, retail manager and buyer for large hardware firm, desires change, where interest would be given in business. Box 408 Hardware and Metal.

THE "CHANGING TIME" IS GETTING near. There are many firms who have vacancies on their sales or office staffs to fill during the next few months. If you want to qualify for some of these vacancies, tell your story briefly in a Condensed Advertisement, and try it out in Hardware and Metal. A twenty-five word advertisement may land you a permanent position with splendid prospects.

AGENCIES WANTED

MANUFACTURERS DESIRING TO BE represented in Manitoba, territory fully covered by salesmen, write us what you have, giving full particulars. Mitchell & McGregor, Ltd., Brandon, Man.

MANUFACTURERS' AGENT IN CANADA desires Canadian rights on small article to sell through display advertising. Correspondence and catalogues solicited. Frank R. Burgess, 407 Hope Chambers, Ottawa, Canada.

WANTED. WE HAVE AN OPENING TO represent one more good factory (Canadian) for British Columbia, Alberta and Saskatchewan. Must have possibility of large overturn. The F. R. Murray Co., Ltd., 117 Pender Street West, Vancouver, British Columbia.

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

STORE EQUIPMENT FOR SALE

YOU MUST HAVE A LOT OF OLD FIXtures around the store which are no longer of any value to you, but would prove very useful to someone else in the hardware business. Find a purchaser for this equipment through an advertisement on Hardware and Metal's Condensed Ad. Page.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using, would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

BUSINESS CHANCES

HARDWARE STOCK—ABOUT FIVE THOUsand, doing profitable business in Ontario town, for sale. Owing to ill-health I will sell at a rate on the dollar for quick sale. Investigate. Box 407, Hardware and Metal.

TO SELL—HARDWARE STOCK AND FIXtures in a live western Ontario town. About six thousand dollars will handle. Reasons for selling. Will gladly furnish any information desired. Apply Box 405, Hardware and Metal.

HARDWARE BUSINESS IN HAMILTON for sale. Stock and fixtures about $5,000. Store and dwelling could be carried on $3,000. Box 406, Hardware and Metal, Toronto.

LET JOHN NEW, 154 BAY STREET, TOronto, sell your business. (4)

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

WANTED

WANTED — GOOD HARDWARE BUSIness. Give complete information; will investigate immediately. Box 410, Hardware and Metal, Toronto.

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited. Room 314, Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

MR. HARDWARE DEALER—YOU CANnot recommend any ash sifter with the talking points that the Burrowes Patent Dust-Proof Rocker Ash Sifter has. What other sifter has a closed scuttle, double rims, easy rocker motion, etc.? You ought to sell this sifter because of its merit. The Burrowes Mfg. Co., 607 King St. W., Toronto. (50)

FORGETTING

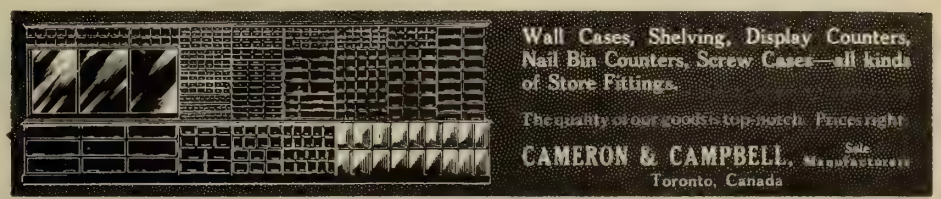
One of the things we all do well is to **forget.**

Names that were household words yesterday are gone to-day.

Because people knew your Name and your Line a year ago it is no sign they do to-day. They forget easily.

Keep yourself in the public mind by advertising. It is just as important to make old friends remember as it is to win new friends. Advertising does both.

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS



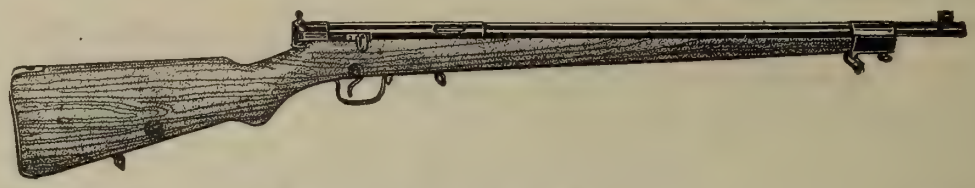
You can talk across the continent or two cents per word with a WANT AD. in this paper.

An Early Christmas Showing of Ross Rifles

Is Sure to Attract Profitable Trade

Boys and girls are thinking of what they want for Christmas. A display of Ross .22 Cadet Rifles is sure to catch their eye. Once they see this splendid little gun, there is no rest for their parents until, convinced that it is no toy but a perfectly safe and reliable rifle, they put a Ross Cadet into the Christmas stocking.

When ordering don't forget the grown-ups — nothing attracts quicker attention than a display of Ross Sporting Rifles. Ross Sporting Models retail at $25.00 and up, Ross .22 Cadet at $12.00. For catalogue, discounts, etc., address



ROSS RIFLE COMPANY - Quebec

AT LAST
WE HAVE THEM

Fibre
Vinegar
Measures

PINT QUART FUNNEL

$2.50 per Set

Used and highly commended by the Grocery Trade in the United States.

WALTER WOODS & CO.
HAMILTON and WINNIPEG

Pumps that Carry Good-Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction



Every pump sold stays sold—gives the dealer no trouble.

They are metal — hand-fitted valves — air-tight — strong — lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

WRITE

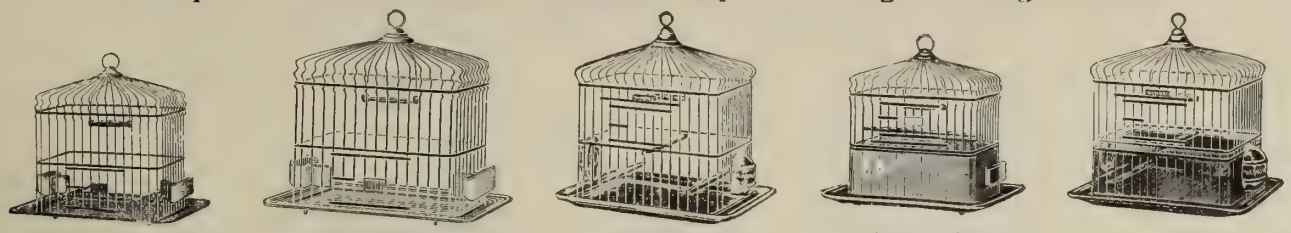
The R. McDougall Co.,
LIMITED
GALT, CANADA

If interested, tear out this page and keep with letters to be answered.

Convenient to Stock **"HENDRYX"** Always Salable

A Word for Quality

Sample Assortment nested for immediate shipment. All good selling numbers



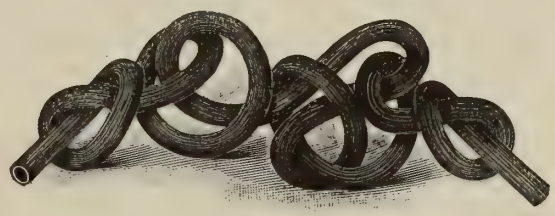
5000—5002—5004 5006—5008—5010 7002—7004—7006 5004G—5006G 7008G

Case No. BC contains 24 brass cages—two of each number including six with brass guard attached

THE ANDREW B. HENDRYX CO., New Haven, Conn., U.S.A.

"Multiped"

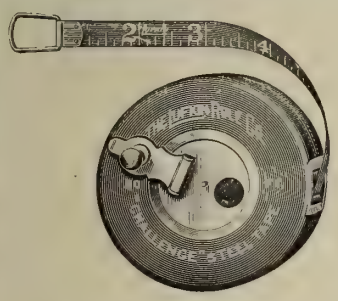
The Garden Hose That Doesn't Kink

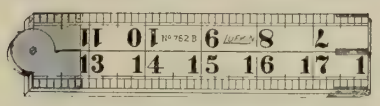


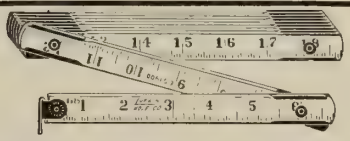
A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver







BOXWOOD RULES SPRING JOINT WOOD RULES

MEASURING TAPES

On these lines

THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.

can give you the very best of service and satisfaction.

LUFKIN GOODS ARE WIDELY KNOWN AND HAVE THE HIGHEST REPUTATION FOR ACCURACY AND FAULTLESS SERVICE

STOCKED BY JOBBERS. SEND FOR CATALOGUE.

TINKER TOM'S TALKS.



Talk Number Seventy-seven

Rush orders and no sheets. Pretty bad, eh? You should have taken my advice long ago. I said prices would be higher and stock scarce. The railroads are slow in handling shipments now, so you can't go wrong in ordering early. If you're lucky you may still be able to buy "PREMIER" SHEETS from your jobber.

TINKER TOM.

Look for Talk No. 78 next week.

DOMINION SHEET METAL CO., Ltd.

HAMILTON, CANADA



A Winter Necessity

Live dealers everywhere will make a special effort to sell Rubber Mouth Bits this winter. They are not only profitable to the dealer, but to the user as well—they protect the horses' mouth.

McKINNON RUBBER BITS

Are made from McKINNON ELECTRIC WELDED CHAIN which has been Anti-Rust Treated before the rubber is put on. All the leading jobbers everywhere carry them, for they are *dependable goods* that you can offer to your trade with confidence that they will give perfect satisfaction.

McKINNON DASH COMPANY **St. Catharines,** ONTARIO, CANADA.

All Chain is Proof-tested



Design Patented

Certificates of test furnished

McKINNON
ELECTRIC SWELL-WELD
CHAIN

Tests taken at McGill University have proved our ELECTRIC WELDED chain to be fully 25% STRONGER than B.B.B. FIRE WELDED chain. The chain tested was taken from the stock of a Montreal Jobber.

The three principal reasons for this increased strength are: 25% more welding surface allowed by the swell-weld, special analysis material, and care in manufacture. It is only natural that successful products should be imitated. Protect yourself by asking for McKinnon Chain.

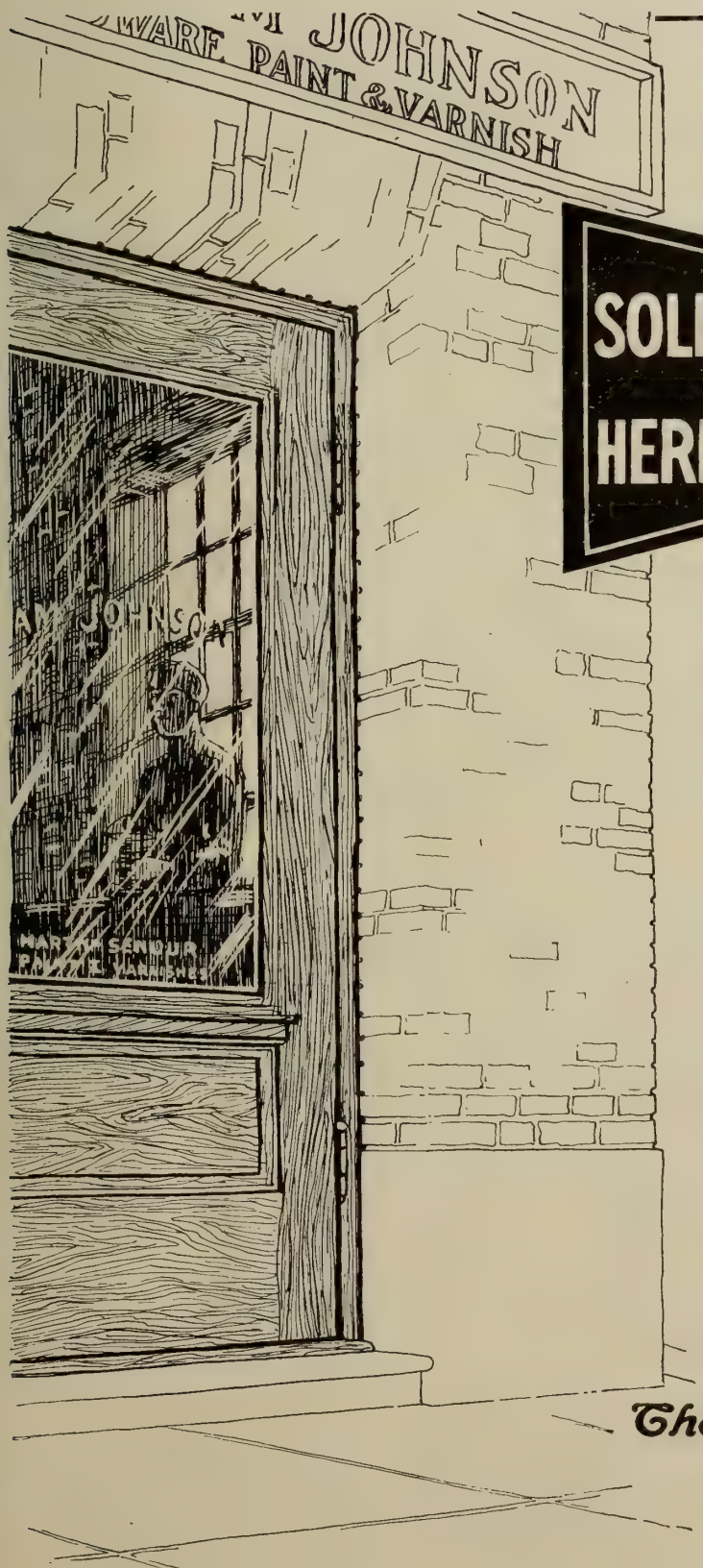
McKINNON CHAIN CO. - ST. CATHARINES, ONT.

HARDWARE AND METAL

Vol. XXVIII No. 49 PUBLISHED EVERY SATURDAY SINCE 1888 Dec. 2 1916

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA



A Store Is Known By The Paint It Keeps

Of course paint can be procured at almost any store.

But the best paint is procurable only at stores handling Martin-Senour 100% Pure Paint.

The best stores everywhere are the ones which have the exclusive agency for this Canadian Paint users' favorite brand.

These paint users who have become convinced that 100% Pure Paint is unsurpassed in quality are attracted to the "best paint store" where the well-known "trade-mark" agency flange sign is displayed.

If you would like your store to be known as the "best paint store" and thus control the larger share of the paint and varnish trade of your locality, drop us a line for our exclusive agency proposition, to-day.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
MONTREAL
WINNIPEG TORONTO HALIFAX

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized

FENCE STAPLES—WIRE NAILS--WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts Boiler Rivets, Tinners' Rivets, Etc.

TRADE MARK

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - - MONTREAL

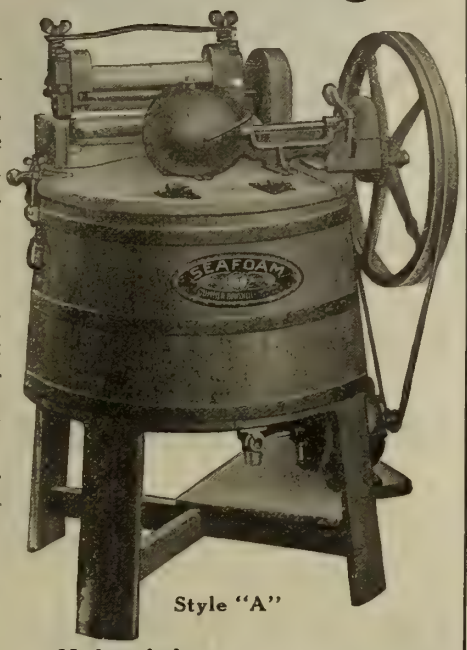
Seafoam Electric Washer and Wringer

(2 Styles)

No Worry—LittleWork, in the Home Laundry with this **LABOR SAVER.**

Style "B" made without electric motor for use with Gasoline, Steam engine or Windmill.

Great for the Farm.



Style "A"

Made only by

Cummer-Dowswell, Limited

Hamilton, Ontario

"P.&W.Co." SMALL TOOLS

The Machinist is a connoisseur—a critic who knows. You can't fool him on tools. Try out his knowledge with the P. & W. line. You'll certainly see him return for more of the same make. So you make a good customer.

Prompt delivery. Order from your jobber.

Pratt & Whitney Company of Canada, Limited

Dundas, Ontario, Canada

Montreal, 723 Drummond Bldg. Vancouver, 609 Bank of Ottawa Bldg. Winnipeg, 1205 McArthur Bldg.





High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.





ADAMSON VULCANIZERS

Warning to the Trade:

It is very important to place your orders for Adamson's Products with your JOBBER at once, to assure you of prompt delivery.

The unprecedented demand for Adamson's compels us to make this urgent request.

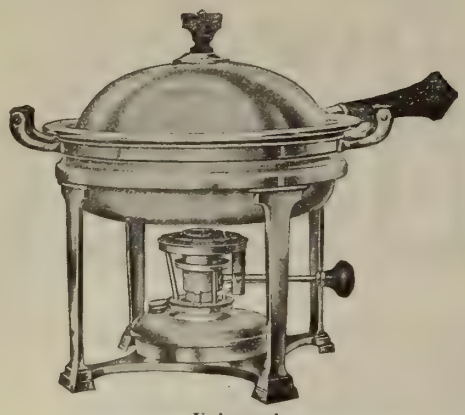
Sell 'em a Vulcanizer for an Xmas Gift.

MADE IN CANADA

ADAMSON MANUFACTURING CO.

HAMILTON, CANADA

If interested, tear out this page and keep with letters to be answered.



Universal
Alcohol Chafing Dish No. 900N.



Universal
Nickel Plated Casserole
No. 75288.



Universal
Coffee Percolator
No. 476.



Universal
Bread Maker
No. 4.

For Better Holiday Business

Wherever modern methods are known there Universal Home Needs will be found also. Lighter, easier ways of doing age-old and irksome duties brighten many a woman's path and make their welcome a certain one.

UNIVERSAL HOME NEEDS

For better and wiser Christmas giving no better selection could be made than from among the line here partially represented before you. With Universal gifts in your store this Christmas you will have working for you the triple selling power of beauty, of utility and of novel service, too.

Are you going into the UNIVERSAL Holiday Window Trimming Contest? Write to your jobber or direct to us for full information.

Landers, Frary & Clark

New Britain, Conn.



UNIVERSAL

Universal
Vacuum Bottle
No. 582.
With Extra Cups Nested
in the cover.





Universal
Four Heat Grill
No. E-984.

If interested, tear out this page and keep with letters to be answered.

DISSTON
CROSS-CUT SAWS

Need no introduction to Lumbermen and Tie-makers. To sawyers the word *DISSTON* is

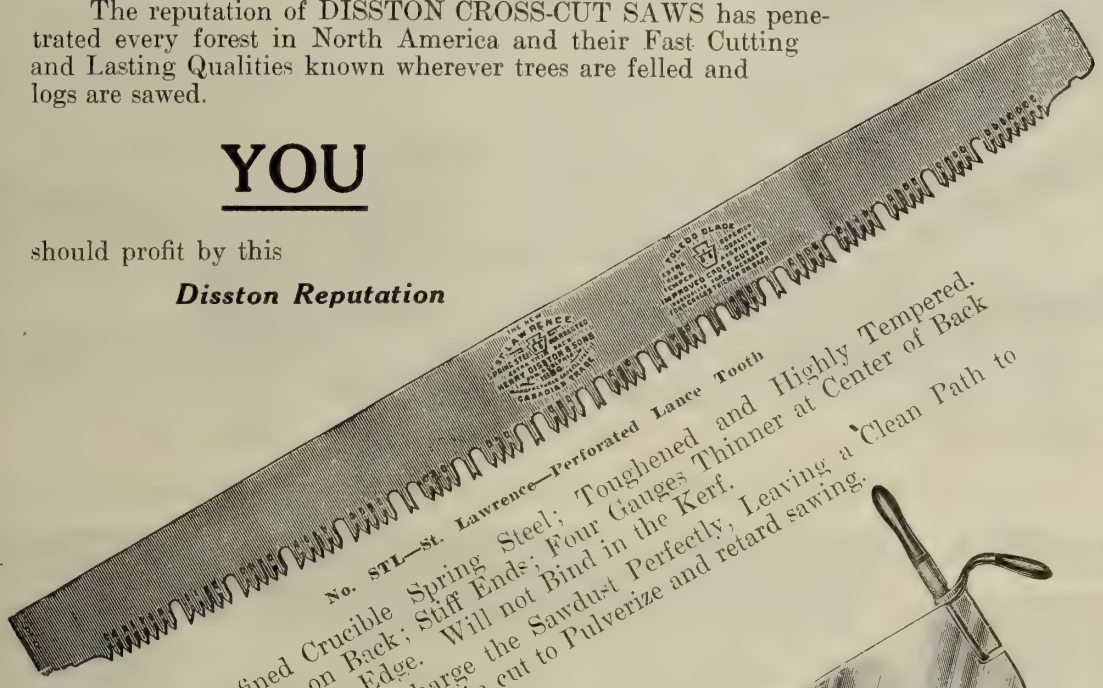
Speed, Ease and Lasting Quality

The reputation of DISSTON CROSS-CUT SAWS has penetrated every forest in North America and their Fast Cutting and Lasting Qualities known wherever trees are felled and logs are sawed.

YOU

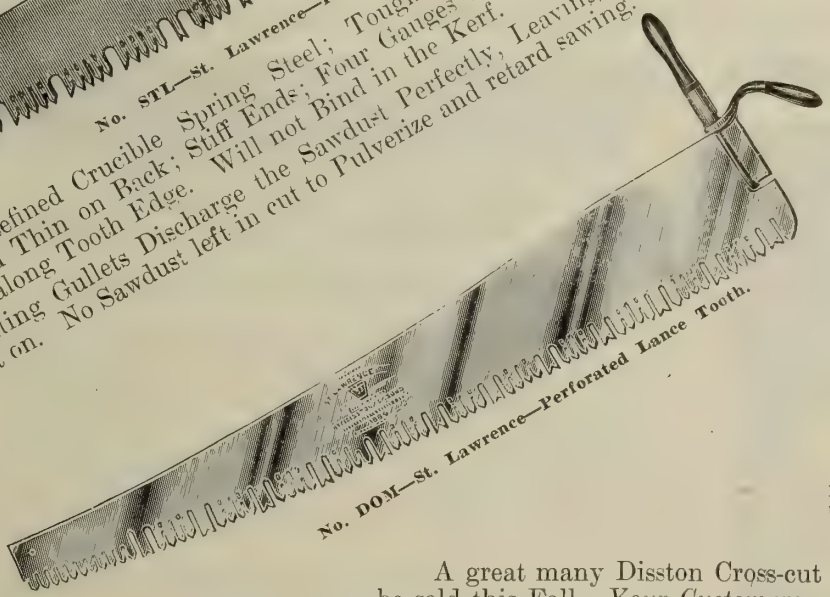
should profit by this

Disston Reputation

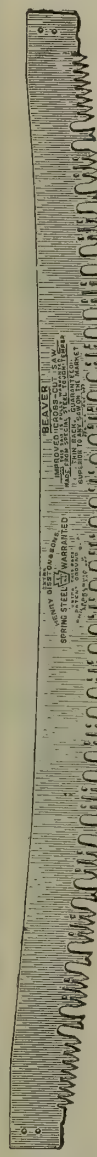


No. STL—St. Lawrence—Perforated Lance Tooth

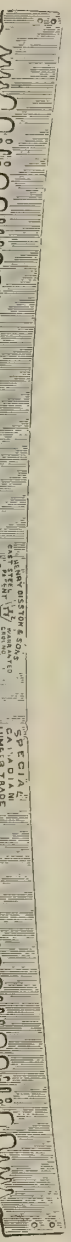
Extra Refined Crucible Spring Steel; Toughened and Highly Tempered. Ground Thin on Back; Stiff Ends; Four Gauges Thinner at Center of Back than along Tooth Edge. Will not Bind in the Kerf. Slanting Gullets Discharge the Sawdust Perfectly, Leaving a Clean Path to Cut on. No Sawdust left in cut to Pulverize and retard sawing.



No. DOM—St. Lawrence—Perforated Lance Tooth.



Beaver—Perforated Lance Tooth.



No. DNT—Disston Triumph — Lance Tooth

A great many Disston Cross-cut Saws will be sold this Fall—*Your Customers* will ask for *"Disston" Saws* and you should be in position to satisfy this demand and reap the resultant profit.

Send us <u>your</u> order now for these Saws—have them ready when your customers ask for them.

LEWIS BROS., LIMITED, MONTREAL

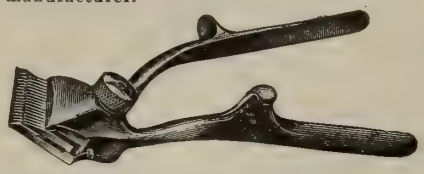
EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

If interested, tear out this page and keep with letters to be answered.

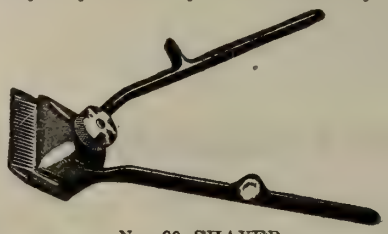
PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

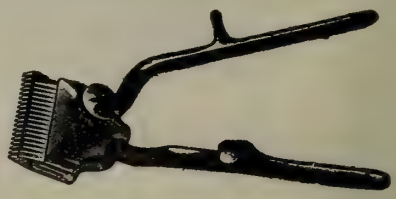
present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.
Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



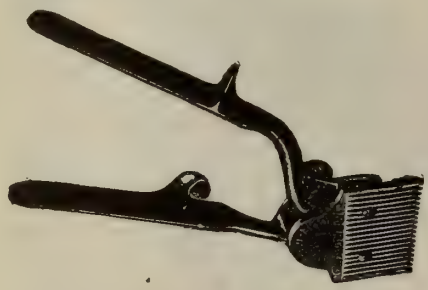
STANDARD No. 0, No. 1 and No. 2.
Retailing at about $2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about $2.25



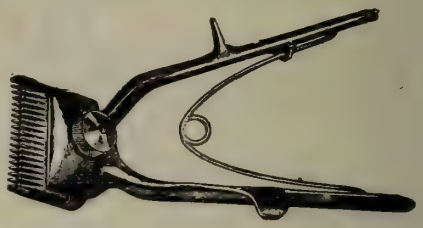
SPEED
Best low-priced Clipper made. Retailing at about $1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.

A. MacFarlane & Co.
Coristine Building, Montreal
Canadian Agents for
Wiebusch & Hilger, Ltd.
New York City



CADET
with visible spring, retailing at about $1.00.

The "Famous Five" Files—

GOOD TO USE—EASY TO SELL

They give satisfaction because, for every conceivable kind of work there is an exact type among the "Famous Five" made to do it.
That is why all men use them.
And that is why it is so easy to sell them.
Remember the brands, and specify them when ordering.

The "Famous Five" are

KEARNEY & FOOT GREAT WESTERN
AMERICAN ARCADE GLOBE
(Made in Canada)

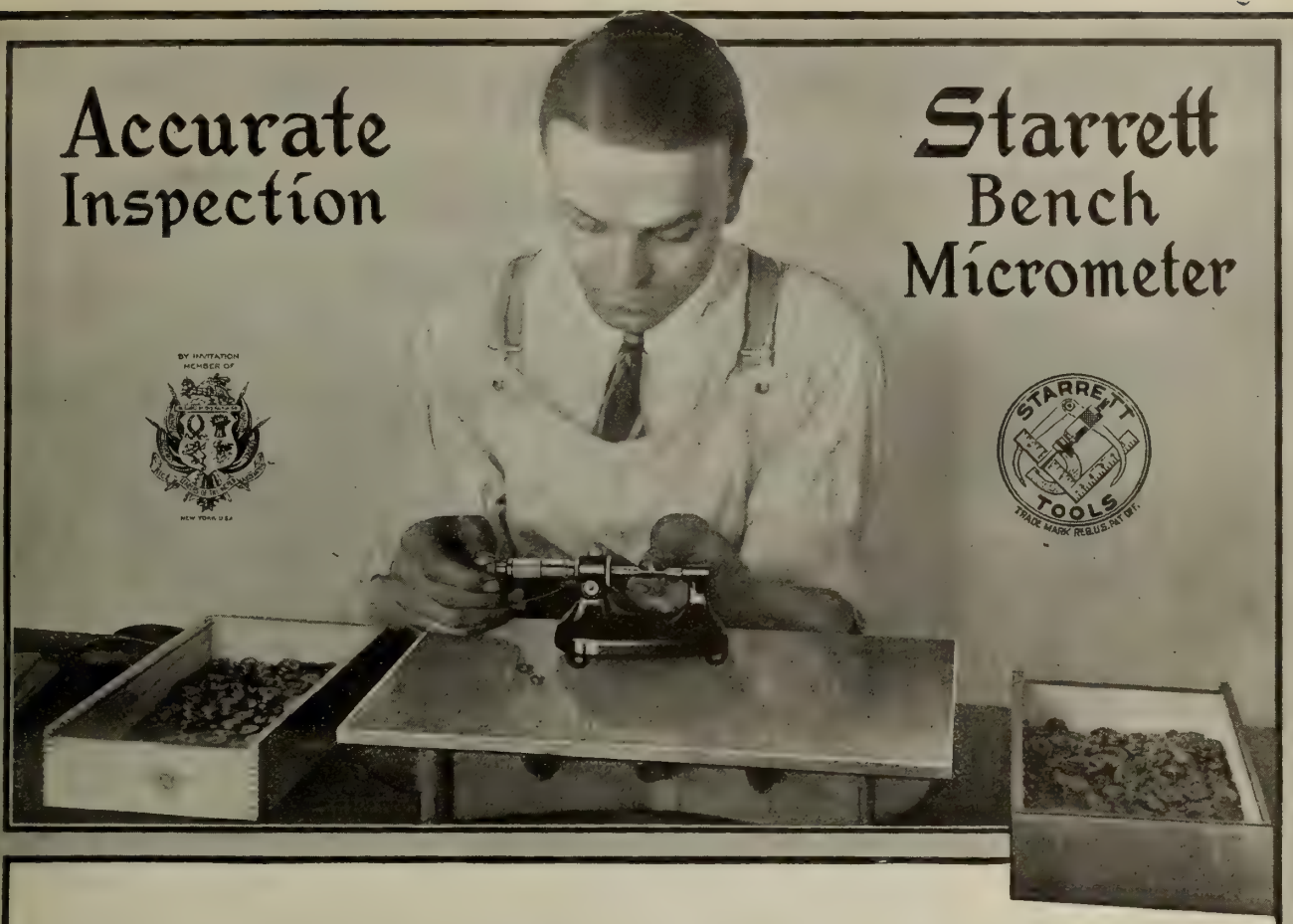
50 YEARS IN THE BUSINESS

OVER 60,000,000 FILES A YEAR

NICHOLSON FILE CO.

PORT HOPE, *(Jobbers Everywhere)* ONTARIO

If interested, tear out this page and keep with letters to be answered.



Speeding Up The Final Test

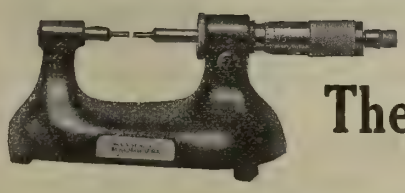
The final inspection of duplicate parts and other small pieces is so important that it frequently serves as an excuse for inefficiency.

That excuse is unnecessary—absolute precision can be maintained and rapid work insured with a Starrett Bench Micrometer.

This instrument combines the scope and variety of use of a micrometer with the convenience and speed of a fixed gage. The heavy base gives a stability that increases the inspector's speed, while the micrometer adjustment permits wide range of work, and the lock nut gives all the value of a solid gage in measuring parts of the same size.

Hardware salesmen who emphasize this point can make sales to the manufacturer—but you must **create** your prospects. Go to them—don't wait for them to come to you.

No. 577 A with fine points .075 diam., reading by thousandths.
No. 577 B. with regular points .235 diam., reading by thousandths.
No. 577 C with fine points .075 diam., reading by ten thousandths.
No. 577 D with regular points .235 diam., reading by ten thousandths.



Send for free catalog No. 21 M.A., describing 2,100 styles and sizes of fine tools.

The L. S. Starrett Co., Athol, Mass.

The World's Greatest Toolmakers

42-567

If interested, tear out this page and keep with letters to be answered.

DAVIDSON'S "STERLING" ASH SIFTER



"Special Features"

It separates the ashes from the Cinders quickly and efficiently.

It does the work without making any dust.

It is easy to operate. By turning the handle the ashes fall through to receptacle beneath, and cinders are automatically discharged into the coal hod.

It is made of galvanized steel and will not rust, while there is nothing to get out of order.

THE THOS. DAVIDSON MFG. CO., LIMITED

TORONTO MONTREAL WINNIPEG



MORRISON BRASS VALVES

Morrison Valves are especially adapted for service where the requirements are severe.

They are renewable disc valves, with heavy bodies, spindles and valves, and fitted with gland follower in packing nut.

It is impossible to produce a better line than MORRISON BRASS VALVES

Full information and prices furnished upon request.

The James Morrison Brass Mfg. Co., LIMITED

93-97 Adelaide Street West, Toronto, Ontario

If interested, tear out this page and keep with letters to be answered.

Both Glad It's Plymouth



As some one put it, "Advertise, then advertise some more, then keep on advertising."

Good advice. And, as you apply it, remember there's as much reason to be glad when selling a man rope as when selling him anything else—and just as much advertising value in showing it.

Provided, of course, the rope is a reliable high-grade article like Plymouth Manila.

PLYMOUTH CORDAGE COMPANY
NORTH PLYMOUTH, MASS. WELLAND, CAN,
INDEPENDENT CORDAGE CO., LTD., TORONTO, CAN., Canadian Agents

If interested, tear out this page and keep with letters to be answered.



No. SC 935

Buy Your Hinges
Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges	Pair in a Box	SC 900
Light Tee Hinges	" " "	SC 904
Heavy Strap Hinges	" " "	SC 209
Heavy Tee Hinges	" " "	SC 609
Corrugated Strap Hinges	" " "	SC 935
Corrugated Tee Hinges	" " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.
Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Canada

OFFICIAL AWARD RIBBON

PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS



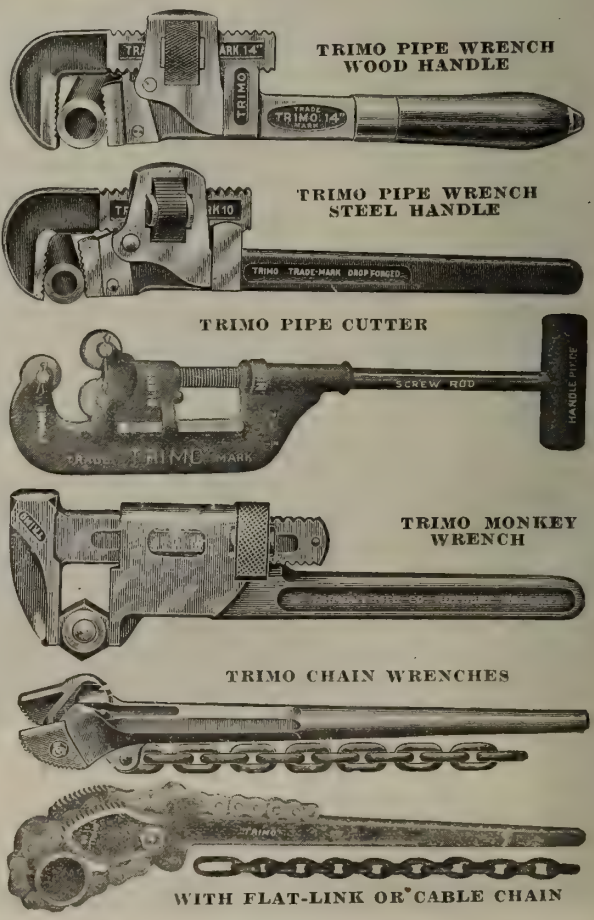
Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



If interested, tear out this page and keep with letters to be answered.

Quality Service

Courtesy in Business

* * *

Fittingly framed and hanging in the Offices of one of the most important Public Service Corporations on this North American Continent is the following

'Did you say Please and Thank you?'

Broad minded men direct the destiny of that Corporation, men who know that public or private enterprises to be lastingly successful must operate for the public good.

Quality and Service are the two important factors in our business life today, but Courtesy is the door through which they must enter.

We are large producers of Hamilton Pig Iron and our output of Open Hearth Steel Blooms and Billets, Iron and Steel Bars of all shapes and size runs into enormous tonnage.

The products of our mills include practically everything that can be manufactured from Iron and Steel and these we distribute to thousands of satisfied customers.

Our business is an extensive one and a successful one. The World is our market: but our prosperity and success in the future, as in the past, depend upon the continued confidence, co-operation and good-will of the people we serve.

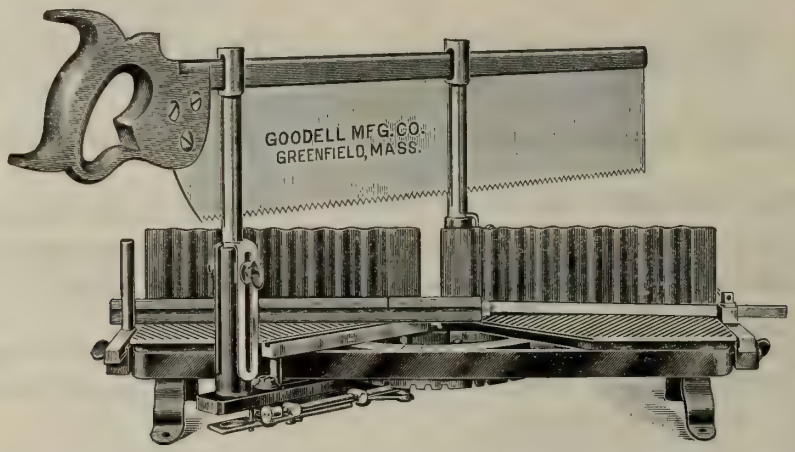
The Steel Company of Canada, Limited

HAMILTON TORONTO MONTREAL WINNIPEG

If interested, tear out this page and keep with letters to be answered.

GOODELL-PRATT

1500 GOOD TOOLS



GOODELL ALL-STEEL MITRE BOXES

AND GREENFIELD DRILL CHUCKS

For ten years the Goodell ALL-STEEL Mitre Box has been gaining favor with mechanics because it is non-breakable.

The total amount spent for replacements and repairs of Goodell Mitre Boxes has amounted to less than fifteen dollars in ten years.

Durability is but one of the Goodell features. An automatic lock to hold the saw elevated. A stop regulates the depth of cut. Saw lever locks automatically at all regular angles. Instantly locked at other angles by pulling a small knob.

Extra angle attachment enables operator to cut angles more acute than 45 degrees. This attachment can also be used as a molding holder. Length gauge adjustable up to 20 inches.

These ALL-STEEL Mitre Boxes are made in 3 different sizes and furnished with 5 different sizes of Saws.

The Goodell line also includes an iron Mitre Box and the remarkable Greenfield Drill Chucks.

SPECIAL CATALOG ON REQUEST.

Makers of Mr. Punch

GOODELL-PRATT COMPANY

Greenfield, *Toolsmiths* Mass., U.S.A.

Makers of Mr. Punch

KIR-BEN
TRADE MARK

The Kir-Ben Steel Range

You'll find no bluff about anything named Kir-Ben. Take the Kir-Ben Steel Range for example. It is built for business—not built for show, or to make money with, but built to render the service required of a Steel Range, and to give this service in fullest measure.

Here are condensed specifications:

Design—Neat and plain. No fussy ornamentation or fancy nickel.

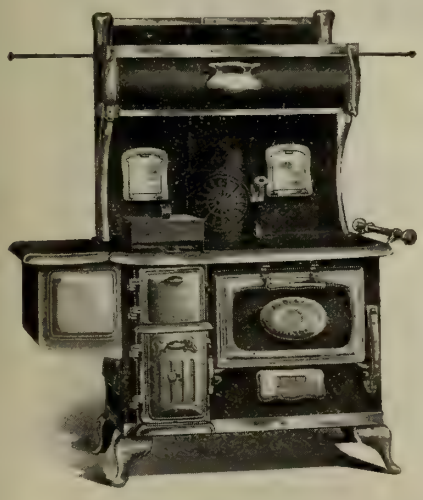
Construction—The Kir-Ben Steel Range is very heavy, lined throughout with Asbestos and Steel. Roomy Firebox (will use wood 27" long); Duplex grates. Special wood firebox. Dead air space beneath oven, to keep flue warm and oven even.

Improved Flue—So constructed that heat covers five sides (all but the door), so is 25% better than ranges which heat only four sides, as is general. Heat in a Kir-Ben makes only four turns, as against six turns in other makes, so 33 1-3% less friction. So fuel is saved.

Oven—Very large (20¾ x 20 x 12½). Perfectly square door, is evenly balanced, and opens evenly and quickly. Door has two inches dead air space to prevent chilling of oven.

Thermometer—A decided convenience.

Economic Damper—Greatest efficiency device ever put on a Range. Means a saving of fuel of from 15 to 35%. The one device that gives absolute control of fire under all conditions. These are some outstanding features which make the Kir-Ben Steel Range distinctive, better and best.



But why not have one catalogue? And why not be the Kir-Ben Agent for your territory?

It is a valuable agency to have, not alone because of the merit of the range, but because of the assistance we gain in finding customers and making sales.

Will you write us?

KIR BEN, LIMITED
ALMONTE, ONTARIO

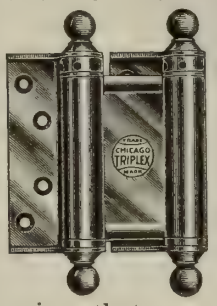
KIR-BEN AGENCY is the BEST

TRADE CHICAGO MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO — TRADE CSB CO MARK — NEW YORK

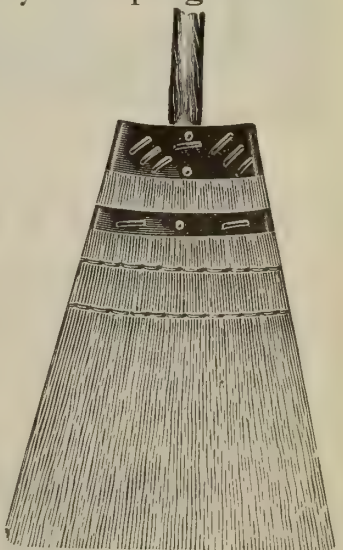
TRADE MARK KEYSTONE BRAND REGISTERED

Place Your Order Now FOR

KEYSTONE

Stapled Metal Case Brooms
Patented

The illustration shows our new broom, invincible for heavy sweeping. The Metal case adds great strength and durability, ensuring absolute satisfaction at all times.



Write for Prices, etc.

Stevens-Hepner Company, Ltd.

Port Elgin, Ontario

The "Metal Case" Broom is only one of the famous Keystone Brand Brooms and Brushes.

If interested, tear out this page and keep with letters to be answered.

"IDEAL" FENCE

IS SOLD TO THE FARMER

"THROUGH THE DEALER ONLY"

"Ideal" is not sold by any "Mail-Order-House" or "Direct-to-the-Farmer" in any way.

The McGREGOR-BANWELL FENCE CO., Ltd.
WALKERVILLE, ONT.

1835 — 1916

A MOST FAMOUS LINE OF CUTLERY

bears the name "Foster Bros."

We've been making good cutlery so long and always the best we could, that it's second nature with us now to make the best we can.

We leave nothing to chance. Every blade has most careful attention in forging and tempering, and is thoroughly tested, and each knife carefully inspected.

Foster Bros.' cutlery embraces a large variety of styles for all purposes and tastes, up-to-date patterns, and all of a quality that only the best skilled labor can produce.

JOHN CHATILLON & SONS

85 Cliff Street **New York City**

Scale Makers Since 1835



(No. 201)

HEARTH FURNITURE

sells this month and next

Suggest hearth furniture to your customers—with the help of our catalogue, if with nothing else, and you'll obtain many an order, thus increasing your turnover and income.

Our line includes various styles in each of the following:

FIRE-IRONS, ANDIRONS, PORTABLE BASKETS, GRATE AND SPARK GUARDS.

But it is much better to have some lines actually on hand. They will surely sell, for they are real needs in every home.

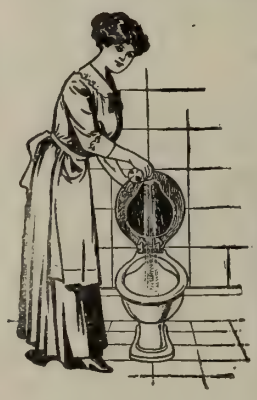
But send for our illustrated catalogue as a first step.

Winfield Brewster
Hespeler, Ontario

Supply The Demand

which advertising in magazines read by many of your customers has created for

Sani-Flush



You will see that housewives are acquainted with its merits when you display it in your store. Women know the drudgery of cleaning toilet bowls — they are glad to find an easy and inexpensive way to do this work. ***Sani-Flush*** solves a serious problem in the modern home.

You can open a new source of profit by making it accessible to your customers.

Harold F. Ritchie & Co., Limited
10-12-14 McCaul St., Toronto

If interested, tear out this page and keep with letters to be answered.

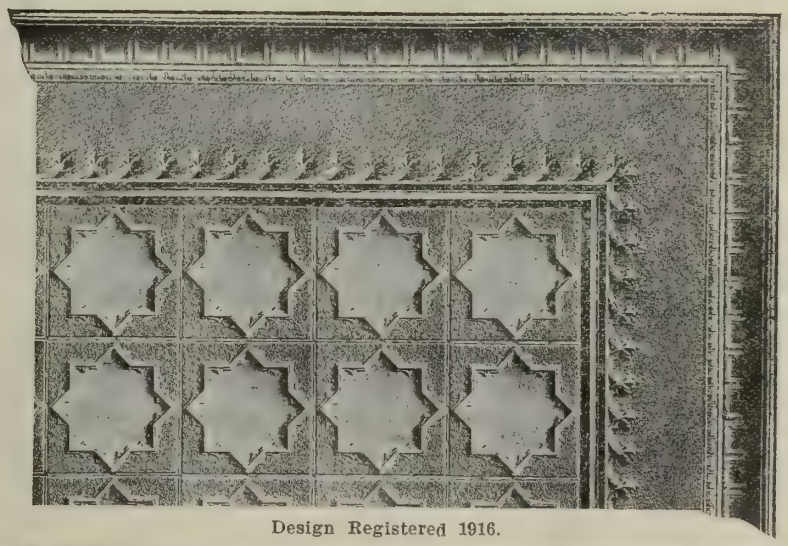
"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

This "METALLIC" Design Wins—

you good business as soon as shown.

It's only *one* of the biggest and handsomest range of ceiling and wall plates in Canada.

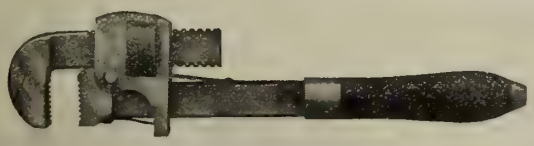
Let us send you lists and illustrated selling helps.



Design Registered 1916.

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

THE "W & B" LINE OF SCREW WRENCHES
MADE IN CANADA
The only Pipe Wrenches made EXCLUSIVELY IN CANADA



"W & B" Wood Handle Grips, Length open 6 to 14 inches.



"W & B" STEEL Handle Grips, Length open 18 to 48 inches.

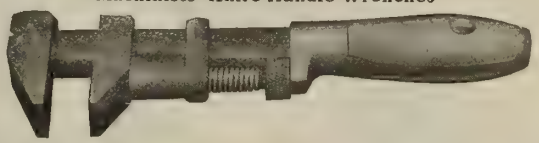
"W & B" SCREW WRENCHES MADE IN CANADA

"Railroad Special" Wrenches



This is the strongest and best HEAVY DUTY Wrench made. Head and Bar Drop Forged in one piece from selected steel. Extra heavy jaws thoroughly case-hardened. Indestructible iron handle. FITTED WITH "W. & B." EASY ACTING SCREW

Machinists' Knife Handle Wrenches



This is the best wrench of its type on the market. With the exception of the difference in the handle it is practically the same as the "Railroad Special" Wrench. FITTED WITH "W. & B." EASY ACTING SCREW.

Adopt this established line as your standard CANADIAN MADE WRENCHES.

Complete information and catalog No. 82 on request.



Regular Wrenche

Head and Bar Drop Forged in one piece. FITTED WITH "W. & B." EASY ACTING SCREW and thoroughly seasoned handle.

The Whitman & Barnes Manufacturing Company
ST. CATHARINES, ESTABLISHED 61 YEARS ONTARIO

If interested, tear out this page and keep with letters to be answered.

There is a Carborundum Product for Everyone Who Uses an Edge Tool

WHEN you carry a complete line of Carborundum sharpening stones, grinders, strops, razor hones, etc., you are in a position to sell the carpenter, the craftsman, the machinist, the farmer, the silversmith and jeweler, the printer, the garage man, the barber, the householder, the housewife—everyone who uses edge tools of any kind.

There is a need for Carborundum in some form in every shop, on every farm, in every home

---

Doesn't it sound like sound business to be a Carborundum dealer and carry a complete Carborundum stock?

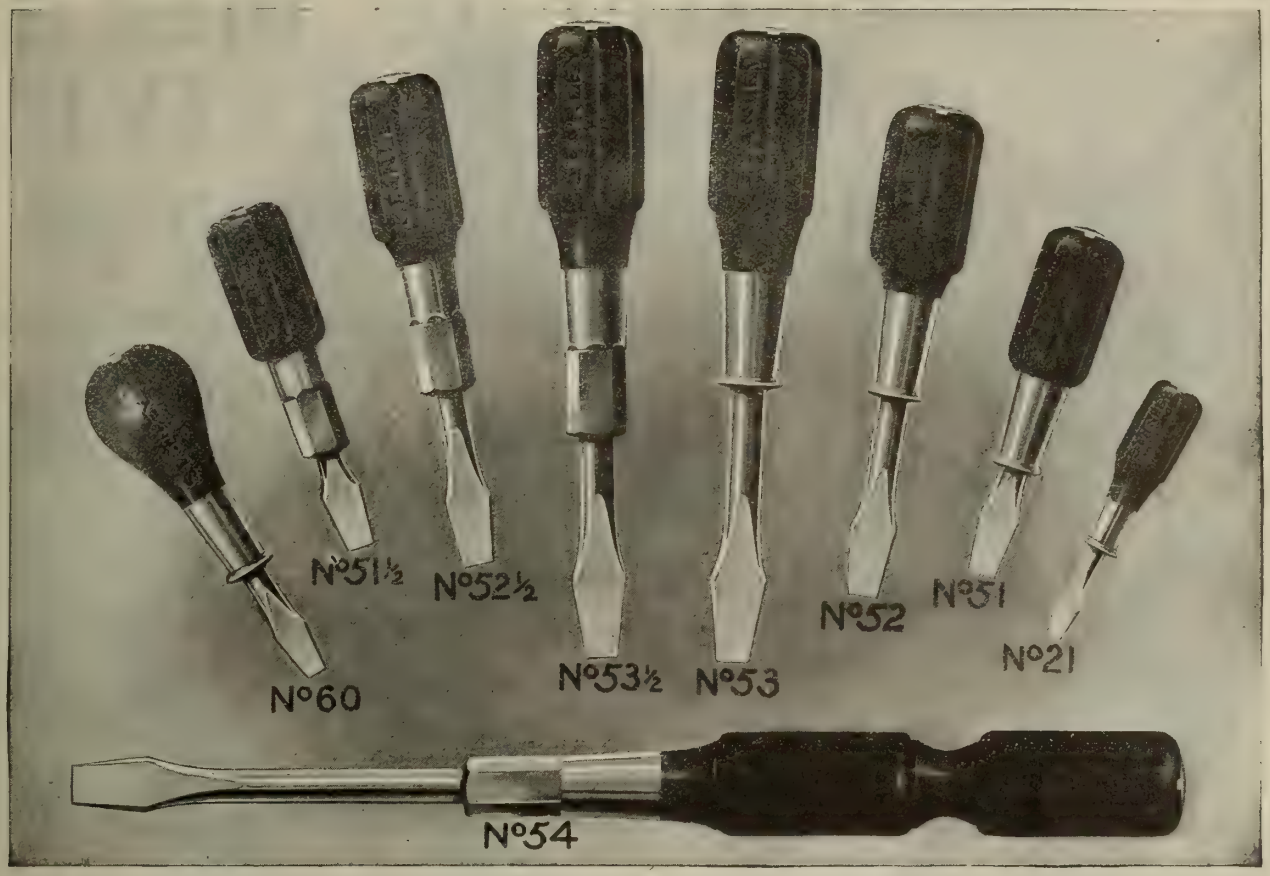
Ask for our catalog and information regarding our displays and dealer's helps

---

The Carborundum Company
Niagara Falls, N. Y.



If interested, tear out this page and keep with letters to be answered.



Stanley Tools

Made in Canada

The illustration above shows a line of Screw Drivers which should be in the store of every dealer who prides himself upon carrying a complete stock of tools.

It is an assortment of SPECIALS that will appeal to many of your customers.

For instance—No. 21 shown at the extreme right of the picture—blade only 1½ inches long, just fits the vest pocket, a strong little Driver and very handy.

Also No. 60 — shown at the left — only 1⅝-inch blade but with a big sure grip handle. For heavy work into close corners it cannot be beaten. Used by Plumbers, Machinists, Millwrights, etc.

Nos. 51, 52 and 53—Called MACHINISTS' DRIVERS — big, broad tips for large screws and extra large shanks for heavy work.

Nos. 51½, 52½ and 53½—also Machinists' Drivers, have hexagon nut on shank for use with a wrench.

No. 54—Note the DOUBLE GRIP, also the hexagon feature for wrench. With this latter Driver one can turn anything.

We make other drivers. See Catalogue.

Address all communications to the

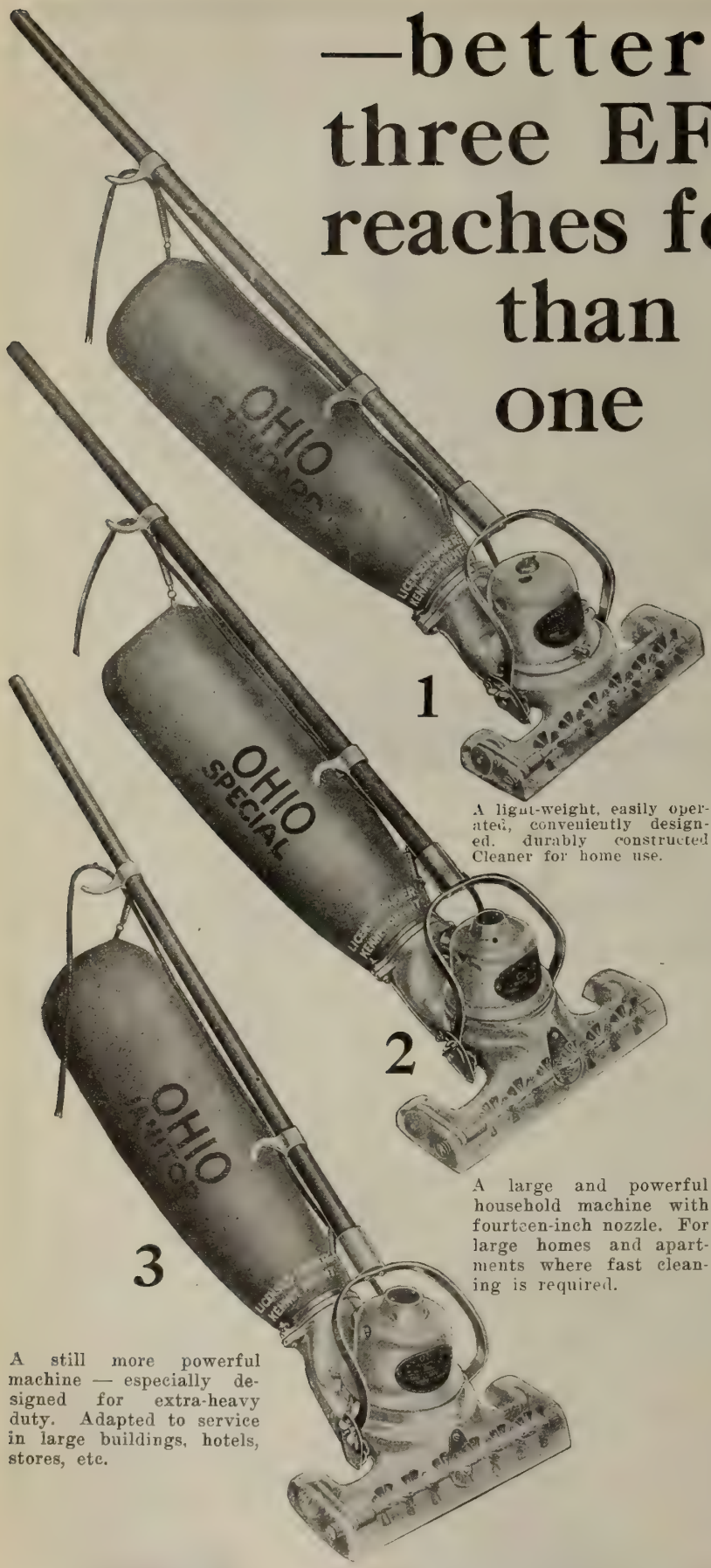
STANDARD THE WORLD OVER

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

If interested, tear out this page and keep with letters to be answered.

—better to make three EFFECTIVE reaches for business than one

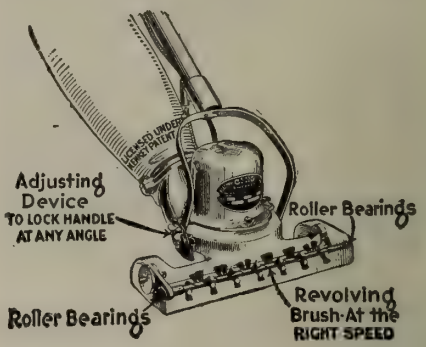


A light-weight, easily operated, conveniently designed, durably constructed Cleaner for home use.

A large and powerful household machine with fourteen-inch nozzle. For large homes and apartments where fast cleaning is required.

A still more powerful machine — especially designed for extra-heavy duty. Adapted to service in large buildings, hotels, stores, etc.

A principle that has made good



A policy that has made good

We stand squarely behind every OHIO machine we sell. Common sense tells us that it is more economical to utilize the best materials obtainable than to be continually called upon to replace defective parts.

OHIO STANDARDIZATION HAS MADE GOOD

We have standardized the OHIO by eliminating all the non-essentials and incorporating all the essentials.

Everything has been adopted that has been found practical by actual experience in the hands of our users.

We know it is your desire to give your customers the best the market affords. Also it is our desire to offer you the best that can be manufactured.

The Ohio Proposition has made good with dealers.

Write us for it.

THE UNITED ELECTRIC COMPANY

CANTON, OHIO, U.S.A.

We also manufacture and sell the famous Tuec Stationary Cleaners, more of which are installed than all other types combined.

TORONTO: 159 RICHMOND STREET WEST



A GOOD SEASON AT HAND

With harvesting and threshing at hand—and lanterns being put into commission for the long nights—the demand for Dry Cells is heavy. Price is of less concern than the service the article performs. An old battery is a poor investment—it breeds dissatisfaction on the customer's part and criticism for the dealer.

All Western hardwaremen should stock the NORTH STAR NO. 6. You always get it fresh. It gives satisfaction to the customer—profit to the dealer, and credit to the manufacturer.

THE WESTERN BATTERY FOR THE WESTERN NEED

Have your jobber supply you.

CANADA DRY CELLS, LIMITED, WINNIPEG, CANADA

The sale is Big—



The Home Comfort Steel Range has been sold at the rate of 2,500 a year for the past 25 years.

"Home Comfort" Steel Range

was sold direct to the consumer for over 15 years. Direct-to-the-consumer method of doing business brought us constantly in direct contact with buyers and users—the woman in the home—and enabled us to make our product to suit the ideals of practically every housewife.

Material, workmanship and working qualities are the very best.

The profit is large—and satisfaction double-sure. Write for specifications and our attractive dealer proposition.

Wrought Iron Range Co. of Canada, Limited

Office: King St. West **TORONTO, Ont.** *Factory:* 22 Orillia St.

If interested, tear out this page and keep with letters to be answered.

Everything in Rubber

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

Made in Canada

BUY ONLY those goods that have a reliable maker's name on them.

The largest Rubber Company in Canada, if not in the British Empire, stands behind all rubber products that carry the Dominion Rubber System Symbol.

Canadian Consolidated Rubber Co., Limited

Head Office—Montreal

"Service" Branches at Halifax, St. John, Quebec, Ottawa, Toronto, Hamilton, Brantford, London, Kitchener, North Bay, Fort William, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Vancouver and Victoria.

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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, DECEMBER 2, 1916 No. 49

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THE MACLEAN PUBLISHING COMPANY, LIMITED

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Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

Cable Address: Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

HARDWARE AND METAL

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SUBSCRIPTION PRICE—Canada, 3$ a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year; Single Copies, 10 cents. Invariably in advance.



"As weather-tight as the front door of your home."

IT is poor economy to install a heating device in a garage that is not weather-proof.

Sliding doors do not close tightly. There are always cracks at the top or sides through which the wind blows and snow sifts in.

For Weather-tight Garage Doors, Stanley Garage Hinges and Bolts should be used.

Garage Doors hung on Stanley Ball-bearing Garage Hinges swing easily, requiring no exertion to open or close. Stanley Garage Latches and Bolts secure them snugly shut. The Stanley Garage Door Holder 1774 is a device that holds the doors safely open for the entrance or departure of the car.

BETTER *satisfaction to garage builders, better profits to you*—that's what it means to sell Stanley Garage Hardware. Are you carrying it, and availing yourself of our Sales Helps? If not, write our Service Department to-day for information and the Garage Hardware Catalog R121.

Stanley Works

NEW BRITAIN, CONN., U.S.A.

Canadian Representatives:
A. MACFARLANE & CO., Coristine Bldg., Montreal

The Substitutes for

CANADA

"QUEEN'S HEAD" GALVANIZED IRON

will not give

"QUEENS HEAD WEAR"

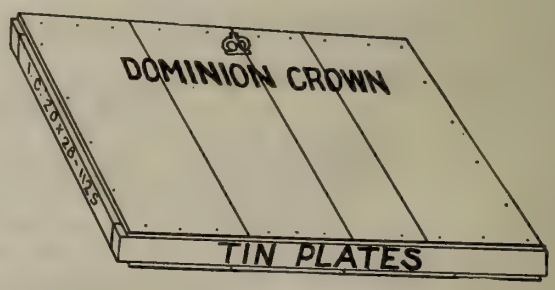
or

"QUEENS HEAD" SATISFACTION

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch

Charcoal Tinplates



High-Grade Quality
Extra Heavily Tinned

Insist on **"DOMINION CROWN"**

A. C. LESLIE & CO., LIMITED
MONTREAL

If interested, tear out this page and keep with letters to be answered.

Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 28 TORONTO, DECEMBER 2, 1916 No. 49



A Christmas Window Suggestion

THE Christmas season is now so close at hand that the attention of the hardwareman must be largely focussed on the question of Christmas trade. It is very important that plans should be at once prepared for the Christmas advertising and window trimming campaigns; and, in order to assist in the latter respect the accompanying reproduction of a Christmas window is presented for the wealth of practical suggestion that it contains.

This display was arranged by C. H. Smith for the J. H. Ashdown Hardware Co., Calgary. Its chief virtue is the undoubted "selling force" that it contains. The "pulling" qualities of the window are due very largely to its "stockiness"—it presents in admirable arrangement, a very large assortment of Christmas goods. That the best holiday trims are generally stocky is a rule that has been established by long experience.

It is the intention of HARDWARE AND METAL to present in succeeding issues others trims which will serve as excellent suggestions for the Christmas campaign.

Plans to Systematize Buying

How Some Men Follow Market Trends Closely—Trade Papers and Catalogues are Mines of Valuable Information—Going to the Market—How Successful Merchants Handle Their Buying Departments

IN the following article, reprinted from *System*, appears very valuable information with reference to the buying methods of men in many lines of business. Special stress is laid on retail purchasing problems, so that the article has the keenest interest for the merchant, particularly at this time when the markets are so uncertain.

Two years ago, when the war cut off a large share of the immediate demand for this country's cotton crops, the "buy-a-bale-of-cotton" idea was vigorously advertised. A Wisconsin manufacturer saw, in the unusual conditions of the market, a buying opportunity for himself. He contracted for two years' supply of the cotton yarns that he uses in large quantities in the manufacture of his products. Spinning mills were glad to get his contracts at the time when they were able to buy the raw cotton cheaply. They agreed on a price of fifteen cents per pound for the first year's supply, and sixteen cents per found for the second year's.

Subsequent market conditions proved the manufacturer's wisdom in placing his contracts as he did. While many of his competitors have been paying twenty and twenty-two cents for their yarns, his needs have been covered by contracts running from four to six cents less per pound for the second year's.

This happens to be only one of the many good "buys" of this manufacturer. His purchasing skill is not due to luck, but to his policy of keeping always in very close touch with his markets. He is a careful student of factors that may affect the prices of the principal products that he has to buy, sending them up or down. He buys, in other words, with a full knowledge of how certain conditions of supply and demand have reacted on prices in the past, and with this information he can usually determine pretty accurately how a given market condition will cause prices on the same products to act again. He buys accordingly.

He reasoned in this instance that it had been many years since he saw cotton so cheap: That conditions were certain to readjust themselves in a short time so the extra supply would be taken up; and that then the price would naturally go up also.

Of course it is not always possible to guess correctly, because a very large number of factors enter into the making of most prices. The wages paid to coal miners, for instance, may have a definite, though remote, effect on the price of unbranded underwear; because of the higher wages it costs more to mine the coal, and the price advances in iron and steel—where, again, there may also be wage increases to call for still further price advances; freight rates may advance; the underwear manufacturer, as a result, may have to pay more for his machines, needles and repair parts, and for having his raw materials delivered to him. His unit cost of manufacture increases, and it is easiest to place the additional cost on his unbranded goods, the price of which to consumers has not been standardized.



Most good buyers get results by visiting the market in person.

This good "Buy" resulted from a close study of the markets.

Seeing in advance the effect a given set of conditions will have on prices is usually one of the best ways for the man who buys to effect economies. When steel began to advance shortly after the war, a Columbus manufacturer covered his needs for a long period at $12 a ton. Within a short time many of his competitors were paying $18 and $19.

In this instance the manufacturer simply analyzed the conditions that have a bearing on the price of steel. The manufacturers, he knew, had to pay for their ore, more for their fine tools, more for coke, lubricating oils and labor and it was logical for the price of the finished product to go up.

Considering all the elements, therefore, that may enter into the setting of any price, careful study is essential in order to foresee the probable market movements. It is perhaps just as important to know beforehand about the coming price declines as about the probable advances. To be caught with a heavy stock bought when prices have reached the "peak" and are beginning to tumble, may cause the buyer to lose as much money as he would if he failed to cover his needs when prices were low and he was consequently forced to buy heavily at a high figure.

In spite of the intricate problems encountered in following the factors that affect prices, many men find the problem simplifies itself when they decide on the two or three kinds of raw materials that they buy in the largest quantities. They can then concentrate on a study of the market conditions affecting these few materials, and so become expert in picking the right time to buy.

Some of the principal methods that men who buy use to keep in touch with the market conditions are the following:

1.—Watching the general news, and also the more detailed information that is commonly contained in trade papers.

2.—Gathering and consulting the catalogs of as many supply houses as possible.

3.—Keeping records—often graphic—of price changes, and making regular notations about market conditions.

4.—Corresponding regularly with supply houses.

5.—Visiting the market in person.

6.—Certain special methods which are used by individuals, but which can often be adapted to the needs of others.

7.—Consulting with salesmen who call to represent the various supply houses.

There is much in the general news of the day that may have an effect on prices, or make the immediate placing of orders important. A railroad strike or tie-ups at principal sources, the discovery of new sources, political changes and many other factors may have a direct bearing on the work of the man who buys. The outbreak of the European war was such a factor, and one almost unprecedented in the charactered of the changes it caused in buying plans.

The Value of Trade Papers

Even more helpfully than in the general news, market conditions of first importance are usually reflected in the trade papers.

"I consider the trade papers which I get," says a middle-western buyer, "one of my most important sources of information in regard to prices, fundamental conditions, the orders that are being placed and the like. My main purchases consist of iron or steel and allied products and the papers have information that is brought up to date daily.

"Of course, I have to draw my own conclusions from the information I glean from the papers. And usually I can guess correctly when I take enough time to figure out before placing an order what the probable tendencies are. Failure to do that may result disastrously. For instance, some months ago spelter began to rise. A normal price for spelter would be somewhere around six cents. The price went up and up, however, and at the 'peak' of the curve reached about thirty-two cents.

"I was short, and placed an order for a three months' supply at twenty-eight cents. That was a bad buy. A more careful analysis of conditions would have shown me that the rise in price must be due to inflation. Spelter was not used in the war, and there were no known unusual demands or conditions of supply at home.

"As a matter of fact, only a little while later ,when others like myself had bought rather heavily on the scaring market, the price rapidly declined. I could have placed hand-to-mouth orders while the price was up, if I had studied conditions more carefully, and thereby saved considerable money."

A retail merchant in the South finds that in addition to the trade papers, catalogs of the various wholesalers and manufacturers in his line—issued by both those he buys from regularly and those he seldom patronizes—are his most valuable sources of information. He studies each new catalog with care when it comes, and places it on file for immediate reference in his "catalog library."

Supply buyers and purchasing agents also find a complete set of catalogs and price lists—sometimes thoroughly card-indexed—very valuable in locating small items they need to buy, where it might take too much time or cost too much money if they were to ask for competitive bids.

In watching the markets on items which form a major portion of purchases, many of the men who buy, find it helps them to keep graphic records and make an intensive study of conditions. For instance, the purchasing agent in an oil concern which sells both at wholesale and retail has a few charts, corrected daily, which show him instantly the trend of the markets for three years past. On one of these charts the curves represent the comparative prices of corn oil, cottonseed oil and linseed oil.

The purpose of keeping these three items on the same chart is to see if the prices have a tendency to go up and down together, in response to the same conditions of supply and demand. For instance, when the flax crop is poor and linseed oil is high, do corn oil and cottonseed oil also show a similar tendency to rise? Interesting conclusions may be drawn from the study of this and similar charts, and they are helpful in selecting the right time to buy.

"I always notice when marked changes in prices occur," says this purchasing agent, "and try to determine each time just what the reason behind the fluctuation was. I figure that if I know what caused prices to go up or down in these specific instances, I can watch for the same conditions if they come up again; and in that way I can judge what the present effect on the prices is likely to be. Quite often I can get in my orders ahead of an anticipated rise. My aim is always to buy when the curve of prices for any product is at the lowest point and is just beginning to turn upward .

"The sooner I detect a positive upward trend, the better for me. Sometimes I find the curve takes what you might call 'false starts.' The price goes up a notch or two, and an unwary buyer might figure it was time to order. Often, however, the curve will turn the other way again in a few days and go quite a bit below the previous low level. Genuine knowledge of the markets and of the conditions that really make prices rise is the only thing that can prevent buying on the "false starts."

Another purchasing agent gets similar results from a book in which he tabulates daily the prices on certain materials he has to buy regularly. Figures are not so graphic as a curve, he says, but the exact shadings and differences in price are before him perhaps even more clearly than they would be if charted out.

"One of the special plans I use to keep in touch with conditions," this man says, "is to write frankly to the concerns from which I buy, whenever I am puzzled about any of my buying problems. The suppliers are nearly always as closely in touch with conditions as anybody can be. Since I am one of their customers, I find them uniformly pleased to send me any information they can, in the same frank spirit that I ask for it."

Correspondence of this sort is an effective method, as far as it goes. But nearly most buyers emphasize also the importance of visiting the markets in person and getting information about conditions firsthand. One purchasing agent who has two assistants insists on their going away for at least two trips a year. "It shakes out the hayseeds," he explains, "gives them a more accurate idea of our supply houses than they could obtain in any other way, and they form definite ideas of the quality and quantity of goods the various houses can furnish, and the probable character of their service."

"In buying for our store," says an Ohio merchandise man, "it is quite essential for our buyers to go to market. Some of them go as often as once a month. Few go less often than once every six weeks. Our principal markets are Chicago, New York, Cleveland, Detroit and St. Louis, and the buyers on each trip seldom stay longer than one week."

On these trips the buyers usually know in a general way what they want to buy. But they pick up special information at the various concerns which they visit, and look over the new offerings. A method they are uniformly advised to follow is never to place orders while they are in the salesrooms of suppliers. They merely go over all the lines and make notes about

(Continued on page 40.)

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, DECEMBER 2, 1916 No. 49

EDITORIAL BRIEFS

WINTER can't come too soon—in Roumania.

* * *

THE NEW Minister of Militia, be it noted, is a business man.

* * *

PERSONAL Note: C. U. T. Nails, Esq., has joined the Alpine Club.

* * *

DESPITE the high cost of living there is less want to-day than ever before.

* * *

IT'S AFTER all just Supply and Demand. We are paying more because we are selling more.

THE NEW MINISTER OF MILITIA

THE appointment of Hon. A. E. Kemp as Minister of Militia did not come as a surprise. Mr. Kemp's work as Chairman of the War Purchasing Commission and as acting Minister had put him in close touch with the department and left him the most likely successor to the ebullient Sir Sam.

It is a good sign that the new Minister is a business man—and a successful one. War, after all, is a question of the organization of resources. The skill, judgment and foresight that are required to conduct a large manufacturing business are the qualities that are needed to make a success in an important cabinet position which calls for skill in organization.

Mr. Kemp steps into the breach at a crucial time. Canada needs a big man on the job—a man with all the energy and forcefulness of Hughes and without the weaknesses that detracted from the late Minister's usefulness. It is sincerely to be hoped that the new Minister of Militia will measure up in every way to his gigantic opportunity.

IT PAYS TO ADVERTISE

YES, but do you believe it? Of course everyone believes it theoretically. Do you put your theory into practice, or do you figure you can get along without it? Maybe you can pull through without it. Yet consider this little item from Bradstreet's report of 1915. Out of 100 failures in business 92 firms or 92 per cent. had not advertised and 8 firms or 8 per cent. had advertised spasmodically or sparingly. Ninety-two firms decided that they could pull through without advertising. Be it noted that in this number there were 92 mistakes. Why range yourself with a proposition where the proportion of mistakes is so high.

W. L. Douglas owned a small shoe making plant. He made good shoes, but as few people knew few people bought them. This idea struck Douglas and he started to advertise. That was many years ago, but he is pounding away yet. Did it pay? Douglas is a millionaire many times over, and his shoes are sold wherever shoes are worn.

The men who didn't and the man who did. Do you believe in advertising?

Your condition renders advertising unnecessary. Here is the most popular fallacy of all. Even practical monopolies have found this out.

Whenever you spend a night on a train, you travel in a Pullman. Speaking generally, you have to do it. The Pullman Company is practically a monopoly. You have to patronize them—and for forty or more years they have sat back satisfied that advertising didn't pay; for them. Did it, or did it not? The Pullman Company to-day is spending hundreds of thousands of dollars in advertising. You can see it in many periodicals. What do they gain by it? Who knows? Some tangible good evidently, their actions are eloquent of that.

Advertising unnecessary? The New York telephone company controls New York. To compete with it would cost another company untold millions of outlay; and in the very nature of its business a telephone company must be a monopoly. No need to advertise said the company in 1914, but a broader policy was inaugurated the next year. Did it succeed? The year's business showed an increase of $1,027,000 over the last non-advertising year.

Why add illustrations. You can't open your eyes without seeing, activities or fortunes or men, made by advertising.

THE ADVANCE IN PAINTS

THE most important news of the week is unquestionably the advances announced in mixed paints, varnishes and sundries. The new prices have been made necessary by the increased cost of all materials and the very materially advanced costs of manufacturing that have been faced. The situation has been such, in fact, that to those in possession of the full facts, the increases in paint prices have appeared inevitable for some time. HARDWARE AND METAL has been pointing out the certainty of increases for some time back; and dealers who availed themselves of this information and ordered on the strength of it will be very considerably in pocket as a result. Thus is demonstrated again the importance, nay the absolute necessity, of following the market reports in HARDWARE AND METAL.

The references frequently made in these columns to market predictions that have come true are not inserted with a desire to laud the excellence of the market service that HARDWARE AND METAL is giving, but purely and simply to impress on readers the fact that they should never fail to read the reports from start to finish.

The situation created by the new paint prices is simply this: The hardwareman must advance his prices proportionately. The action of the manufacturers is quite justified by the conditions of manufacture, and the retailer need have no compunction in covering himself fully.

A READY smile wins more friends than years of self-denial under a sour manner.

THE POWER OF THE PRINTED WORD

IN a recent issue of the Philadelphia *Saturday Evening Post,* appears an article by Maude Radford Warren on "A Nation Run by an Advertising Man." It is a vivid account of the greatest advertising campaign that the world has ever known, conducted in a country where to all intents and purpose advertising, at least as we understand it, was almost unknown.

Sir Hedley le Bas not only inaugurated a great advertising system, but he put it across. He proved to a conclusion his own contention that "you can get anything you want by advertising." He not only was largely responsible for raising an army of 4,000,000 men in a year, but he was behind the first English war loans—now he is preaching economy—preaching it in the newspapers in flaring full pages in the magazines, in bill boards that scream across the erstwhile quiet English landscape. Yes, and the Englishman believes them. He walks instead of taking his car. He eats simpler foods, he lives altogether a simpler life, because Sir Hedley has told him, and told him in letters that he who runs may read that "when you spend on things you do not need you help the Germans."—"Because every shilling saved helps twice; first when you don't spend it; and again, when you lend it to the nation."

Here are a few advertising propositions outlined by Sir Hedley, while head of a great publishing house, and before the dark shadow of war, had made him the guardian of a nation's conduct.

"You must state in your advertisement nothing but the truth; not as it appears to the manufacturer, but as it can be demonstrated to the prospective buyer.

"You must have the courage to take a sufficiently large space; for the larger the space, the greater the chance of success.

"You must have the courage to give advertising a fair trial.

"You must have judgment in selecting the right media through which to appeal to the public.

"You must remember, in massing your advertisement, that the theory of successful warfare is an overwhelming attack at a given point."

Is there weight in this advice?

Think of the man who holds a great nation in the hollow of his hand, because he knew the power of the printed word.

PUNCH, psychology, individuality and other high-sounding, three-ply words are merely names for what our fathers called "Hoss-sense."

THE CORDAGE SITUATION

IN the market reports appear details of the advance in all cordage. This announcement, coming on the heels of the first booking of spring orders, will be somewhat in the nature of a surprise to the trade. In fact, the cordage men themselves did not anticipate that it would be necessary to make advances so soon after the start of spring booking; although, of course, the market has been very firm and it was realized that the new prices were inevitable sooner or later. All raw fibres have been steadily going higher and this has created a situation which brought into effect the cordage increases now advanced.

WHAT are you going to be—a wheel or a brake?

* * *

AGGRESSIVENESS is the fifth wheel of the business chariot.

* * *

KINDNESS and sincerity, not manners, are the backbone of customer intercourse.

* * *

THERE'S one hypenated person any way that we have kindliest feelings for; and that Lloyd-George.

* * *

THE PURCHASING power of the dollar is dwindling rapidly. In fact it begins to look very much like the proverbial thirty cents.

Hardware Manufacturer Succeeds Hughes

The Appointment of Hon. A. E. Kemp as Minister of Militia—Some Brief Notes on His Career—He Has Been a Remarkably Successful Business Man.

THE announcement of the appointment of the Hon. A. E. Kemp as Minister of Militia has a particular interest for the hardware trade, and his work in this exalted and highly difficult post will be closely watched. Mr. Kemp has been a member of the Dominion Cabinet without portfolio since its formation under the Premiership of Sir Robert Borden, and for the past year has been chairman of the War Purchasing Commission. He has on occasions been Acting Minister of Militia, so that his appointment to succeed Sir Sam Hughes is logical. In well-informed circles it was regarded as certain as soon as the news of Sir Sam Hughes' resignation was given out.

Hon. A. E. Kemp is one of the best known of hardware manufacturers. As president of the Kemp Mfg. Co. and later of Sheet Metal Products, Limited, Toronto, Mr. Kemp has been very closely connected with the hardware interests of the country. He has been so eminently successful as a business man that all who have known him in that capacity will expect the best results from his occupancy of the all-important position of head of our military system.

Mr. Kemp has had a distinguished parliamentary career. He was first elected to the House of Commons for East Toronto in 1900 and has sat almost continually since. His place in the Borden Cabinet, formed in 1911, was generally conceded in view of the prominent place he had won in the councils of the Conservative party. In 1895-96, Mr. Kemp was president of the Canadian Manufacturers' Association and president of the Board of Trade of Toronto in 1899 and 1900. On several occasions he went abroad as a delegate of this board.

Ottawa, Nov. 24.—The Hon. A. E. Kemp, the new Minister of Militia, took over the administration of his department on November 24, combining its work with that of the War Purchasing Commission. Until the necessary bye-election in East Toronto is over, Mr. Kemp will probably be out of town part of the time, and in that period and generally he will have the assistance of F. B. McCurdy, M.P., Parliamentary Secretary, to whom much of the routine work will be assigned.

The Hon. Albert Edward Kemp, who has been Minister without portfolio in the Borden Government since its formation, was sworn in at Rideau Hall yesterday evening. Before Sir Robert Borden went to New York last week he tendered the portfolio to Mr. Kemp, who has long been one of his most valued lieutenants. When the Premier returned, Mr. Kemp accepted it, and the necessary Order-in-Council making the appointment was passed at yesterday afternoon's Cabinet meeting.

NEW MOTOR VEHICLE LAW CAUSES STIR

Hon. Walter Mitchell's bill to practically double the revenue of the province from motor vehicles of all kinds has caused considerable of a stir in legislative circles in Quebec. Public accounts for the fiscal year ended June 30, 1915, show the revenue of the province to have been $247,081 from the motor traffic. It is estimated that if the same number of motor vehicles and trucks are run after the coming into force of this Act that the revenue will reach about half a million dollars. Such a drastic jump has caused considerable uneasiness even in staunch Liberal circles. It is felt that to charge a license of $250 per head for a ten-ton motor truck, instead of $25 per year, will have such an effect as to cripple the industry to a heavy extent. The jump for ordinary motor cars to 75 cents per h.p. is also felt to be heavy, but as automobiles of this class are held to be luxuries, little opposition to this new tax is felt, though it amounts anywhere from 75 per cent. to 100 per cent.

Much concern is also being felt that this bill is but the forerunner of other bills to raise other classes of licenses very considerably. Hotels are expected to be among the institutions which will suffer an increased license tax. Members of the Legislature anticipate that there will be automobile delegations to see the Government in regard to the increased motor licenses. The Government also intends to exact a garage license of $20 per year for each garage in Montreal, Quebec, Westmount, Outremont, Verdun, and Maisonneuve; in other cities $10, and elsewhere $5. These are not for private garages.

Much comment is also being raised over the fact that the fines for infractions of the law are to be raised, and that remissions of fines and suspensions of sentences are taken away from the power of the magistrates, and even the power of the Lieutenant-Governor-in-Council to remit fines is taken away. The bill also provides that the owner of a car, as well as the chauffeur, shall be liable for infractions of the law.

PUSH INDOOR EXERCISERS

The season for indoor exercisers is at hand and dealers should make a special effort to call attention to them. These exercisers are to be had in various and sundry styles, and dealers should be prepared to supply any style called for. A western dealer has a small room devoted exclusively to the exercisers. There are Indian clubs, dumbbells, weight exercisers, spring exercisers, chest expanders, hand grips, striking bags, etc., all put up ready for use. The dealer says that nine out of every ten men who enter this room take a poke at the striking bag. With the introduction of the improved striking bag platforms which make the exercise almost noiseless, there has come an increased demand for this class of goods.—Sporting Goods Dealer.

Doing Big Business in Furnaces

J. W. BENNETT & SONS, Gananoque, Ont., specialize to some extent in furnaces and stoves. Stoves and furnaces are not things that need replacing every month, nor yet every year. Gananoque is not a very large place, but it has a wonderfully prosperous dairy community about it, which makes it a good business centre. It used to be a stock joke to outline the things the farmer could do without. It's a dead joke now, though. Dead as Job's turkey, and that ought to be a pretty dead bird by now.

It doesn't take much cheese now to buy an automobile or a kitchen range or a first-class furnace with all the trimmings; and the farmers are buying them. Last year the firm installed 40 furnaces in the surrounding country. No more does the farmer have to crack the ice in his pitcher with a hammer. He is going in for comfort. The same firm has already accepted orders for considerably over 40 furnaces this year, with more coming in daily. That's to say nothing of stoves, that are naturally having an even heavier sale.

The farmers' trade is a trade that is worth catering to in the hardware line, and the man who handles the trade wisely is due for a rich harvest.

Russian Trade from a Russian Standpoint

The Vast Field That is Opening There for Canada—German Trade is Absolutely at an End in Russia—Characteristics of the Field That Must be Understood and Studied.

A RUSSIAN engineer now in Canada for his Government, has this to say about the prospects of Canadian trade with his country:—

Some ten years ago there was received in Russia, from the United States, a shipment of locomotives which did more harm to the prestige of American manufacturers in Russia than could be overcome by any amount of mere promises. Russia's engineers refused to accept these locomotives seriously. They thought a huge joke had been played on them. They were so far below the standard of the Russian product in design, finish and general workmanship that there could be no adequate comparison.

Russians As Engineers

The outside world is too prone to judge this nation of two hundred million people by some salient and unfavorable characteristic of a small portion of the population. The fact that the most of the people are deficient in general education does not necessarily mean that the same holds true of all classes. The reverse is true. Engineering standards are, as a whole, higher in Russia than in Canada or the United States. The most rigid rules govern the construction of all large works of a public or semi-public nature. The slightest failure to deliver the goods on the part of engineers results in the cancellation of the privilege to practise their profession. This, of course, results in a high standard of efficiency.

Better Than Canadian Climate

In this connection it seems timely to correct another misapprehension, namely, that regarding the Russian climate. Instead of being abnormally severe, it is in reality much milder than that of Canada. And Siberia, except in its most northerly parts, possesses the best climate of any part of the Empire.

Russia a Trade Ocean

However, Russia is so vast a reservoir and her ability to absorb the products of other nations is so tremendous that she cannot afford to be too critical. The entire surplus product of such a nation as Canada might be turned to her use without causing a ripple on the oceanic expanse of her trade. She is literally like an ocean in this respect and the ordinary stream of trade is swallowed up in her immensity like the waters of the largest of rivers in the ocean.

Agricultural Machinery Best

The general superiority of the Russian product, however, does not extend to agricultural machinery. In this line she is sadly lacking, both as to quality and quantity. This happens to dovetail with the fact that Canada excels most in this line. Hence, this presents the greatest opportunity to the Canadian manufacturer. Other necessities have been developed in Russia; this one has been neglected. This is all the more strange in view of the fact that 80 per cent. of our two hundred millions are farmers. So, in addition to the fact that the Canadian product excels the Russian, there is also the presence of a demand for it that will have no end for many years to come. Particularly is this true of steam plows and tractors, which are so little used in Russia at present, although the large area of her wheat fields seems to require them.

German At $3,000 a Word

So deep is the distrust of all things German in Russia to-day that the utterance of a single word of that hated language results in a fine of $3,000 or an equivalent in imprisonment. This is symptomatic of the state of public feeling. Not in our time will German trade be tolerated in Russia. Other nations will, after this war, be able to profit by this fact even at the expense of the Russians themselves. The Slavs are primitive and elemental in the exercise of their emotions and they are willing to nourish this hate at the expense of their pockets to a degree that is inconceivable to the calmer Anglo-Saxon mind. Under no circumstances will Russia buy in Germany. And she must buy some place.

German Service

None the less, it is to the Germans that Canadians must turn for instruction in the art of serving Russian needs. The Germans excel in the art of service. It is the backbone of their foreign trade, and too much emphasis cannot be placed on the value of such service.

In their trade relations they did the most obvious and necessary things. For instance, enquiries were invariably answered promptly and in detail, and were followed up by valuable suggestions. Blue prints accompanied catalogues and letters accompanied both, giving necessary explanations. Strange as it may seem, this is something that no other country than Germany did in its trade relations with Russia before the war. And it must be done. The goods were invariably shipped promptly upon request, without the tedious delays attendant upon so much of international trade. The Germans never waited for the money first. Another thing. An enquiry to a German firm always resulted in the assurance that they welcomed the requests for advice and information even though we did not buy. They cultivated courtesy to the n'th degree and made it pay. Also, to the everlasting credit of German merchants, be it said that they never deceived their Russian customers. Goods were always up to specifications.

The Russian Merchant

Equally, the Russian merchant stands in a class by himself in so far as his ethics go. If he contracts for goods, he will pay for them. His word is literally his bond.

In this connection, too much importance must not be placed on the barrier of language. The English language will suffice for commercial intercourse. Russians excel as linguists and the study of the Russian language presents an almost insurmountable barrier to foreigners. So true is this that in our universities it is in the study of the Russian language that the greater number of failures are recorded on the part of students. In other words, Russian as a language is so difficult that Russians themselves are frequently better acquainted with some other language than their own.

The General Field

There are, of course, other fields open to development other than that of agricultural implements. But the opportunity is not so great. Russia possesses a vast system of factories of her own which are devoted to most of the other industries, and what she lacks is supplied by other countries which are possibly better qualified than Canada to care for such trade. Thus, clothing come from England, as do tools and dentists' supplies. The best of the latter formerly came from Germany and the cheapest from the United States. All steel working machinery came from Germany and this deficiency offers the next best opportunity to that in agricultural implements. Russia herself produces a large quatity of such machinery, but the quality is invariably poor.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

THE outstanding feature in hardware lines during the past week has been the advance of 20c per gallon in all mixed paints, for both colors and white. This is a condition that has been referred to repeatedly in HARDWARE AND METAL for several weeks past as likely to come about. Advances in linseed oil and the high cost of other materials that enter into paints has been responsible for the increase. Advances have also gone into effect on varnishes and painters' sundries. White lead in oil as yet has not advanced, but there is a firmness in this market and advances are anticipated.

There have been numerous price changes during the week, all in the upward direction. Turpentine, wire nails, wire, American ammunition, black wire cloth, galvanized poultry netting, wood screws, tire bolts, stove bolts, iron rivets and burrs, wrenches, boxwood rules, steel squares, poultry netting staples, cordage, sisal clothes lines, Potts and asbestos sad irons, cow ties, shellac, charroal, waste and valves. There is a firmness in all iron and steel products and further advances can be looked for.

MONTREAL MARKETS

MONTREAL, Nov. 28th.—The outlook in all lines of the market for hardware and metals this week is even more definitely towards higher prices and greater scarcity of products than before. Men of experience in the business are nonplussed when it comes to making predictions. Huge increases in price in many lines are noted, but the cry is still they come. Wire shows great increases again this week, and all lines of shelf goods are being steadily increased. Iron and steel products especially are so scarce as to be fetching almost any price, the users who need them anxious only about delivery. Yet business is still reported exceedingly good, and trade in gift goods against Xmas. is said to be especially good at present in Montreal wholesale hardware circles. Hardware retailers who handle paints are specially advised to look at the paint market reports this week as paint prices are on the up grade as predicted in HARDWARE AND METAL lately.

Steel Buyers Ask Delivery Only

IRON AND STEEL.—There is no relaxation of the tremendously firm conditions of the iron and steel market generally. Deliveries are by far the most important matter. People are anxious to get the products required and willing to pay apparently almost any price asked in order to get these commodities. But deliveries are beyond question difficult. It is next door to impossible to secure some lines at all. Plates are particularly scarce, and there is going to be a scarcity of pipe, and indeed of almost all lines of manufactured iron and steel. The prices tell the tale, and the tendency is still towards advances, some prominent and reliable minds on the markets even prepared to look for vast advances. There is a great scarcity of tinned iron, tinned sheets and small tin plates. All sheet metal is being jealously held at present prices further increases being imminent.

Wire Nails Up Again

Though wire nails increased in price only a week ago, another change has come into effect, and present prices are quoted as follows: f.o.b. Montreal, Ganaoque, Collingwood, Owen Sound, $4.40 base; f.o.b. Toronto, Hamilton, Milton, London, $4.35 base; f.o.b. Sault Pt. Arthur, and Ft. William, $4.50 base; f.o.b. St. John, N.B. and Sidney, N.S., $4.40 base.

Sad Irons Increased

Mrs Potts sad irons are increased in price again the base No. 55 being quoted at $1.05 and No. 50 at $1.15 per set.

Rivets Increased Also

The discount on small rivets, including coppered rivets, is altered to 30 off. It used to be 35 off.

Stove and Tire Bolts Too

Stove bolts are now 55 off, and tire bolts have had their price increased to 40 off.

Galvanized Iron Sheets Up.

A shading upwards in prices of galvanized iron sheets is noted in the following list: Apollo galvanized iron sheets. 16 gauge $5.95, 18-20 gauge, $6.05, 21-24 gauge $6.15, 26 gauge $6.40 28 gauge, $6.05, and 10¾ oz. $6.90.

Wire, Plain and Galvanized, Up

WIRE, BARBED AND PLAIN.—A great many changes in price are recorded this week in wire both barbed and plain, and galvanized. Here are the latest prices on galvanized wire.

Galvanized Wire Goes Up

Galvanized wire Nos. 4 and 5 per 100 lbs. now costs $5.75; Nos. 6 and 8 cost $5.70; No. 9 is $5.25, No. 10, $5.75; No. 11, $5.80 (some firms ask $5.90); No. 12, $5.40; No. 13, $5.50; No. 14, $6.10 (some firms ask $6.20); No. 15, $6.50 (with some quotations at $6.60) and No. 16, $6.80 (with some firms quoting $6.70).

Barbed and Plain Twist

Barbed and plain twist wire are also up. Barbed wire is now $5.25 per 100 lbs., and plain twist is $5.85.

Coil Spring Wire Also

New prices on coil spring wire are No. 9, $5.30, and for No. 12, $5.45 with further firmness in sight.

Iron and Steel Wire Up

The changes in all lines of iron and steel wire this week are calculated upon the figure $4.70 per 100 lbs. base price.

Hay Baling Wire Up

Hay baling wire partakes of the general increase. No. 13 is now $4.60, No. 14 is $4.65, and No. 15 is priced at $4.75.

Cut Hay Wire Increased

Cut hay wire shows the following increased prices: No. 9, $4.55; No. 10, $4.60; No. 11, $4.70; No. 12, $4.80; No. 13, $4.80; No. 13½, $4.90; No. 14, $5.05; No. 15, $5.30. All these prices are plus 7½ per cent.

Bale Ties Also Up

Single loop bale ties show increased

prices also. No. 12 is quoted at $5.00; No. 13 at $5.10; No. 13½ at $5.15; No. 14, at $5.25; No. 15, at $5.45; and No. 16, at $5.70 net.

Fence Staples Increased

Bright fence staples are increased in price to $4.55 per 100 lbs., and galvanized fence staples are now priced $5.40 per 100 lbs.

Copper Wire 10 Per Cent. Up

Copper wire shows a ten per cent. increase this week also, and the market for the metal is so firm that further increases may occur.

New Wire List Discount

The trade discount allowed on the new list of bright and brass wire goods published in HARDWARE AND METAL last week is 82½ per cent. The new list is operative now in Montreal.

Wire Cloth Increased

Black wire cloth and green are increased to $2.75 per 100 feet, and there is a coming scarcity and increase of price predicted by the trade.

Shelf Goods Show Many Increases

SHELF GOODS.—To enumerate all the small lines of shelf goods which have experienced increases in price lately would take a volume about the size of the family Bible, and large wholesalers of hardware are only hoping that the smaller retailers have the wisdom and foresight not to sell the lines they bought months ago at certain low prices, at the same old rate of profit as served sufficiently well months ago. They will have trouble in replacing some lines at price and a half as compared with the old prices paid.

Butts Have Gone Up

Butts have increased in price this week Narrow No. 800 being now 20 and 5 off, 838, 25 off, 804, 30 and 5 off, 840, 25 off, 802, 30 off, 810, 15 and 5 off, 814, 15 and 5 off, 820, 30 off, 842, 30 off, 844, 30 off, and 910, 30 off.

Heavy Straps and T. Hinges Up

Heavy straps and T. hinges are now quoted at 30 and 5 off which marks a further increase since the latest rise in price.

Light Strap and T. Hinges Also

The same figures apply also to light strap and T hinges which have gone up in price in the same ratio as the heavies. Hinge hasps No. 67 are now 30 off, and blind butts No. 844 are 30 off also.

Wood Screws Are All Up

Wood screws both bright and brass, flat and round heads are all up in price this week. Flat head brightware 75 off. Round head bright 70 off. Flat head brass 42½ off. Round head brass 40 off.

Stanley Rules Up

Stanley rules are up in all lines by a ten per cent. advance over all .

Carpet Tacks Go Up

Even carpet tacks have taken a jump in price. Quite a considerable rise is noted in double pointed carpet tacks, the discount on these being now 65 and 10, instead of 80 and 10.

Sand Paper Goes Up

A 15 per cent. increase is recorded in sandpaper which has been steadily increasing of late.

Horse Clippers Up

New market horse clippers are up in price to $1.65. They used to be $1.45, and this is a line which will see further increase in opinion of the trade.

Taylor Forbes Goods Up

All lines of Taylor Forbes Goods from Guelph show various increases in price, and retailers should not sell at former prices.

Ammunition Increased

A considerable increase is noted in new lists of Winchester ammunition.

Craft Paper Up

Craft paper is now 12 cents a pound keeping in line with the general increase of paper materials.

NEW RESALE PRICES ON AMERICAN AMMUNITION.

American Metallic Ammunition.

B.B. Caps—Round Ball—$3.40 per M. net.
B.B. Caps—Conc. Ball—$4.25 per M. net.

Cartridges.

Rim Fire-Black and Lesmok Powder—
22 Short—Discount 5%.
.22 Short, hollow point Discount 5%.
22 Long—Discount 5%.
22 Long, hollow point—Discount 5%.
22 Long rifle—Advance 12½%.
22 Long Rifle, hollow point—Advance 12½%.
22 Short Spotlight—Discount 12½%.

Rim Smokeless Powder.

22 Short Discount 17½%.
22 Short, hollow point — Discount 17½%.
22 Long—Discount 5%.
22 Long, hollow point—Discount 5%.
22 Long Rifle—Advance 12½%.
22 Long Rifle, hollow point—Advance 12½%.
22 Short Spotlight—Discount 27½%.
Rim Fire Military, size AD—Advance 82½%.
Rim Fire, all others—Advance 12½%.
Centre Fire, pistol styles — Advance 67½%.
Centre Fire, Military and Sporting styles —Advance 82½%.

Rim Fire Blanks.

22 Short—$2.90 per M. net.
22 Short—$5.30 per M. net.
32 S. & W.—$10.55 per M. net.
38 S. & W.—$13.50 per M. net.

Shot Cartridges.

Rim Fire—Discount 5%.
Centre Fire, pistol size—Advance 45%.
Centre Fire, sporting size — Advance 65%.

Primed Shells and Bullets.

Advance 75%.

Primers.

Winchester, 250 in box, Nos. 1, 1½, 2½ —$3.50 net.
Winchester, 100 in box, Nos. 1 and 2—$3.70 net.
Winchester, 100 in box, Nos. 1-W, 1½-W, 2½-W, 3-W, New 4-5 and 5½—$3.70 net.
Berdan, 250 in box, Nos .1, 1½ and 2—$3.50 net.

Rope Shows Increase

Increased in price only the other week, cordage shows a further increase this week, the following new base prices being quoted. Pure Manila 23½ cents; British manila 19 cents; sisal 17 cents, and lath yarn 17 cents. These are all one cent a pound up in price.

Ingot Metals Keep in Firm Market

INGOT METALS.—The metals this week, all show the great firming tendency, while prices may not be absolutely altered upwards in every case.

Copper Still Strong

Copper is still in very strong market though at prices as quoted last week viz.: $39.50-$40.00.

Lead Higher

Lead is higher priced, strong and scarce. The prices quoted are $10.00 and $10.25. Lead wool is now 12 cents a pound.

Tin As Last Week

Tin prices are as quoted last week $49.50-$50, and the market keeps strong. The other metals, antimony, spelter, and sheet zinc are all as quoted last week. Tinsmith's and wiping solders show no change since last week's increase to 31 cents and 29 cents respectively.

TORONTO MARKETS

TORONTO, DEC. 1.—Business in all hardware lines has been very good during the week. Freight shipments continue to be a perplexing problem, but both shippers and receivers of goods are beginning to take it as a necessary condition of things in view of the shortage of labor. Collections have also been good. Leading wholesale hardware men state they believe there will be a changed method of doing business in the matter of credit when business again settles into normal channels after the war. They assert that the extension of

credit has been too lax and that manufacturers have been drawing in their lines in many instances from 30 days to 10 days. They can see no reason why discounts should be given for cash in thirty or ninety days. These periods, they point out, have been too long. It has resulted in credit being given to the farmer and others where there was really no need for it if he was only given to understand that he could not have credit.

Wire Nails Have Again Moved Upward

NAILS.—With each advance in wire nails new high records are being established. Upward movements in wire nails have apparently become a weekly habit, judging by the frequency with which they have come. Another advance of 15c. per 100 pounds was put into effect during the week, which now makes the base price $4.35 per keg at Toronto, London, Hamilton and Milton. Cut nails have not advanced in price. There is a firmness in the market for all wire products and wire nails have followed upward in sympathy.

Wire Products Have All Gone Up 15c Per 100

WIRE.—An advance of 15c. per hundred pounds in all wire products was put into effect during the week. This will affect cut hay baling wire, which is now selling at $4.40 Nos. 9 and 10, $4.55 for No. 11, $4.65 for Nos. 12 and 13, $4.75 for No. 13½, $5.10 for No. 14, $5.15 for No. 15, with an addition 7½ per cent. added to these prices. Hay wire in coils under the new schedule is quoted at $4.60 for No. 13, $4.65 for No. 14, $4.75 for No. 15. Smooth steel wire in Nos. 0-9 is now sold at $4.70 base with the usual extras for other gauges. Wire bale ties are also affected by the advance and the following prices prevail: No. 12, $5; No. 13, $5.10; No. 13½, $5.15; No. 14, $5.25; No. 15, $5.45; No. 16, $5.70.

New Sale Prices on Ammunition Out

AMMUNITION. — Manufacturers of all the American brands of metallic ammunition have announced their new scale of prices, which provides for a considerable advance on almost all lines. Prices were recently withdrawn and this was taken as a precursor of new and higher prices. The complete list will be found elsewhere in this issue in panel form. The list applies to both Winchester and Remington Arms-Union Metallic Companies.

Galvanized Poultry Netting and Black Wire Cloth Up

POULTRY NETTING.—As predicted in HARDWARE AND METAL last week new and higher prices were to be expected in the near future on galvanized poultry netting and black wire cloth. Manufacturers recently announced the withdrawal of their prices on poultry netting, and this advance has been anticipated in these columns for some weeks past. The new discount on the Canadian mesh is 27½ per cent. as compared with 30 and 10 per cent. formerly. The American mesh now carries a discount of 20 per cent. as compared with 30 per cent. formerly. These prices are for Toronto, Montreal and London.

Black wire cloth has advanced 25c. per roll and is now selling at $2.75 per 100 square feet in 100-ft. rolls and $2.80 per 100 square feet in 50-ft. rolls.

Wood Screws Advance 10 Per Cent. in Price

SCREWS.—All wood screws have been advanced during the week approximately 10 per cent. Flathead bright screws are now quoted 75 per cent. off list where formerly the discount was 77½ per cent. Oval head bright are now 70 per cent. off list, where the discount formerly was 72½ per cent. Round head bright carry the same discount as oval head bright. Flathead brass now carry a discount of 42½ per cent. as compared with 45 per cent. formerly. Oval head brass and round head brass are now quoted at 40 per cent. off list whereas the former discount was 42½ per cent. Flat head bronze is now 35 per cent. off list as compared with 37½ per cent. formerly. Oval head and round head bronze are quoted at 32½ per cent. off list where formely the discount was 35 per cent. The f.o.b. points are Hamilton, Toronto and Montreal, with freight equalized thereon. Orders are only accepted with specifications and for prompt shipment. The new discounts went into effect on November 28.

Tire Bolts and Stove Bolts Go Up

BOLTS. — An advance in the selling price of tire bolts and stove bolts has been put into effect during the week. This follows the recent advance in bolts and nuts announced in HARDWARE AND METAL two weeks ago. Tire bolts are now selling at a discount of 40 per cent. as compared with the former discount of 45 per cent. Stove bolts are quoted at 55 per cent. off list, whereas the former discount was 55 per cent.

Boxwood Rules Move Upward 10 Per Cent.

RULES. — An advance has been recorded in the price of all the various makes of boxwood rules of the Stanley Rule and Level Company. The increase amounts to 10 per cent. The lines covered by this advance are numerous. The higher cost of brass and other materials together with the labor question is given as the reason.

Wrenches and Steel Squares Go Upward

WRENCHES. — Manufacturers have advanced the price of all the various makes of wrenches approximately 15 per cent. Wholesalers have accordingly marked up their prices in a corresponding degree. Steel squares is another one of the lines of steel goods that have recorded upward movements during the week. In the No. 14 size the selling price under the new schedule is $12.60 per dozen. Other sizes have advanced correspondingly.

Iron Rivets and Burrs Go Still Higher

RIVETS AND BURRS. — Following the advance recorded in iron rivets and burrs last week another advance has gone into effect during the past week. This change affects tinned and coppered rivets, coopers' rivets and carriage rivets. The new discount is now 30 per cent. Last week the discount was marked down from 35 per cent. to 32½ per cent. There is a firmness in the market in harmony with all iron and steel products and further advances would not come as a surprise.

Another Big Advance in Poultry Netting Staples

STAPLES.—In sympathy with the advance in wire nails and all wire products the price of galvanized and bright poultry netting staples have again registered a considerable advance during the week. Where formerly the discount was 30 and 5 per cent. it is now 20 and 5 per cent., off the list price of $12 per keg. Bright are quoted at $1.10 less than galvanized after the discounts are deducted. Extras apply as formerly, as follows: 50-lb. boxes, 30c. per 100 lbs. advance; 25-lb. boxes, 40c. per 100 lbs. advance; 10-lb. boxes, 80c. per 100 lbs. advance. Tacks are another line which is in very firm market and an advance is looked for in this commodity in the near future.

Sink Bolts and Skate Screws Higher

BOLTS AND SCREWS.—An advance of approximately 12 per cent. has been put into effect on sink bolts. The new discount on these goods is now 55 per cent. as compared with 60 per cent. heretofore. Skate screws are also among the lines to register an advance during the week of 2½c. per carton. They formerly sold for 47½c. per carton. The new price is 50c. per carton.

Globe, Angle, Check and Radiator Valves Are Up

VALVES.—Advances have been recorded in selling price of globe, angle,

and check valves in both the standard and high grade. In the instance of the standard, the new discount is 30 per cent., as compared with 35 at recent quotations, and 25 per cent. for high-grade, as compared with 30 per cent. formerly. In the standard radiator valves there has also been an advance, the new discount being 40 per cent., as compared with 45 per cent. formerly. In the high-grade radiator valves the new discount is 30 per cent., whereas the former discount was 35 per cent. Patent quick opening valves have advanced in price by reducing the discount from 65 per cent. off list to 60 per cent. off list. There has been a good demand within recent weeks for steam fittings, which would seem to indicate that industrial development of various kinds is keeping up. Indications seem to point to steady prices, with a tendency to firmness. Further advances are not considered improbable in the face of market conditions. Experienced mechanics continue to be a scarce commodity, and this is adding to the difficulties of valve makers.

Wiping Solder and Bar Solder Go Up

LEAD AND SOLDER. — There has been an advance in wiping solder from 2c. to 3c. per pound since our recent quotation. Wiping solder is now quoted at 25¾c. to 29¾c., as compared with 23¾c. to 26½c. formerly. Bar solder has also recorded an advance, the price being the same as for wiping solder. On commercial bar solder the price is 25¾c. and on guaranteed 29¾c. per pound. Lead sheets hold at the same quotations as given in our recent issue. Lead wool is quoted at 7½c. per pound.

Waste Goes Up From 1c to 4c Per Pound

WASTE.—An advance in all classes of waste, ranging from 1c. to 4c. per pound in certain instances went into effect during the week. Polishing waste has advanced 2c. per pound and white wiping waste 1c. per pound on all the various grades. Colored wiping has advanced from 1c. to 1½c. per pound. Wool packing waste has made the greatest increase, the first quality of this article now being quoted 4c. per pound over the previous quotations. The lower grades of this waste have advanced 1c. and 2c. per pound. White washed cotton wipers is the only line that has not advanced, that line being still quoted at 12c. Mixed colored and dark colored have in each instance advanced 1c. per pound. The advance has been caused through the firmness and advancing prices in the raw cotton market. Raw cotton is now being quoted dangerously near 21c. per pound and has been hovering in that neighborhood for some time past. Manufacturers of waste report a big demand for the product, some factories being sold up to their capacity. The new prices will be found in current quotations.

All Cordage Products Advance 1c Per Pound

CORDAGE. — An advance of 1c. per pound was recorded in all ropes during the week. This came as somewhat of a surprise to the trade in view of the fact that manufacturers had started to book for spring delivery about a week previous to the increase in prices. Cordage men assert that it has never happened before within their recollection that the price of cordage moved either upward or downward so soon after orders for spring business were being booked. Orders were fairly heavy in bookings for spring delivery in the week that travellers were on the road and those who got in at the lower price consider it a lucky stroke of good fortune. Pure Manila rope is now quoted on a basis of 23½c. per pound for

NEW DISCOUNT LIST ON SCREWS.

	% Off List
Flathead, Bright	75
Ovalhead, Bright	70
Roundhead, Bright	70
Flathead, Brass	42½
Ovalhead, Brass	40
Roundhead, Brass	40
Flathead, Bronze	35
Ovalhead, Bronze	32½
Roundhead, Bronze	32½

F.O.B. Hamilton, Toronto and Montreal, with freight equalized thereon.

⅝ inch diameter and larger. British Manila is quoted on a basis of 19c. per pound. New Zealand hemp rope is also quoted at 19c. per pound. Sisal rope is quoted at 17c. per pound for ⅝ inch basis and larger. Sisal lath yarn is also quoted up 1c. per pound on a basis of 17c. Hemp ropes remain unchanged on the basis of the recent advances recorded in that article. At the present time the market for all sisal products is firm and further advances are looked for in articles made therefrom. Business in cordage has been exceptionally good so far this fall. Sisal clothes lines is another line that has been advanced to the wholesale trade, the increase amounting to 10 per cent. The reason for the advance in cordage products is given as an advance in fibre products.

Demand for Stoves Has Been Tremendous

STOVES. — Manufacturers of stoves report the demand for their products as exceptionally heavy this fall. It is so heavy that they are unable to meet it in the face of the difficulty in getting experienced help at the foundries. Orders now on the books of some companies are stated to be the heaviest on record. They are even heavier than the year 1913, which previously held the record of being the banner year so far as a big trade went. Prices on all lines of stoves are up 15 per cent. to 20 per cent. over pre-war prices. Stocks on heaters in the manufacturers' hands are low at the present time and it is expected that a cold snap would cause a heavy run on this class of stove. Business was never better with the stove founders. The big trouble is to get the help and raw materials with which to turn out the goods.

Frame Pulleys up 5c.

Frame or axle pulleys have advanced 5c. each during the week. They are now selling at 45c. as compared with 40c. formerly.

Chesterman's Tapes Up

An advance of 10 per cent. has been put into effect on Chesterman's measuring tapes. In the 1840 tape. 100-foot, the price is now $7.45 per dozen.

Metal Prices Hold Firm; Demand Continues

Copper continues to be the leading feature of the metal markets, and there is likely to be a scarcity of this metal next year. Lead with spelter are showing greater activity, the latter having advanced slightly, while higher prices for lead appear probable. Tin continues firm, but unchanged, while antimony and aluminum are also in better demand. The situation for all metals looks brighter, and all prices show a firmer tendency. Business locally continues brisk, and the outlook is favorable for the future.

COPPER. — The market continues strong and quotations have advanced locally, although the primary market is unchanged. As nearly all of the production of many companies, which they are willing to sell in advance, has been disposed of until the third quarter of 1917, it is believed probable that prices will go far above the present level. Every effort is being made to increase the output of the metal, but unless some of the companies now in the prospect stage find large amounts of the metal, it is considered improbable that the output will be large enough to take care of any but the most urgent buyers next year, outside, of course, of those who have already contracted for their needs. Prices locally range from 37½c to 39c.

TIN.—The market is firm and steady. The New York market continues firm, due to a shrinkage in stocks and an active demand, while the amount of tin coming in has decreased. The situation in the tin market is such that higher prices may be looked for. Local quotations are unchanged at 48c per pound.

SPELTER.—The demand for this metal continues more active, particularly for brass special spelter, and the market is holding firm, with quotations up ½c per pound. Local price, 14½c to 15c per pound.

LEAD.—While the "Trust" is holding the price of lead at 7c New York, independent producers have raised their quotations to 7.20c New York for spot metal. Local quotations firm and unchanged at 9¼c per pound.

ANTIMONY.—There has recently been a more active demand for antimony and the market is firm. Local price, 18c per pound.

ALUMINUM.—The market is firmer, due to an improved demand and a scarcity of spot and nearby metal. Aluminum is quoted locally at 68c per pound.

Pumps Advance 10% Repairs Unchanged

PUMPS.—Pump manufacturers have advanced their prices on pumps 10%. Pump repairs and pump leathers are not included in the above owing to advances made recently on these lines.

LONDON MARKETS

LONDON, Dec. 1.—Business in this district continues to be exceptionally good. All seasonable lines are in good demand. The Christmas trade has now started in well and stores are busy making preparations for a still larger trade later on as the season approaches the holiday. Many merchants are already dressing their windows with special Christmas goods. During the week the price movements have been generally upward. Turpentine has made substantial gains during the week. White lead in oil holds firm in price. Advances in all mixed paints are in order coincident with the announcement of higher prices by the paint companies. Wire nails and all wire products have advanced again. Fence wire is holding firm at present prices. Many of the hardware stores are handling wooden toys this year. The variety is good and prices are attractive. Sad irons have advanced still further. Shellac has increased in price 10 per cent. Iron rivets and burrs register a still further increase. Rope has had a general advance of 1c per pound. All seasonable lines are firm in price and are selling well. Skates, sleighs, sleigh bells, snow shovels and kindred lines were in good demand last week. Advances have also been recorded in wood screws, stove bolts, tire bolts and iron rivets and burrs. Collections have been good during the week.

Wire Nails and Wire Products All Up

NAILS AND WIRE.—An advance of 15c per 100 pounds has gone into effect during the week on wire nails, which now makes the base price $4.35 per 100 pounds. All wire products, such as staples, fence hooks and O. and A. wire, followed upward in sympathy with the firmness in the wire market. The advance on these products is also 15c per 100 pounds.

Linseed Oil Holds Firm

LINSEED OIL.—Although there has been an uncertainty in the market for linseed oil owing to the fluctuations in the seed market, still prices quoted last week have held firm. Under the present conditions the sale is light. Raw linseed oil in 1 to 2-barrel lots is selling at $1.20 per gallon and boiled at $1.23. In 3 to 5-barrel lots the price quoted is $1.19 for raw and $1.22 for boiled. For 6 to 9-barrel lots the quotations are $1.17 for raw and $1.20 for boiled.

Turpentine Advances 5c Per Imperial Gallon

TURPENTINE.—There has been a firmness in the turpentine market during the week, due to conditions in the primary centres in the Southern United States. An advance of 5c per gallon has been made during the week. In barrel lots the price quoted now is 79c per Imperial gallon, 78c in 2 to 4-barrel lots, and 86c in small lots of 5 gallons. Demand for the commodity has been fair.

White Lead in Oil Firm

WHITE LEAD IN OIL.—Although no price changes have been recorded in the price of white lead in oil, the market is firm at present quotations. There has been a light sale. In small lots it is quoted at $14.25 per 100 pounds and in ton lots at $13.95 per 100 pounds.

Putty Firm

PUTTY.—The price of putty holds firm at recent quotations of $3.70 per 100 pounds in 100-lb. drums and $3.80 per 100 pounds in 25-lb. drums for the pure. Standard putty is quoted at $3 in 100-lb. drums and $3.10 in 25-lb. drums.

Wooden Toys Being Handled This Year

TOYS.—Many retail hardware merchants are handling wooden toys for the first time this year in preparation for the Christmas trade. The variety of the lines carried is quite extensive and the prices are at attractive figures. These are all made-in-Canada toys, and the merchants are deserving of support in their efforts to place these articles before the public.

Sad Irons Again Record an Advance

SAD IRONS.—Another advance following that recently announced has gone into effect on the Potts and asbestos sad irons. The new prices for these are now as follows:—Potts N.P. No. 50, $1.20 per set; Potts plain No. 55, $1.05 per set; Asbestos No. 70, $1.75 per set; Dover No. 60, $1.10 per set.

Cow Ties and Stall Fixtures Up

The discount on cow ties has been changed to 32½ per cent., which provides for an increase in these articles. Stall fixtures have also advanced. The new price on the latter is 95c per dozen.

Shellac Advances 10 Per Cent.; Gum High

SHELLAC.—An advance of 10 per cent. has been made on both orange and white shellac during the week. The advance has been occasioned by the firmness in the shellac gum market, which is now at high levels and difficult to obtain owing to the shipping situation from India. Following are the quotations:—Orange—1 gal., $2.55 gal.; ½-gal., $2.75 gal.; ¼-gal., $2.90 gal.; pints, $5 doz.; ½-pint, $3 doz.; ¼-pint, $1.90 doz.; 2-oz. bottles, $1.05 doz. White—1 gal., $2.75 gal.; ½-gal., $2.90 gal.; ¼-gal., $3 gal.; pints, $5.50 doz.; ½-pint, $3.40 doz.; ¼-pint, $2.25 doz.; 2-oz. bottles, $1.15 doz.

Charcoal Advances

An advance in the price of charcoal has gone into effect. Paper bags are now selling at $1.20 per dozen, and 5-bushel sacks at 22c per bushel.

New Discounts on Rivets and Burrs

A further increase in the price of iron rivets has been made. The discount is now 30 per cent. instead of 32½ per cent. This decline follows a decline of a similar amount made last week.

Poultry Netting Advances

The new discounts are now out for galvanized poultry netting. On the Canadian mesh the quotations are 27½ per cent. off list and 20 per cent. on Canadian mesh. This provides for a substantial increase, as the former discount on Canadian was 30 and 10 per cent.

Glass Prices Firm

Sales of glass have been fairly good during the past week. Prices are holding firm at recent discounts of 20 per cent. for both single and double diamond and 50 and 5 per cent. on cut lights.

All Rope Products Up 1c Per Pound

ROPE.—An advance of 1c per pound has been announced on all ropes. Pure

Manila is now quoted on a basis of 23½c per ⅝ inch and larger; British Manila on a basis of 19c per pound; African hemp at 19c per pound base; and sisal lath yarn at 17c, with sisal rope at 17c also for base sizes of ⅝ inch and larger. There is a firmness in all sisal products, and manufacturers would not be surprised to see the raw fibre market go higher, and thus necessitate higher prices for sisal products.

Wood Screws Have Been Marked Up

SCREWS.—All wood screws have been advanced approximately 10 per cent., according to the new discount lists that have been issued. New discounts will be found in a panel elsewhere. Stove bolts have also recorded an advance, the new discount being 55 per cent. off list. Tire bolts have also advanced, the new discount being 40 per cent.

WINNIPEG MARKETS

WINNIPEG, Nov. 30.—Conditions in the various markets still continue strong with the tendency on all lines of steel and wire products to advance to further high levels. Another week of activity is to be noted in the latest prices issued on bolts and nuts, wire nails, wrought iron pipe and buck saws. These four are perhaps the most important lines affected but latest advices indicate further advances in all lines of butts and hinges, barrel and tower bolts, screw eyes and various other lines of bright wire goods. The new prices are not available at time of writing but should be included in next week's report.

New High Price for Linseed Oil

There has been considerable activity during the past week in linseed oil and following a decline of 3c per gallon. barley in the week comes an advance of 7c making to-day's figures the highest recorded in years. Best quotations now available are noted herewith:

Raw .... $1.40 per gal., bbl lots
Boiled .. $1.43 per gal., bbl. lots

No change has yet been made in the price of turpentine, quotations being firm at 80c per gal. bbl. lots.

Hand Saws Higher

For some time past, jobbers have been anticipating a big advance in the price applying to buck saws. All lines of hand saws have undergone decided increases during the past year. So the new prices issued will not come as any great surprise. Quotations now being made are on the following basis:

Prince Rupert, $9.25 per doz.; watch spring $7.25 per doz.; happy medium, $7.00 per doz.; new century, $9.25 per doz.

New prices issued on cross cut saws, also show a big increase as the quotations noted below on the "common" tooth will indicate: Common cross cut saws—One man .40c ft. all sizes; Two man .40c ft., all sizes.

Pipe Stocks and Dies Up

Jobbers advise that all of Butterfields' line of pipe stocks and dies, blacksmiths' stocks and dies, Reece screw plates, pipe taps, taper taps etc., are also undergoing an upward change approximately 10 per cent. higher than former figures.

Bolt and Nut Discounts

The latest prices issued on bolts and nuts certainly show the tendency of quotations being issued from time to time. Perhaps no items in the hardware trade have shown steadier advancement than these items and the situation has developed to such an extent that to-day it is not so much a question of price as getting delivery of the goods. This applies particularly to bolts, on which the situation is to some extent acute with no prospects of immediate betterment. Discounts now available on bolts are as follows:—

Carriage bolts, ⅜ and smaller 20 per cent.; 7-16 and larger 5 per cent.; Machine bolts, ⅜ and smaller, 20 per cent.; 7-16 and larger 10 per cent.; Plow bolts, 10 per cent.; Sleigh shoe bolts, ⅜ and smaller, 10 per cent.; 7-16 and larger, 5 per cent. Lag screws, 30 per cent.

Included herewith are also given net prices on a few of the best selling lines of square and Hexagon tapped nuts, which speak for themselves with regard to this line.

Square tapped nuts, less than cases, per 100 lbs.—¼ $17.00; 5-16, $15.00; ⅜, $13.10; 7-16, $12.10; ½, $11.80; ⅝, $11.30; ¾, $11.00; Hexagon Tapped Nuts, 5-16, $20.00; ⅜, $16.60; 7-16, $14.70; ½, $14.35; ⅝, $13.30; ¾, $12.75.

Further Advances in Pipe

Following last week's announcement of an advance in wrought iron pipe, to-day's further advances come somewhat of a surprise, if surprises can be said to exist now with conditions in such an uncertain state. To-day's quotations as noted below are about 2½ per cent. over last week's figures:

Wrought pipe black—¼, $4.01; ⅜, $4.10; ½, $5.27; ¾, $6.44; 1, $9.54; 1¼, $12.78; 1½, $15.39; 2, $20.75. Galvanized—⅜, $6.57; ½, $7.11; ¾, $8.87; 1, $13.14; 1¼, $17.73; 1½, $21.20; 2, $28.53.

The last change on wire nails brings home more than ever the conviction which has been growing for some time past, that 5 or 10 cents worth of nails is not going to do all the odd jobs around the house as it used to do. The writer can remember when it was a very good assortment of nails that sold for 10 cents but this line is now attaining a figure which almost might be termed a luxury. Another advance of 10 cents per keg during the past week reveals these figures as the best obtainable:

Wire nails, Ft. William, $4.25; Winnipeg, $4.65 per keg base.

Wrapping Paper Higher

Kraft wrapping paper is again in the limelight this week and the tendency as noted previously is still upward. The paper situation does not improve and is quite well known to all our readers who have read previous articles we have issued, and it is also being brought to everyone's notice through the daily press. The best price being made to-day on Kraft paper is 11c per lb., just one hundred per cent. advance in the last few months.

Stove Pipe Prices

We mentioned some lines of stove pipe as having advanced last week and supplementing this list are to be noted, the following per 100 lengths:—

Riveted pipe 6 in., $12.75; 7 in., $13.75. Ready to rivet, 6 in., $12.75; 7 in., $13.75; Taper pipes, 6 in., $2.85; 7 in., $2.85; Tee pipes, 6 in., $4.75; 7 in., $4.75.

Other lines to be noted are as follows:—Cap screws, 30 per cent. discount; Set screws, 35 per cent. discount; Sweat pads, $5.70 to $6.00 doz.; Galvanized pump rod, 7-16, $7.35 per 100 lbs.; Tank pumps, $7.00 each; Safety hasps, 915-3 in., $1.15 doz, ;4½ ins., $1.50 doz.; 6 in., $2.40 doz.

ORDERS AMOUNT TO $26,000,000

Since the commencement of operations in May, 1915, the War Office Service, conducted by the C.P.R. purchasing department under the direction of Edward Fitzgerald, has placed orders in Canada amounting to $26,000,000. The list of supplies bought is quite varied. Listed under five headings, the commodities and their values are as follows:—Cotton and woolen goods, $2,550,000; foodstuffs, $16.200,000; sugar, $2,600,000; miscellaneous manufactures of iron and steel, $2,400,000; miscellaneous supplies, $2,250,000.

LETTERS TO THE EDITOR

These columns are open to contributions upon any topic of interest to the trade, it being understood that the views expressed are those of the contributors, and do not necessarily imply editorial indorsement. Names of contributors will be withheld, if desired, but name of writer must accompany correspondence as an evidence of good faith.

The following letter has been received from a Western Canada representative of a large stove manufacturing company. The letter suggests a remedy for overcoming the ever-growing competition of the mail order houses. The views expressed are those of the Westerner.

HARDWARE AND METAL readers are invited to send in their views regarding this important matter:

To Editor Hardware and Metal.

Have just been reading article in your last issue of H. and M. re "Stove makers taking smaller profits." We think we are correct in assuming that stove prices are being held down at the present time by mail order houses, also that at the present time some at least of these mail order houses are selling stoves at cost, and at less than cost, to keep faith with the many readers of the "Homesteaders' Bible" in these Western provinces. It seems to be the opinion of at least some of the Eastern stove makers that there is likely to be more or less of a stove famine in Canada in 1917. Such being the case, there would not seem to be much need to worry about the disposition of any output for the next year or two, but "preparedness" being a much used word at the present time, it would seem as if it might be wisdom to give some consideration to what is likely to happen when this war is over, conditions normal and our factories not being called upon to produce munitions of war. Stove makers will have more goods to sell than at present, and doubtless the mail order houses will be still in evidence, if not more so. There is no possible doubt about its being a fact that mail order houses at this time are securing a large proportion of the stove trade west of the Great Lakes and getting a firmer grip in this business as time goes on, due entirely to the fact that they find it possible to make such interesting prices as the retailer cannot compete with except at a loss. It is our understanding that some of the larger mail order houses manufacture in their own factories many of the lines they handle; that these plants are not being run with any idea of paying dividends, but considered quite satisfactory if they make even, the entire output being turned over to mail order branches at the net f.o.b. factory costs, any profiteering to be done by the latter. Stove manufacturers could, we think, successfully meet this competition if they would get together and enter into an agreement, so far at least as the Western provinces are concerned, something along the following lines:—Appoint a competent committee to select such lines of stoves and ranges made by each manufacturer as have been found particularly adapted to this Western trade; decide on the quantity of each line that could probably be disposed of during the coming season, and the estimated net f.o.b. factory cost of each such line, placing with each firm interested an order for any such quantities at the net f.o.b. factory cost prices; open one or more distributing warehouses in each province, with a proper organization for the handling of the business; arrange f.o.b. warehouse prices; issue catalogues with cuts and prices at which they will be sold direct to the consumer. Such a scheme as roughly outlined should considerably reduce the first cost, must very largely reduce the present warehousing offices and travelling expenses; in fact, should greatly simplify the entire proposition, at the same time making more money for the interested firms. It would, of course, result in very largely, if not entirely, eliminating the retail stove merchant; but as this is bound to be the result under present conditions, we believe in most, if not every case the present retail stove merchants would endorse such a scheme as outlined. Any details as to distribution of profits, etc., could very easily be worked out.

Yours truly,
WESTERNER.

WHAT OTHERS SAY

Wants Hardware and Metal Sent Overseas

The following is an extract from a letter recently received from W. J. Carter, Picton, Ont., President, Ontario Retail Hardware and Stove Dealers' Association:—

"In regard to HARDWARE AND METAL would say that my son, Chamberlain, went overseas and I have been mailing him *Saturday Night*, the *Kingston Whig*, and our local papers, thinking possibly in such a complete change of circumstances he would lose interest in our trade paper. This morning I received a letter from him in which he thanks me for the newspapers, but he adds, 'If you have time, do send me HARDWARE AND METAL.'"

Two sons of President Carter are overseas.

* * *

Shaw & Husband, Wallaceburg, Ont.

"We are pleased with every issue of HARDWARE AND METAL. The writer has been a subscriber for nearly 23 years.

"Shaw & Husband,
"D. A. Husband."

* * *

Kelly & Leduc, Hull, Que.

"Your journal is always up to the mark, and we appreciate it very much."

JUVENILE LABOR AND LONG HOURS

From the *Ironmonger*.

The fact that the Ministry of Munitions was able pretty generally to concede the workers their promised holiday at the end of September was accepted by the public as an intimation that the Department has the supply of guns and war materials well in hand. Further confirmation of that view may be found in a memorandum which has just been issued by the Health of Munition Workers Committee. It is mainly concerned with the effects of long hours, curtailment of recreation, and night labor on the juvenile members of the community who are engaged on national work. The medical investigators appointed by the Committee appear to have conducted their inquiries thoroughly, and no attempt is made to gloss over the fact that outside conditions have contributed to the marked physical deterioration which has been observed particularly in the boys. These contributory causes include the long distances that have often to be traveled daily, the indifferent care in the homes, cinema-going after work, with its attendant reduction of the hours of sleep, and lack of outdoor recreation. On the other hand, the circumstances under which the workshops have had to be run have done their share to produce the result. Among these are long hours, week-about night shifts, which preclude the worker from getting accustomed to sleeping in the day-time, and Sunday labor.

A number of recommendations are put forward by the committee, and we find in the report reason for hoping for some improvements. The following passage merits particular attention:

> Apart from the strain on the health involved, long hours had disastrous effects upon the characters of boys. They also might make an adequate amount of sleep difficult, and, perhaps most important, they prevented adequate facilities for recreation. Such facilities were of primary importance both for the physical and the moral welfare of the boys. This latter danger was accentuated by the monotonous character of their work, which afforded no intellectual interest. In the absence of healthy recreation the boys' minds and conversation were likely to become unhealthy and to lead to a general deterioration in character.

Behind that finding lie problems of grave national concern and their solution should not be negelcted.

VITAGAS

The Howard-Vaughan Co., Inc., Niagara Falls, Ont., is marketing "Vitagas," which the makers claim is a tonic that purifies and strengthens the elements of gasoline. It is said that the ingredients used in the preparation of "Vitagas" will at once begin to soften and break up all carbon deposits, and assimilate them with the oxygen thereby increasing the gasoline efficiency 30 to 75 per cent. on the gallon.

EVENTS IN THE TRADE

Mr. Anderson Improving

T. A. Anderson, president of the Merrick-Anderson Co., Winnipeg, who has been seriously ill, is fast regaining his health.

J. A. Gendron Dead

Joseph Alfred Gendron, founder of the Gendron Manufacturing Company, Toronto, died on November 26 at his residence in Ottawa. Mr. Gendron went to Ottawa to reside ten years ago.

W. D. McNeely, Chairman

G. E. Carpenter, secretary of the Prairie Provinces branch of the Canadian Manufacturers' Association, has inaugurated a Medicine Hat section with Wm. D. McNeely, of the Alberta Linseed Oil Mills, Ltd., as chairman.

Surgeon-Lieut. McVicker Killed

S. McVicker, secretary and treasurer of the Standard Silver Company, of Toronto, received word recently that his son, Surgeon-Lieut. E. H. McVicker, was killed while bending over a wounded soldier in the first advance aid post. He was struck on the head by a bursting shell and died instantly.

Death of D. W. Bolton

D. W. Bolton, of Barrie, Ontario, an implement traveler for Frost & Wood and the John Deere Mfg. Co., died on November 25 as a result of injuries sustained when his auto was struck by the northbound passenger G.T.R. train on the level crossing south of Aurora.

C. S. Turner Co.'s New Address

C. S. Turner Co. have opened offices at 147 Bannatyne avenue east, Winnipeg, as manufacturers' agents. Mr. Turner was formerly connected with the firm of Turner & Walker, who did a large storage and forwarding business in Winnipeg. This business, including the agencies handled, was taken over by Mr. Turner when the partnership of Turner and Walker was dissolved.

Business Changes

Canora, Sask.—D. H. Sutherland, hardware merchant, has sold out.

Montreal, Quebec.—Ovide Amour, hardware merchant, has sold to Morency Hardware Co.

Kinistino, Saskatchewan.—The stock of the estate of E. H. Devlin, hardware merchant, has been sold to Millard Bros.

Montreal, Quebec.—Contant, Monette & Pion, Ltd., hardware merchants, have sold their stock.

Odessa, Sask. — Wagmant Hoffart, hardware have sold out to Fitch & Schroeder.

Dominion City, Manitoba.—Robert Gillespie, hardware merchant, has been succeeded by the estate of C. Whitman

Odessa, Saskatchewan. — Wagman and Hoffart, implement dealers, have disposed of their hardware department.

Dominion Incorporations

Dominion Boiler & Foundry, Ltd., capitalized at $200,000, head office Montreal East, Quebec to deal in iron, steel, copper, and other products and to manufacture furnaces, radiators and heating equipment.

Hamilton Steel Wheel Co., capitalized at $2,000,000, head office, Hamilton, Ont., to manufacture carriages, wagons, locomotives, vehicles and conveyances of all kinds, and to carry on the business of iron masters, steel founders, etc.

The Beaver Board Timber Co., capitalized at $50,000, head office, Toronto, to carry on the business of pulp manufacturers, etc.

New Incorporations

The Lymburner Brass Works, Montreal, have been incorporated with a capital of $50,000.

The Painless Horse-Shoe Nail Co. has been incorporated at Ottawa with a capital of $120,000 to manufacture horse-shoe nails and screws of all kinds. Head office is at Toronto and the incorporators are Wilson Rudd and Edward T. Thomlinson of London, England and Harold Griffiths of Croydon, England.

Hamilton, Ont.—The Turner, Day & Woolworth Handle Co., of Louisville, Ky., have secured the property opposite the Canada Steel Goods Co., and will commence the construction of a factory early in December. Lieut-Col. Hatch, of Hamilton, who is a director of the company, was responsible for bringing this new industry to Hamilton.

Firms Registered at Montreal

The following firms have registered at Montreal: Joseph Leclair, hardware, crockery, etc.; Morency Hardware Ltd., Oscar F. Ranger.

HARDWARE LETTER BOX

Roofing Cement

W. H. Wright, Wiarton, Ont.—Please advise where we can purchase thick roofing cement.

Bird & Son, Hamilton, Ont.—Paterson Mfg. Co., Toronto; Brantford Roofing Co., Brantford, Ont.—Ed.

Burnt Out Lamps

Stratford Mfg. Co., Stratford, Ont.—Please advise who buys burnt out electric lamps.

Dominion Lamp Co., St. Catharines. —Ed.

Framed Mirrors

Martin Finlayson & Mather, Ltd., Vancouver, B.C.—Please give the names of manufacturers and wholesalers of mirrors in frames.

Toronto Plate Glass Importing Co., Toronto; Consolidated Plate Glass Co., Toronto and Winnipeg; Excelsior Plate Glass Co., 189 Queen St. E., Toronto; Clatworthy & Sons, Toronto.

Butter Slicers

The Plaunt Hardware Co., Ottawa, Ont.—Please advise where we could purchase a patented machine for slicing butter for table use.

Delaval Dairy Supply Co., Toronto.

Bag Hangers

Sumner Co., Moncton, B.C.—Please advise where we can procure a paper bag holder which hangs from the ceiling.

Kilgour Bros., 21 Wellington St. W., Toronto; O. P. McGregor Paper Co., 411 Spadina Ave, Toronto; Wilkins Smallwares Co., Colborne and Market Sts., Toronto.

Attachment for Ford Car

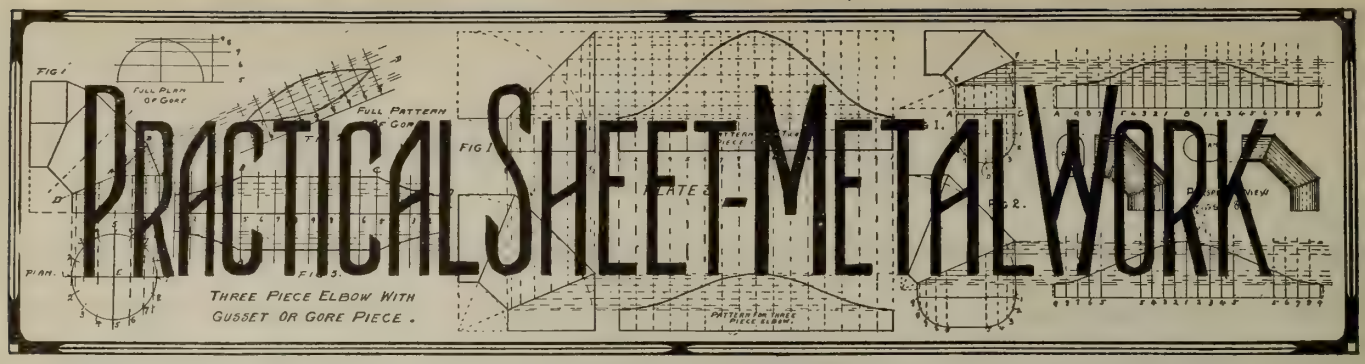
Keyes & Reynolds, Sault Ste. Marie, Ont.—Please advise if any automobile manufacturer makes an attachment for a Ford car to turn it into a delivery truck.

Clenton Motor Truck Co.—Ed.

Room Products

McKinley & Northwood, Ottawa, Ont.—Please give us the name and address of manufacturers of Rome Products.

Rome Mfg. Co., Rome, N.Y.—Ed.



BY THOMAS STANFIELD

IN many ways the pattern here shown, of a child's bath tub, is similar to the development of a pattern for either an offset or elbow.

The difference, however, is that only half a circle is used with a portion of material flat for the sides.

The first step to take is to determine the slant and depth of the article and to draw the elevation and plan. Only the slanted end is required, as shown in Figs. 1 and 2. Next divide a quarter of the plan into equal parts, beginning at F. 1, 2, 3, 4, 5 and 6. From each of these points draw a vertical line, cutting A B and D, and from 1, 2, 3, 4, 5, A and B, draw a number of lines parallel to B D, intersecting C D.

Now draw a short base line from C, and mark it off as shown, using the measurements developed on line C D; this base line to be at right angles to the dotted lines C. 1, 1, 2, 2, etc., and draw a stretchout line in any convenient place. Transfer the measurements from plan, as shown at F. 1, 2, 3, etc., to the stretchout line until sufficient measurements have been transferred to allow for the whole end of the article.

Now draw lines sufficiently long at right angles with the stretchout line from each point on C. 1, 2, 3, 4, etc.

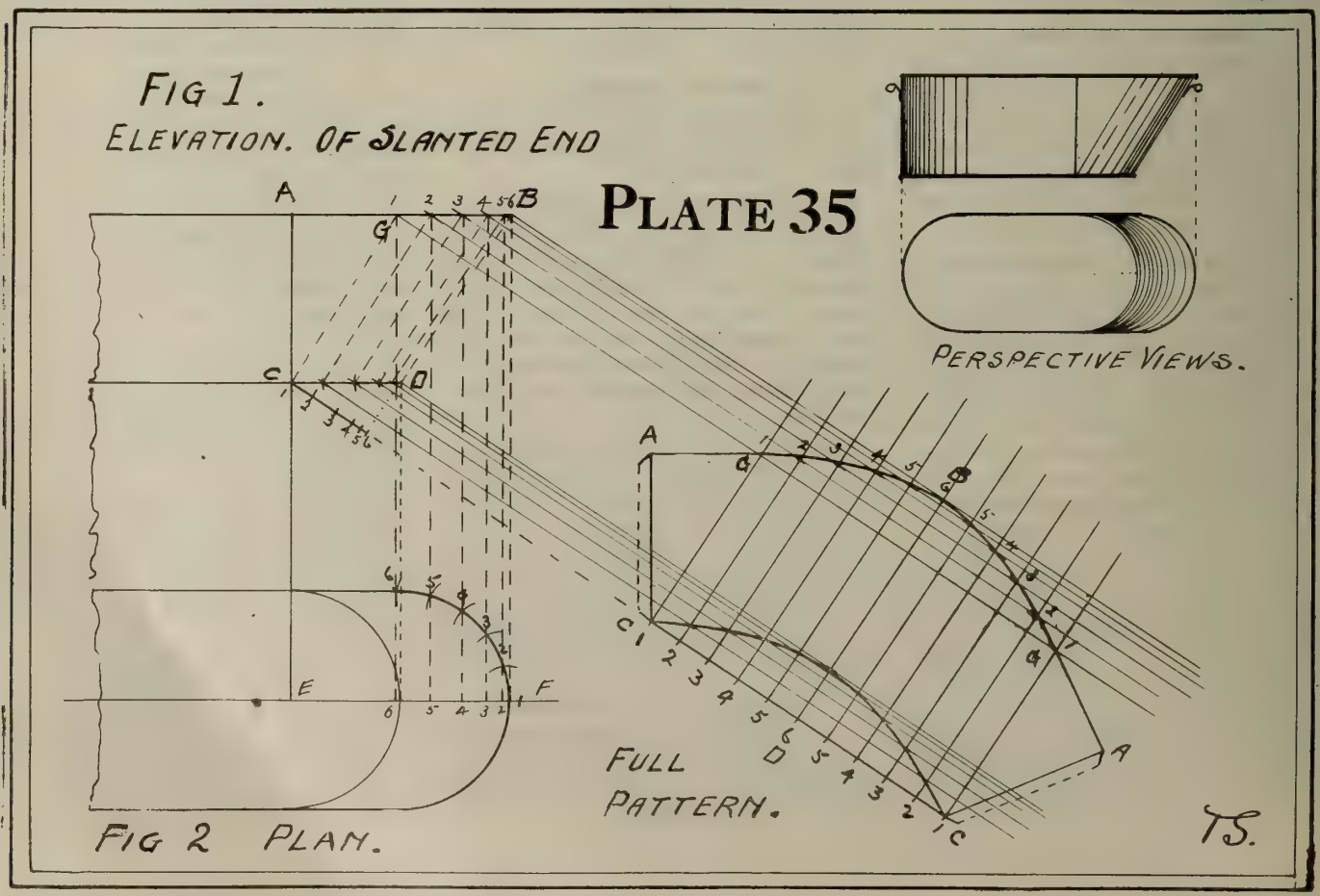
Then draw a number of lines from points of intersection in Fig. 1, A B and C D, until all the lines on stretchout line have been cut. The points of intersection of these lines will show the full pattern of the piece.

Another method may also be adopted to develop the pattern. Note the short solid base line in Fig. 1, C. 1, 2, 3, 4, 5, 6, and lines C D and A B. By placing the compass on the solid line opening up to the points of intersection on lines C D and transferring these measurements to the stretchout line for pattern the different points to cut are described, which is necessary for the lower part of the pattern. Repeat the same by opening compass to line A and B, Fig. 1, and transferring these measurements to stretchout line.

This dispenses with having to draw the thin lines shown from Fig. 1 to pattern.

Next place the compass at C A, Fig. 1, and with this radius draw an arc with point of compass at C in stretchout line. Then with A G in Fig. 1 as radius, draw another arc from G1, cutting arc just made and connect these two points C and A in pattern, repeating the operation at both ends of the pattern; the material required at each end of the pattern requires to be flat, as shown in both the pattern and elevation at A C G. Allowance must be made for the style of run at the top and base as well as the side seam, the latter only being shown.

(Continued in next issue.)



WHAT OTHER PAPERS SAY

TURNING BACK THE CLOCK

From *American Artisan.*

For quite a while there has been a movement to "save daylight" in stores, shops and factories. In some isolated cases actual tests have been made in factories all of which are said to have resulted in general satisfaction: the workers started an hour earlier, quit an hour earlier and had more of the "day" before bedtime at their own disposal; the output of the factory was greater and better, thus pleasing the stockholders.

But so far, there has been no real general effort to turn the clock back, which it is said must be done if the movement is to result in a general adoption of the rule to start and quit an hour earlier.

In Cleveland, Ohio, the proposition has been taken up by the Chamber of Commerce, and for two years Cleveland has had "Eastern" instead of "Central" time, although the railroads are not in favor of it, claiming that such a course, if followed by some communities and not by others, will cause a great deal of confusion and difficulty in the matter of train schedules.

It would seem that the simplest way would be to decide in each case to start an hour earlier and quit an hour earlier, according to the method of counting the time, without interfering with the running of the clock. There would be only a few people, we are sure, who would object to start, say at 7 o'clock instead of 8 o'clock in the morning, provided they knew that their day of work was ended at 4 o'clock instead of 5 o'clock in the afternoon. During the summer months they would then have a couple of hours good daylight at their homes in which to look after such affairs and work as might need attention, and in the winter they would usually reach their homes before sundown.

The main point to keep in mind is that we start our work too late in the day at the present time and under the present conditions.

RECIPROCITY WITH CANADA

From the *Highway Magazine.*

Motoring reciprocity now extends the entire length of the border between the United States and Canada, as the result of the joint labors of the American Automobile Association and the Canadian Automobile Federation.

It is now possible for American owners to enter Canada and Canadian owners to come into the United States without the giving of a bond for thirty days, which is a period greater than that granted by some states in motoring reciprocity with other states.

In a communication directed to the American Automobile Association at its Washington headquarters, Assistant Secretary of the Treasury, A. J. Peters, thus officially sets forth the decision:

"In regard to the admission of automobiles from Canada, without the giving of a bond, I have to advise you that the first instructions were sent on June 28, to the Collectors of Customs in New York State, it being understood that the courtesy extended to Canada, related only to automobiles arriving in the Province of Ontario from the State of New York. August 3rd, the privilege was extended to automobiles arriving at all parts on the Canadian frontier. The period of twenty-one days named in the former instructions has now been extended so as to permit automobiles from Canada to enter at all ports in the United States without the giving of a bond for thirty days."

ENTENT OF STEEL PRICE ADVANCES

From *American Metal Market.*

With the sharp advances in steel products that have occurred in the past few days, $15 a ton on tin plate, $7 on sheets, $4 on bars and shapes and $5 on plates, it may be of interest to take a fresh view of how the finished steel market has advanced. Using our composite, a weighted average of the prominent finished steel products, for delivery at mill convenience, a comparison can be made between the total advance on this movement, beginning January 1, 1915, and the advance required to bring prices up to the top reached in 1907, the highest market since 1902.

The low point in our composite reached in December, 1914, was 1.4225c. The top in 1907 was 2.075c. This level was reached late in December, 1915. The present is 3.35c. Thus the market has advanced in a trifle less than two years by $38.55 per net ton, and the advance during 1915, to reach the level of 1907, was $13.05.

The advance to the present date is substantially three times the amount required to make prices level with those of 1907, certainly a remarkable showing.

Our composite does not include standard steel rails, which are now a relatively small item, as regards our total steel production, particularly since of the total rail production a considerable tonnage is exported and there is also a considerable tonnage in light rails, prices of both fluctuating from time to time. Standard rails in the domestic market, however, have this year advanced $10 a ton.

Steel prices are advancing sharply, more rapidly than at any previous time in this movement. Nevertheless, the movement may end very suddenly, for the market is without a rudder. By ordinary rules a cessation of advances would make a hesitating market, with probabilities of declines within a few month, but precedents do not count, for there is the export demand and it may absorb what domestic buyers eventually become disinclined to take.

SELLING AHEAD MIGHT CAUSE COMPLICATIONS

From *Engineering and Mining Journal.*

The new practice of selling metals for delivery far ahead is going to be productive of some complications that may not be pleasant later. It has long been the custom in copper and spelter to do the business on the basis of two-month and three-month contracts. The common terms in lead, on the other hand, have been "shipment within 30 days." During the last two years, however, copper and spelter have been repeatedly a year ahead. Of late some business has been done in copper extending to the end of 1917.

What we are witnessing now in copper is exactly what we did in zinc about 12 to 15 months ago. At that time the zinc producers had disposed of most of their expected output for months ahead. It looked as though there were going to be a zinc famine, as if many consumers would have to go without their supplies. But somehow or other they managed to get what they needed and before the middle of 1916 consumers of zinc were themselves sellers and there was something like demoralization in the spelter market.

During the last week nearby copper has sold at 32½c per pound, a sharp rise from the previous week, indicating the apparent scarcity of it and the urgency of the demand for it. It has been gossiped, however, that the foreign governments, delayed in securing transportation for all that they had previously bought, have been meeting the demand and covering themselves by new purchases for later delivery. Whether true or not, it is just such things that check extravagance and abolish the premium on nearby deliveries. It would be rather a grim joke on the American copper industry if the foreign governments were making a profit by supplying at fancy prices domestic consumers who had overstayed their market.

COPPER VS. SPELTER

From the *Boston News Bureau.*

Brass mills do not follow any regular formula in the making of brass but for the most part they consume copper and spelter either in the ratio of 75 per cent. and 25 per cent., or 60 per cent. and 40 per cent., respectively. Manufacturers in this country and abroad have not bought spelter in proportion to their copper takings.

Copper producers are 95 per cent. sold during the first half of 1917; spelter has been sold no better than 30 per cent. for the same period. Production of both copper and spelter has been pushed to the limit, but in the case of the former it does not equal the demand. Zinc smelters have greatly increased their capacity and car shortage. Some of the spelter plants have closed down entirely, due to lack of fuel.

The approach of cold weather spells uncertainty in the western mining districts for both copper and zinc production. From now until early spring Jack Frost will play an important part in determining the production of copper and spelter from month to month.

FINANCIAL PROBLEMS NEXT SESSION

From *Financial Post.*

Sir Thomas White, Finance Minister, will be back in Canada the first week in December from an important visit to England, where he has been consulting with the British authorities. His consultation with the British Government will have considerable influence on future Canadian financing.

Until Sir Thomas returns, the Government is unable to fix the date of the opening of Parliament. The session largely hinges around the budget speech, and the Cabinet will have to know when Sir Thomas considers he could have the budget ready before calling Parliament. During the past two years the budget has been ready early in the session. The general impression is that the House will be called about January 18, but it is, of course, only guesswork until Sir Thomas is back.

It will be the most important budget in the history of Canada, as Sir Thomas will have to provide for an expenditure, war and otherwise, of some $350,000,000. He has a growing revenue this year, which will undoubtedly pass all records and may run as high as $175,000,000. That will pay for all expenditures outside of war, and probably allow us to wipe out $50,000,000 of war debt. But there will be still $175,000,000 to be provided for, which will have to be raised in Canada. In addition, Sir Thomas will have on his hands the problem of financing Britain's expenditures for war munitions in Canada—a question which he has under consideration with the British authorities in England.

WEEKLY PAINT DEPARTMENT

Jubilee Convention of Sherwin-Williams Co.

Large Gathering at Cleveland — Sherwin-Williams Company of Canada Largely Represented — Presentations to Canadian Officers by Mr. Cottingham

THE Sherwin-Williams Co. held their Golden Jubilee Convention at Cleveland, on November 13, 14, and 15, commemorating the close of the fiftieth year in business. The Sherwin-Williams Co., of Canada, Ltd., who were formerly part and partial of the American business, were invited to attend the Jubilee Convention.

There were over five hundred managers and representatives in attendance. The meetings were held in the ball room of the Statler Hotel, and the whole mezzanine floor was turned over to the Sherwin-Williams Co., including the gallery of the large dining room, in order to take care of the managers and representatives at meal times.

It was one of the largest, if not the largest, paint and varnish convention ever held, and as the Sherwin-Williams Co. have branches and warehouses distributed through out the world, it was a very cosmopolitan meeting. There were representatives from a great many different countries. Among the countries represented were: England, South Africa, New Zealand, Australia, as well as Canada and South America.

The convention was a huge success and was symbolic of the big things this company is doing to improve and perfect their business as paint and varnish manufacturers.



Lt.-Col. C. C. BALLANTYNE,
Vice-President of the Sherwin-Williams Co., of Canada.

The figures given at this convention were indeed satisfactory, and showed an enormous growth in the business. There were many interesting sessions, and among these, the session devoted to the manufacturing end of the business, showing the growth of the company in other lines than paints and varnishes, was probably the most interesting.

Erected Large Dye Works

The Sherwin-Williams Co. have erected large dye works at their Chicago plant, and are going into the manufacturing of dyes extensively. The most expert men have been employed, and some of the dyes which have been most in demand and which were formerly procured from Germany, are now being manufactured and shipped in large quantities all over the country. To the different shades which they are now making are daily being added new colors, and although the range of dye colors which the Sherwin-Williams Co. are now putting on the market is not entirely complete, a full and complete line will be offered, it is said, to manufacturers through the dye works very shortly.

The Sherwin-Williams Co., of Canada's requirements for all raw materials, of dyes and chemical colors, are taken care of through its own resources. They own and operate their own zinc and lead oxide mines. They are able to procure from their own resources nearly all of the material used in manufacturing their products.

It was emphasized at the convention that the policy of the company during the past fifty years has always been for the highest quality, and this is the policy which will be continued.



A group photograph of the Golden Jubilee Convention

Opened a Can of First Batch of Paint

A can of the first batch of SWP made by the Sherwin-Williams Co., was opened for the first time at the convention and proved to be in excellent condition. The late H. A. Sherwin, when starting business fifty years ago with Mr. Williams, considered first of all quality in the manufacturing of his goods, and this, it was pointed out, is the company's first consideration to-day.

Gifts for Canadians

W. H. Cottingham, president of the Sherwin-Williams Co., of America, and



H. M. ASHBY,

General Manager of the Sherwin-Williams Co., of Canada.

also president of the Sherwin-Williams Co., of Canada, Ltd., acted as general chairman, and during the meeting he made a presentation of gold watches to three of his business associates in this company, who had been connected with him in business for twenty-five years—Lieut.-Col C. C. Ballantyne, vice-president of the Sherwin-Williams Co., of Canada, Ltd., received one of these watches with a personal gift from Mr. Cottingham of a beautiful watch chain. Geo. A. Martin, a director of the Sherwin-Williams Co. of America, also received a watch, and W. A. Paton, who is in charge of the Calgary warehouse, was the other recipient—he also received a personal cheque from Mr. Cottingham for one thousand dollars.

A smoker was held on Tuesday, the 14th, in Moose Hall, in the form of a play—the company consisting of members of the Cleveland staff, and proved very entertaining.

On Wednesday evening a banquet was held in the ball room of the Statler Hotel, and at which the principal speakers were: Ex-President Taft, Dr. Vincent, president of the University of Minnesota, and Mayor Davis, of Cleveland. A number of the company's songs were sung during the evening, and also the different districts and divisions had their own local songs and yells. The Canadian representatives were asked to sing "Oh, Canada," which they rendered with a great deal of feeling, and it was received by the rest of the convention with hearty applause.

Canadians on Special Train

The managers and representatives of the Sherwin-Williams Co., of Canada, met in Toronto on Sunday morning, the 12th, and were taken from there direct to Cleveland on a special train. Although leaving about thirty minutes late, they arrived in Cleveland about thirty-five minutes ahead of time, making it necessary to sidetrack the regular train from Buffalo to Cleveland, at Erie.

On Thursday, the 16th, a local convention was held in one of the rooms of the Statler to go over business connected with the Sherwin-Williams Co., of Canada, and shortly after noon the Canadians departed on a special train leaving for Toronto from Cleveland.

The representatives returned to their territories very much enthused with the splendid opportunities for business in Canada, and the selling helps which they have this year will be of great assistance to their agents for securing more and better business.

NATIONAL VARNISH MAKERS CONVENE

James B. Lord, of Boston Varnish Co., Re-elected President

At the convention of the National Varnish Manufacturers' Association, held recently at New York, James B. Lord, president Boston Varnish Co., Boston, Mass., was re-elected president of the association. Other officials elected were:—First vice-president, Arthur Davis, New York; second vice-president, Carl J. Schumann, New York; secretary-treasurer, G. B. Heckel, Philadelphia; directors, F. A. Glidden, Cleveland; J. H. McNulty, Buffalo; Franklin Murphy, Jr., Newark, N.J.; and F. A. Colby, Detroit.

One of the subjects which came in for considerable discussion was the rapidly advancing costs in the prices of raw materials which enter into the manufacture of varnish. If present conditions continue, an advance in prices of varnish will become necessary. The following are some of the materials which enter into the manufacture and sale of varnish. The percentage figures show the increases which have taken place on various products since the outbreak of the war:—

Varnish gums	40%
Shellac gums	100%
Colors	100-500%
Alcohol	70%
Linseed oil	80%
China wood oil	75%
Solvents	100%
Tin containers	40%
Advertising, color cards, etc.	40-50%



of the Sherwin-Williams Co., held at Cleveland.

Meeting of Paint Association

A MEETING of the Canadian Paint Manufacturers' Association was held on Monday and Tuesday, Nov. 27 and 28, in Monteral. Officers for the ensuing year were elected as follows:—

President—Geo. Henderson of Brandram Henderson Limited.

Vice-President—Walter B. Ramsay of A. Ramsay & Son.

Geo. Edwards of Brandram-Henderson Limited, who has been secretary of the association tendered his resignation. A successor has not yet been appointed.

The most important matter under consideration was the question of increased costs of materials, manufacturing, etc. This matter was gone into thoroughly and advances in prices were decided upon, a full announcement of which appears on the paint market pages.

On Tuesday afternoon the members in a body attended the funeral of the late Mr. Aird.

DEATH OF H. W. AIRD

Montreal.—The death occurred here on Saturday, at his residence 425 Elm Avenue, Westmount, of Hugh Weir Aird, manager of the Canada Paint Company.



The H. W. Aird.

The late Mr. Aird was born at Troon in Ayrshire, Scotland and received a good education in Glasgow and Liverpool Colleges, after which he embarked on a business career. He came to Canada thirty years ago, locating in Montreal. He joined the staff of the Canada Paint Co. over twenty years ago and has acted as manager for the company for many years in which capacity he has been most successful.

Mr. Aird was one of the best known and best liked paint men in Canada and hardwaremen generally will feel the most sincere regret at the news of his death.

His interests were wide also outside of business connections. He took an active interest in sporting and athletic affairs and was a member of the Country Club Golf, the Heather Curling Club and a former member of the Westmount Bowling Club. He was a member of the Board of Trade and of the Canadian Club. In religion, he was a Presbyterian and a member of St. Paul's Church.

The funeral took place on Tuesday.

SHERWIN-WILLIAMS U. S. CONVENTION

Two New Members Added to Directorate of United States Company

At the stock-holders' meeting of the Sherwin-Williams Co., of the United States, held recently during the convention at Cleveland, Ohio, two members were elected to the directorate of the company, which now consists of nine members. The complete directorate of the Sherwin-Williams Co., of the United States, is composed of the following:—W. H. Cottingham, S. P. Fenn, J. C. Beardslee, W. B. Albright, E. M. Richardson, E M. Williams, A. D. Joyce, A. W. Frank, G. A. Martin.

BEAVER BOARD VARNISH CO. FORMED

Subsidiary of Beaver Board Co.

A new varnish industry has been formed at Buffalo, N.Y., under the name of the Beaver Board Varnish Co., a subsidiary of the Beaver Board Co., manufacturers of "Beaver Board." Work has already started on the new plant. The new company, it is said, will manufacture special varnishes, chemicals, etc.

CANADIANS DEMANDED THAT FLAG BE SHOWN

Took Thirty Minutes to Find Flag

At the recent meeting of the National Paint, Oil and Varnish Association, held at Atlantic City, one of the reports received was from the Master Painters' Committee. The report dealt chiefly with the convention of the International Association of Master Painters, held in Cincinnati last February. The report, in part, follows:—

"An incident necessitating some active work on the local Master Painters' Committee was caused by a demand made by the Canadian members of the International Association, that the Union Jack be among the decorations of the meeting place before the business of the convention proceed. It required a vigorous search of the city for fully thirty minutes to locate a British flag bearing the coat of arms of Canada. The incident was an unusual one, demonstrating the depth of Canadian patriotism during these troublous days."

PLANS TO SYSTEMATIZE BUYING

(Continued from page 23.)

prices and qualities. Then returning to the hotel, they can lock the door and go over the notes without interference, discarding the lines they are not likely to be able to sell and placing their orders for the rest.

Another merchandise man says: "We judge our buyers to a certain extent on the results of their trips to market. We expect them to visit all possible suppliers, even though there is little likelihood of buying from many of them. A concern to which we have not given a dollar's worth of business for years may 'score a beat' on its competitors with some article that is just what we can readily sell, and we expect our buyers to locate that article. We have a certain feeling of worry about any buyer who year after year places his orders with the same concerns, without learning about several live, new sources. We feel that such a buyer may be letting something worth while escape him."

Most retailers feel this way. Out of fifty-nine merchants questioned by System—many of whom do an annual business of less than $100,000—nearly two-thirds make a practice of paying regular visits to their suppliers.

Some of the buyers have certain special methods which they find are unusually helpful in keeping them in touch with market conditions. A Toledo merchant, for example, has established a kind of "experience exchange" with other merchants in the same line in different cities. He has a correspondent, for example, in Columbus, another in Dayton, a third in Cleveland, a fourth in Detroit. These merchants of course, do not compete with one another, and they can therefore write frankly and tell what goods they are buying, which styles and prices are moving best, what unusually good "finds" they have made at their markets, and so on.

"Each of us gets and gives a lot of valuable information," says the Toledo merchant, "and we all helped in deciding on what the markets have to offer, and what our customers are likely to want."

People Stick to a Good Thing—



A distinctively good thing is

JAMIESON'S PURE PREPARED PAINTS

They are good in quality and value.

Get to know them and you'll stick to them too, for they attract a large repeat order business, and pay you a most desirable profit.

Drop a card for our agency proposition.

R. C. JAMIESON & CO., Limited, Montreal, Canada

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

The popularity of your store depends mostly on the stock you carry. Talking of Paint, there is no better seller than Ramsay's and every can is a can of satisfaction. Since 1842 Ramsay's Paints and Varnishes have been made right and have proved their ability to stay right. Color and quality are fixed. Ramsay's complete line "is" complete, and that's the line of paint for you to carry if you would make yours the most popular store in town.

Ramsay's Paint



A. Ramsay & Son Co.

Established 1842

Toronto MONTREAL Vancouver

WEEKLY PAINT MARKETS

Paint Prices Have Advanced

MONTREAL

MONTREAL, Nov. 29.—The feature of this week's doings in the paint market is the unmistakable arrival of the long predicted increase in prices of mixed paints which HARDWARE AND METAL has been able to inform readers upon in ample time for them to use their opportunities to purchase (as advised by leading manufacturers) well in advance of spring requirements. While linseed oil is a shade easier, the feeling of the market is all towards firmness. Turpentine is actually firmer. White lead in oil is threatening to increase in price if the metal gets any more expensive. Painters' sundries are dearer; wastes show a swift further rise. Varnishes are increased in value with paints. The paint market, which like Rip Van Winkle has been slumbering apparently during the vast changes in prices of all marketable commodities, has awakened, and is rubbing its eyes.

Mixed Paint Prices Have All Advanced

MIXED PAINTS.—Not officially announced to the trade as yet, but nevertheless here as predicted for weeks past in HARDWARE AND METAL, and here to stay, is the increase in prices of mixed paints. By the time this meets the eyes of readers no doubt the announcement of the new prices will have been made. After important meetings in Montreal, paint manufacturers have arrived at the decision to increase prices of all mixed paints to bring them more in proportion to the immense increases in raw materials of late. The following advances may be looked for and counted upon by the trade interested:—On all high-grade house paints, a general advance of twenty cents (20 cents) per gallon. Porch and verandah paints, marine and deck paints, are similarly increased. Inside floor paint is increased by ten cents (10 cents) per gallon, and a number of the lower-priced lines of paint are to be increased by 10c per gallon. Some firms do not handle such lines at all, and some handle them only in trifling proportion to their main business. Shingle stains will show an average increase of 10 per cent., and a similar upward trend of 10 per cent. will be found in all the familiar lines of shelf goods in the paint shop. Painters' sundries will also be found advanced fully 10 per cent. Carriage paint will be up 10 per cent. White paint is only just about at a "break even" level for the manufacturers even at the new scale of prices, and the marvel is not that paint prices have increased, but that they have increased so gradually in the midst of a regular whirlwind of price advances all over the continent and the world, in almost every line of usable and marketable commodities known to commerce. That the prices should have been advanced to their present altered scale, when the first advance took place this fall, is quite a general market opinion.

Varnishes, Like Paints, Are Up

VARNISHES.—In unison with the prices of paints, the prices of all varnishes have been advanced also this week, and the new scale will be made known to the trade in course through the usual channels. On an average the extent of the increase is 10 per cent. The working basis adopted is an advance of 5c per gallon on all lines up to 90c in price, and 10c per gallon on all lines above 90c and up to $1.50, with 15c per gallon for lines between $1.50 and $2. The causes of the increase in varnish prices are similar to those affecting mixed paints, cost of raw materials, the varnish making gums all higher, and the oils, linseed and soya bean oil, all in very firm market.

White Lead in Oil Ripe for a Rise

WHITE LEAD IN OIL.—There is no change so far in prices quoted in Montreal for white lead in oil, though the market for pig lead is exceptionally firm, and the conditions as regards the oil warrant an increase in price of this product. It may be fairly safely assumed by retailers interested that an increase is on the way as regards white lead in oil. If the metal gets much higher, no matter whether the oil gets dearer or not, an increase may be expected in white lead in oil. Prices at present in Montreal are $13.80 for ton lots, and $14.10 for the smaller quantities.

Linseed Oil a Shade Easier, But Firming

LINSEED OIL.—Flax seed in the North-West went much firmer during the present week, and was selling at $2.55 per bushel about Wednesday, with a firmer trend also. Raw linseed in the car load was still over the dollar in price, though the tone of the market had been rather weaker. It is expected that considerable buying may be done if linseed oil returns to a dollar or less per gallon, as the feeling is all for further firmness even if a passing decline is noticed. There is certainly an insufficient supply of this product to meet world-wide demand, and on the American Continent and in Canada the shortage is apparent in price increase. Prices quoted in Montreal in the trade are still at the figures of last week's quotations as follows:

Per gallon Imp.	Raw.	Boiled.
1 to 4 bbls. ...	$1.15-1.20	$1.20½-1.25
5 to 9 bbls. ...	1.14-1.19	1.19½-1.24
10 to 25 bbls...	1.13-1.18	1.18½-1.23

Turpentine Shows Rising Tendency

TURPENTINE. — Turpentine, which has been in fairly easy market, though with a firming tendency for some weeks, took a much firmer tone this week, and was quoted well above the 70c per Imperial gallon, which had been the lowest figure learned of in the trade in Montreal last week. An increase of from 3c to 5c per gallon was recorded over the generality of the trade willing to quote, the increase being due to the firm tone of the primary market, and the general tendency of the whole trade in mixed paints and their constituents. Following are average prices:

	Per Imp. gal.
1 barrel lots	73c-78c
2 to 4 barrels	72c-77c
5 to 10 barrels	71c-76c

Wastes Show Still Further Increases

WASTE, ETC.—Waste prices show further increases this week, though the

If You Could Get a $1,000 Order By Writing One Letter—Would You?

EARLY last December a hardware merchant in a small town read an advertisement in his favorite trade paper and wrote a letter in reply to it.

"That letter," he told one of our travellers last week, "brought me over a thousand dollars' worth of business—because through it I obtained a Brandram-Henderson agency, with the result that my 1916 paint sales were $1,050 ahead of my best previous year."

This merchant does not hesitate to give much of the credit for his increased paint business to the active assistance given him by the B-H organization.

He is to-day very glad that he wrote that first letter, asking for "the B-H agency proposition," last December.

If **you** are a responsible, progressive merchant, in a locality where we are not already represented, a similar letter written to-day may be followed by the same gratifying results in 1917.

Write the letter, anyhow, and when our complete proposition is before you, see if you're willing to turn it down.

BRANDRAM-HENDERSON LIMITED

Montreal, St. John, Halifax, Toronto, Winnipeg

If interested, tear out this page and keep with letters to be answered.

last rise in these lines was recorded only last week. For cream polishing waste 20½c is charged now per lb., as against the 18½c of last week. White wiping waste is up 1c again, and colored wiping wastes show varying increases, as: Fansy, 1½c up to 14½c; Lion, 1¼c up to 13c; Standard, 1c up, now 11½c; Popular, 1c up, now 10½c; Keen, 1c up, to 9½c. Glass continues as firm as ever and scarcer. Putty is in firm market still, and will remain so. Gasoline is unchanged in price, still 27½c per gallon ex tank car.

TORONTO

TORONTO, DEC. 1.—The big feature in the paint markets during the week has been the advance of 20c. per gallon on all mixed paints, both in colors and whites. This advance has followed repeated intimations given in the columns of HARDWARE AND METAL that an advance could undoubtedly be looked for. The advance was made necessary by the high price of linseed oil and the advance in other raw materials. Local paint men were advised of the change on Wednesday of this week. Linseed oil has held steady in price during the week. Turpentine on the other hand has advanced 3c. per gallon in most instances. The demand for this article is reported fairly good, considerable quantities being used in various lines of manufacture. Gasoline holds steady in price, with the exception of the better grades used by rubber concerns, where an advance of 2c. per gallon has been recorded. No definite intimation of higher prices in glass has been made as yet, but dealers are anticipating that higher prices will prevail for the spring deliveries of glass. White lead is in a very firm market and an advance would not come as a surprise to many dealers in the trade. Business has been seasonably good during the week. Bookings for spring delivery have been heavy so far, in some cases reported much ahead of last year.

Mixed Paints Make Jump Upward of 20c

MIXED PAINTS.—Mixed paints have advanced 20c. per gallon during the week and are now selling at $2.80 for colors and $3.05 for whites. This advance has been in accord with the predictions made in these columns for several weeks past. With the increased cost of all raw materials and the high price of linseed oil it was pointed out that there seemed no other way out of the situation other than through higher prices. Porch paints have also advanced 20c. per gallon, while inside floor paints and barn paints together with paint sundries have advanced 10c. per gallon. Orders for the spring trade in trade are reported exceptionally good.

Linseed Oil Held Steady in Firm Market

LINSEED OIL.—Linseed oil has held steady during the week with the demand reported somewhat light. The flaxseed market has again had its ups and downs but within narrower limits than the previous week. On Thursday of last week it closed at $2.66½ in Winnipeg, and on Wednesday of the present week it closed at $2.58 per bushel. On Monday of the present week it was down as low as $2.54 per bushel, but has shown a disposition to firmness during the first part of the week. As a result linseed oil has remained in about the same position as it was last week, the range of prices being practically the same, with 1c. lower price in certain quarters. One concern was out of the market altogether during the entire week, not caring to give any quotations. Receipts of flaxseed at Winnipeg still continue to be fairly heavy around 35 to 40 cars daily. Oil men assert their belief that as soon as present heavy deliveries of seed ease off somewhat there will be a still greater firmness in the price of seed. Oil cake is holding steady at a price range of $45 per ton in large lots and $48 per ton in small lots.

	Raw	Boiled
1 to 2 barrels	1.10-1.20	1.12½-1.23
3 to 5 barrels	1.09-1.19	1.11½-1.24
6 to 9 barrels	1.08-1.18	1.10½-1.23

Turpentine Quoted Up 3c Per Gallon

TURPENTINE.—In certain quarters the price of turpentine held steady during the week. In other quarters there was an advance of 3c. per gallon recorded. It is now quoted as high as 79c. per Imperial gallon, with the low quotations of last week advanced 2c. per gallon. The range of prices is now from 71c. to 79c. There was a continued firmness in the primary market during the week, at Savannah on Monday of the present week it sold as high as 50c., but was a trifle easier in price by a half cent per gallon on the two following days.

1 barrel lots (per Imp. gal.), 71c.-79c.; 2 to 5 barrels, 70c.-78c.; 6 to 9 barrels, 69c.-77c.; 5 gallons, 76c.-86c.

Higher Grades of Gasoline Advance 2c

GASOLINE.—The higher grades of gasoline used by rubber manufacturers have advanced 2c per gallon during the week, and are now quoted at 33½c per gallon. There is a scarcity in this grade of gasoline, and manufacturers have found it difficult to supply the demand owing to the big consumption of motor gasoline. Motor gasoline, on the other hand, has held steady in price during the week, and is quoted from 26½c to 27c per gallon. Benzine is quoted 1c under gasoline. Continued steadiness is looked for in gasoline.

White Lead in Oil Has Not Advanced Yet

WHITE LEAD.—Prices in white lead in oil have not advanced during the week, although paint men in certain instances confidently look forward to an increase in the near future. There is a firmness in the market, due to the higher prices being paid for pig lead on the New York market. In that market on Wednesday of this week pig lead advanced 20c per 100 pounds, and is quoted up as high as $7.50. The demand for white lead continues to be light. Locally the prices at the time of writing were $14.25 in small lots and $13.95 per 100 pounds in ton lots.

Shellac Gum Advances; Varnish in Firm Market

SHELLAC AND VARNISH.—Varnish continues in a very firm market, although prices have not been changed upward. With the gums scarce and at high price, with linseed oil high in price; and turpentine quoted at high figures, all the raw materials of its manufacture are doing their share to send the manufactured product up. In the primary shellac market there continues to be excitement and firm prices. At New York the gum was quoted as high as 40½c per pound. Locally the shellac gum has advanced to 44c per pound, which is in keeping with the price in the primary market.

RE-ROLLED STEEL MATERIAL

An American trade journal calls attention to the variety of uses to which croppings and discards from the manufacture of shell steel are being put. Not only are discards rolled into bars, but it is reported that some of this rejected steel is to be rolled into sheets of tin-mill sizes in an effort to meet the demand for tinplate. This method of utilising certain classes of scrap steel is no novelty in Britain. Many years ago the Sheffield mills discovered that re-rolling was a far more profitable way of disposing of old rails, rail crops, shafting, and the like than cutting it up for melting purposes. The practice of re-rolling gave the trade a regular supply of cheap finished steel of considerable commercial value, and thereby secured for this country a profitable export business. The scrap is rolled into sheets, rods, and other forms, particularly spring steel. More recently the same practice was taken up in the Midlands and on the North-East Coast, but apparently America is just waking up to its value.

CROSS

(TRADE MARK)

Christmas Good Cheer

Cross Polishes are selling better every day. THEIR QUALITY is surely winning its way. OUR PRIZE CONTEST is creating a positive demand for our goods.

We suggest that YOU ORDER NOW, as Cross Polishes are the kind to use CHRISTMAS TIME, and ALL THE TIME.

CROSS FRENCH FURNITURE POLISH
CROSS FRENCH FLOOR POLISH
CROSS AUTO BODY POLISH
CROSS CREAM METAL POLISH
CROSS CARPET CLEANER

Our SPECIAL CHRISTMAS OFFER **TO THE DEALER** is **WELL WORTH YOUR WHILE.**

"Canadian Made for Canadian Trade."

Cross Products Limited

56-58 Agnes St., Toronto **Phone Main 5798**



DU PONT

Powders

are the

Hunter's Reliance

FOR dependability and stability the sporting powders made by this century-old company have gained world-wide recognition. This display of confidence is a proof of their popularity, and enables dealers to simplify stocks and make quick and profitable sales.

Du Pont Sporting Powders are noted for their high velocity, penetration and moderate recoil.

The leading ammunition companies load Du Pont Sporting Powders. They are also sold in bulk in popular metal canisters.

For shells and bulk packages, specify Du Pont loads —the hunter's reliance, and the best powders to sell.

E. I. du Pont de Nemours & Co.

Powder Makers Since 1802

Wilmington, Delaware, U.S.A.



Profitable Varnish Selling

WHEN you sell a customer his first can of "Berry" Varnish he will ask for it next time.

Berry Brothers' Varnishes not only win trade but hold it.

The unvarying quality of our line is widely recognized by varnish buyers. This is why all products bearing Berry Brothers' label are so safe to recommend, satisfactory to handle, and easy to sell.

Here are some profitable specialties. They are staples of the varnish trade and ready sellers.

LUXEBERRY WHITE ENAMEL—whitest white, stays white. Makes a permanent snow-white finish in either gloss or dull effects.

LIQUID GRANITE—floor varnish. Makes a smooth, satiny finish. Lasting, waterproof, marproof, also adapted for bathrooms, window sills and casings, and all interior work where great durability is desired.

LUXEBERRY WOOD FINISH for general interior work. Develops and preserves the grain of all woods, and makes a handsome and lasting finish. Rubs perfectly.

LUXEBERRY WALL FINISH—produces artistic color effects on walls. Makes a soft, velvety finish in twenty-one attractive colors and shades.

LUXEBERRY SPAR — for exterior work. Especially adapted for durability under extreme exposure—front doors, store fronts, marine work, etc. Makes a handsome finish and will not turn white under the severest conditions of wear.

Write for Price List and Interesting Dealer's Proposition.

BERRY BROTHERS

(INCORPORATED)

World's Largest Varnish Makers

Established 1858

Walkerville - Ontario

(431)

If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics—B.B. Caps, 25%; C. B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle smokeless, 7½%; other rim fire, 10%; center fire pistol, add. 35% list; center fire sporting, add. 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add. 35% list; empty shot shells, 5%; blanks, add. 25%; bullets, add. 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, 2½% off list; "Regal" Dense Smokeless Powder, 2½% off list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

Shot, standard, 100 lbs., Toronto, $14.50; Montreal, $14.25; net extras, as follows, subject to cash discount only; Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16....$	5.00	12/16....$	7.00
4/16....	5.00	13/16....	8.00
5/16....	5.00	14/16....	8.00
6/16....	5.00	15/16....	9.00
7/16....	5.00	16/16....	9.00
8/16....	5.00	18/16....	10.50
9/16....	5.50	20/16....	12.00
10/16....	6.00	24/16....	15.00
11/16....	7.00		

Discounts from Standard List prices:

Common, 65%.
Ford's Auger Bits, 30 and 10%.
Irwin Auger Bits, 40%.
Gilmour Auger Bits, 60%.
Rockford Auger Bits, 50 and 10%.

F. O. B. Toronto, Montreal, London and Hamilton.

AUGERS, POST

B.T.—8 in. net	3 00
B.T.—10 in. net	3 30
B.T.—12 in. net	3 90

AXES

Single Bit, doz.	8 00	10 50
Double Bit	12 00	14 00
Boys' Axes	6 25	7 50
Hunters' Axes	5 50	7 00
Bench—No. 2, doz.		10 00
No. 3, doz.		10 80
No. 4, doz.		11 60
No. 5, doz.		13 20

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 12c to 60c lb.

BELTING (Leather).

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 10%.
Standard Quality, 30, 10, 10%.
Side Lace Leather, lb.....$1 20
Cut Lace Leather, lb..... 1 40

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

BOLTS AND NUTS

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 25%.
Carriage Bolts ($1), list, 7-16 in., 10%.
Machine Bolts, ⅜ in. dia. and smaller, 25%.
Machine Bolts, 7-16 in. dia. and larger, 15%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 15%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 10%.
Coach and Lag Screws, 35%.
Skein Bolts, 30%.
Square Head Blank Bolts, 15%.
Bolt Ends, 15%.
Plow Bolts, 15%.
Elevator Bolts, 20%.
Fancy Head Bolts, 15%.
Shaft Bolts ($3 list), 15%.
Step Bolts, large head ($3) list, 15%.
Whiffletree Bolts, 15%.
Nuts, square, $1 off list.
Nuts, hexagon, $1 off list.
Stove Rods, per lb., 9¼c.
Stove Bolts, 55%.
Tire Bolts, 40%.

F.O.B. Toronto, Montreal, London and Hamilton.

BORAX

Lump, Crystal Borax, lb.. 0 10½

BRASS

	Per lb.
Springs, sheets, 8 in. wide, up to 20 gauge	0 60
Rods, base ½ to 1 in. round	0 55
Tubing, seamless base	0 57
Tubing, iron pipe size, 1 in. base	0 52
Copper I.P.S.	0 54

BARS (Clothes)

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

BOILERS (Range)

30-gal. Standard	10 00
30-gal. extra heavy	12 50

BOARDS, BAKE

	Per doz. London	
No. 1—18 in.x24 in..	6 00	6 00
No. 2—18 in.x28 in..	6 50	7 20
No. 3—20 in.x30 in..	7 25	7 80

BOARDS (Ironing)

Size 12x60 ins., doz.	7 20
Size 14x60 ins., doz.	8 40
Folding, 14x58 ins., doz.	16 50
Cork covered, doz.	24 00

BOARDS (Sleeve)

Basswood, stationary, doz.	2 00
Folding, per doz.	3 50

BOARDS STOVE

Wood lined, 50, 10%.
Paper lined, 60%.

BOARDS (Wash)

	Tin Plate	Zinc
Pony	Dozens	$1 75
Crown		3 55
Dandy		3 75
Improved Globe	2 65	3 85
Standard Globe	2 75	3 95
Original Globe	3 00	4 25
Newmarket King		4 25
Diam'd King (Glass)		4 50
Western King (Enamel)		4 75
Wood, double faced		1 70

Subject to small discounts for quantities.

BUTTS

Wrought Steel:—

No. 840	25%
No. 800	20 & 5%
No. 838	25%
No. 808	25%
No. 804	30 & 5%
Nos. 802, 842, 844	20%
Nos. 810 and 814	15.5%
Nos. 820 and 910	30%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

Milk cans, 5%.
Cream cans, 20%.
Railway cans, 20, 5%.
Hand delivery cans, 25%.
Cream cans, 20%.

CHAIN

Quotations nominal.

Proof coil, per 100 lbs., ¼, $9.45; 5-16, $9.10; ⅜, $8.35; 7-16, $7.15; ½, $6.95; 9-16, $6.95; ⅝, $6.80; ¾, $6.70; ⅞, $6.55; 1, $6.40.

Electric Weld Coil Chain—BB 3-16 in., $10; ¼ in., $7.25; 5-16 in., $6.75; ⅜ in., $5.75; 7-16 in., $5.25 per 100 lbs.

Electric Weld Loading Chain. ¼ in., $11.50 per 100 lbs.

Cow Chains, 32½%.

CHURNS

List prices: No. 0, $9; No. 1, $9; No. 2, $10; No. 2, $11; No. 4, $13; No. 5, $16.

Discount of 35% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 32½% f.o.b. Montreal, Ottawa, Kingston.

CHOPPERS, FOOD

Universal No. 0	$12.20 doz.
1	15.00 doz.
2	18.00 doz.
3	24.00 doz.

COPPER

	Montreal	Toronto
Casting ingot, see weekly report		
Bars, ½ to 2 in.	53 00	53 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	53 50	53.50
Copper sheet, tinned, 14x60, 14 oz.	54 50	54 25
Copper sheet, planished, 14x60 base.	61 00	60 00
Braziers' in sheets, 6x4 base	52 50	52 00

COMBS

Curry combs, 12½% off list.

CORD (SASH)

No. 6, lb.	0 44½	0 45
No. 7, lb.	0 43½	0 44
Nos. 8, 9, 10, 12...	0 43	0 44

CANADA PLATES

Prices nominal.

	Montreal	Toronto
Ordinary, 52 sheets	6 75	6 75
All bright, 52 sheets	7 50	7 00

	Galvanized		
	Apollo	Crown	Gorbals
18x24x52 ..	6 25	7 50	7 50
60 ..	6 50	7 75	7 75

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$20 00
IX, 20x28 base	24 00
IXX, 20 x 28 base	28 00
IXXX, 20 x 28 base	32 00
Raven and Murex Grades—	
IC, 20 x 28 base, 56 sheets.	8 00
IX, 20 x 28 base, 56 sheets	9 00
IXX, 20 x 28 base, 56 sheets	10 50
IXXX, 20x28 base, 56 shts.	12 00

"Allaway's Best" Standard Quality.

IC, 14x20 base	8 75
IX, 14x20 base	9 75
IXX, 14x20 base	10 75

CHARCOAL TERNE PLATES

Dean or I G Grade—

I C, 20 x 28, 112 sheets, 200 lbs., $14; 216 lbs., $15.

COKES, BRIGHT

Bessemer Steel—

10x14x20 base	7 75
20x28, double box	15 50

CLOCKS

Lookout	
Sleepmetre	
Good Morning	
Big Ben	2 40

CROWBARS, 5¼c per lb.

DRILLS

London—

Bit Stock Drills, 50%.
Rd. Shk., 40%.
Wood Drills, 20%.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base....	7 00	7 00
I X, 14 x 20 base....	8 25	8 25
I X X, 14 x 20 base	9 50	9 50

FILES AND RASPS.

	%
Discounts below apply to list of Nov. 1, 1899.	
Great Western, American..	65
Kearney & Foot, Arcade...	65
J. Barton Smith Eagle ...	65
Disston Brand	65
McClellan Globe	65
Nicholson	50
Black Diamond	50
Delta Files	65
Globe	65
Vulcan Brand	65

F.O.B. Toronto, Montreal, London and Hamilton.



Order Now for Next Spring

This is the time of the year when all live Paint dealers check up their stocks and place orders for the paints and other finishes that they need to complete their lines for Spring Selling.

Canada Paint

agents never have to guess how much stock to order, for they know that our selling plans will make theirs the liveliest paint line in their locality—all they need to know is that their stock contains the "full line" of C.P. Products.

If you are interested in controlling the paint and varnish trade in your district, ask us how we move goods off the shelves of "full line" C.P. Agents.

The Canada Paint Co., Limited

572 William Street - Montreal
112 Sutherland Avenue - Winnipeg

If interested, tear out this page and keep with letters to be answered.

FIXTURES, STALL

	Doz.
Hollow and pressed steel.	0 95
Solid	1 25

GRINDSTONES

	Per 100 lbs.
Over 40 lbs. and 2 in. thick	1 50
Smaller sizes	2 00
Mounted No. 115, each	3 75
Bi.-Treadle, each	4 25

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 7 75
Russet rope shank, 1¼ in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1¼ in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL)

7-16 in. gross $14.40; 9-16 in. $21.60.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	11 00
Masons, 5 lbs. and over, per cwt.	13 00
Napping, up to 2 lbs.	0 13½

HANDLES (WOOD)

Net

Prices on handles under revision.

Axe, No. 3 culls, doz.	1 01
Axe, No. 1 hickory, doz.	2 14
Axe, 2nd growth, doz.	3 00

Extra quality, 40 per cent.

All second growth hickory handles, 40%; all pick handles, 35%; all other hickory handles, 37%; all ash and maple axe handles, 40%; all hickory team neck yokes, oval and round whiffletrees and wagon doubletrees and eveners, 25%; all oak, ash and rock elm team neckyokes and singletrees, 30%; all doubletrees and eveners, 25%; all hickory cant hooks and pevies changed to 25%; all maple cant hooks and pevies changed to 35%.

Second growth and No. 1 neckyokes, ash and hickory heavy team neck yokes and whiffletrees are struck off the list, and in future all these goods will be known as: White ash and hickory neckyokes and single teams, and will be sold at the present list price of second growth.

Boys' axe handles, 28 in., extra, $2.50; No. 1, $2; No. 2, $1.60; maple, $1.75; ash, $1.90 per dozen.

Prospectors, miners and drift pick handles, 32 in., $3.20; 34 in. and 36 in., $3.40 per dozen.

Manure fork handles, short, $3.60 per dozen.

Hickory pick handles, No. 1, $3, and No. 2, $1.75 per dozen.

Hickory axe handles, No. 3, 30 in. to 36 in., $1.60 per dozen.

All second growth ash hay fork, manure fork, shovel and spade, hoe and rake handles, 30%; extra quality, 40%, and No. 1, 45%.

F.O.B. Toronto, London, Montreal, Hamilton and St. Thomas.

HANGERS, BARN & PARLOR

Atlas, No. 0	6 65
Atlas, No. 1	7 30
Atlas, No. 2	8 50
Stearns, 4 in.	6 00
Stearns, 5 in.	8 40
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible, doz.	
Steel King Hangers, doz. sets	
Storm King and safety hangers, doz.	6 75
Steel track, 1¼ in.	6 00

HEATERS (OIL)

Perfection No. 120, N.P., ea.	$3 20
Perfection No. 130, N.P., ea.	3 45
Perfection No. 125, Jap., ea.	3 05

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 30 and 5% off list.

Light.

3 in., doz. prs.	1 00	1 00
4 in., doz. prs.	1 20	1 10
5 in., doz. prs.	1 40	1 30
6 in., doz. prs.	1 70	1 50
8 in., doz. prs.	2 50	1 80
10 in., doz. prs.	3 50	2 40

Discount 30 and 5% off list.

Screw Hook and Strap Hinge—	
Under 12 in., per 100 lbs.	6 50
Over 14 in., per 100 lbs.	6 00
Extra hooks for above, ⅝ in., per lb.	07
Extra hooks for above, ¾ in., per lb.	6¾

F. O. B. Toronto, London, and Hamilton, Montreal.

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	2 40	3 25
No. 3, per doz.	2 50	3 70
No. 4, per doz.	2 60	4 00
No. 5, per doz.	2 80	....
Little Giant	4 40	....

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, $4.40; No. 1 and smaller, $4.65; show pattern, No. 2 and larger, $4.65; No. 1 and smaller, $4.90; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.85; No. 1 and smaller, $5.10; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $6.25; special countersunk steel, all sizes, 0-4, $6.75; toe weight steel shoes, all sizes, No. 1 to 4, $7.25.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.60; No. 2 and larger, $1.50; "Sharp" No. 2 and larger, $1.70; "Sharp" No. 1 and smaller, $1.80. Put up in 25-lb. boxes.

HOSE, LAWN

Corrugated, ½ in., ft.	0 12
Corrugated, ¾ in., ft.	0 16
Corrugated, 1 in., ft.	0 22

Less 5% for full reels, 500 ft.
Cable, 70%.
Leader, 60, 10%.

HAT AND COAT HOOKS

Coppered wire, 3 in., 75c gross

IRON AND STEEL

	Montreal	Toronto
Common bar iron per 100 lbs.	3 15	3 50
Refined iron, per 100 lbs.	3 25	3 90
Angles .....base	3 50	3 90
Horseshoe iron, per 100 lbs.	3 35	3 95
Norway iron	8 00	6 50
Mild steel	3 80	3 65
Band steel	4 00	4 00
Sleigh shoe steel	3 80	3 90
Reeled machinery steel	5 50	6 00
Tire steel	3 90	3 75
Toe calk steel	4 60	4 35
Mining tool steel, per lb.	0 11½	0 12
Cammell Laird, lb.		0 22
Sheet cast steel, lb.	0 20	0 22
Black Diamond tool steel, per lb.	0 13¼	0 12
Silver tool steel, lb.	0 17½	0 22
Spring steel	5 50	5 00

IRON, TINNED

72x30 up to 24 gauge, case lots	15 50
72x30, 26 gauge, case lots	16 00

Less than case, 25c per 100 lbs. extra.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	$1 05
Mrs. Potts, No. 50, nickel-plated, per set	1 20
Mrs. Potts, handles, japanned, per doz.	1 00
Sad irons, common, plain	5 00
Sad irons, common, plated	5 50
Princess Electric, each	2 75
Canadian Beauty, model A	3 00
Canadian Beauty, model B	4 38
Gasoline Sad Irons, each	3 50
No. 70, Dover, per doz.	19 20

LADDERS, ETC.

(Step Ladders)

Shelf-lock	14c ft.
Ontario	18c ft.
Faultless	22c ft.
Mechanic	27c ft.
Hercules	25c ft.
Perfect	24c ft.
Faultless, extra heavy	27c ft.
Hercules, extra heavy	30c ft.
Mechanic, extra heavy	32c ft.
Chair ladders, each	2 00
B.T. Standard	18c ft.
B.T. Economy	14c ft.
B.T. Iron Bound, 4-9 ft.	26c ft.
B.T. Iron Bound, 10-14 ft.	31c ft.
B.T. Iron Bound, 15-16 ft.	41c ft.
B.T. Iron Bound, 17-20 ft.	51c ft.
Crescent	17c ft.
Household	13c ft.
Standard	20c ft.
Electrician	26c ft.
Heavy duty	46c ft.
Extension	24c ft.
Common and Roped Extension	
Up to 32 ft.	17c ft.
36 ft.	19c ft.
40 to 44 ft.	20c ft.
48 to 52 ft.	25c ft.
56 to 60 ft.	30c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	13c ft.
18 ft. to 22 ft.	14c ft.

F.O.B. Toronto, Hamilton, London, Montreal.

LANTERNS

	Per doz.
Cold blast, short	65-75
Short Globe, doz.	8 00
Jumbo, doz.	9 25
Jap'd Dash, doz.	10 75
Search Dash, doz.	11 25
Searchlight, No. 20, doz.	19 00
All brass	24 25
Little Bobs, A.C., doz.	2 00
Copper, well japanned, doz.	13 75

F.O.B. Toronto, Hamilton, London and Winnipeg.

LANTERN GLOBES

Cold blast, short	0 70
Cold blast	0 70
Prism globes	1 00
Cold blast, short ruby	3 00
Cold blast, common ruby	3 00

Less 5c a doz. in 6 doz. lots.

F.O.B. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 35
Steel Thumb, No. 3, per doz.	1 80
Steel Thumb, No. 4, per doz.	3 25
Barn Door, No. 5, per doz.	1 80
Barn Door, No. 9, per doz.	2 75

LATHS (METAL) Per sq. yd.

24-gauge, pa'ted metal lath
24-gauge, pa'ted metal lath
23-gauge, pa'ted metal lath
24-gauge, galv. metal lath.
22-gauge, galv. metal lath.

LEAD

	Montreal	Toronto
Pig. See weekly report.		
Lead wool		11c lb.
Sheets, 3 lbs. sq. ft.		11¾c lb.
Sheets, 3½ lbs. sq. ft.		11¾c lb.
Sheets, 4-6 lbs. sq. ft.		11½c lb.

Cut sheets, ¾c lb. extra.
Cut sheets to size, 1c. lb. extra.

MACHINES (WASHING)

	List Each
Canadian	$ 8 50
Dowswell	8 50
Noiseless	14 50
Hamilton	10 50
Re-Acting	13 00
Snowball	14 00
Momentum	15 50
New Century, style A	16 00
New Century, style B	17 50
Playtime, engine drive	18 00
Ideal Power	26 00
Seafoam, electric	96 00
Seafoam, engine drive	40 00
New Idea, electric	18 00
Sunshine	8 00
Popular, No. 1	9 00
Economic	11 00
Champion	16 00
New Excell-All	17 50
Blue Bell, without stand	16 00
Puritan Water Motor Washer, complete	26 00
Hydro, One Tub, engine drive	41 50
Low pressure water motor washer, each	26 00
Connor ball-bearing, with rack	18 00
I X L	17 50
Gem	15 50
Winner	13 00
Connor Improved	8 50
Jubilee	8 00
Canada First	18 50

Discount, 50%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	8 50
B.T. Bonnie, style B	9 00
B.T. Ideal	12 50
B.T. Ideal Power	14 00
B.T. Ideal Water Motor	24 00
B.T. Cyclone	12 50
B.T. Cyclone Water Motor	25 50
B.T. Vollmar, No. 2	13 00
B.T. Vollmar, No. 3	14 00
Forest City, engine-driven	40 00
Forest City, electric	88 00

Discount on B.T. Goods 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, London, St. Marys on shipments of ¼ dozen and upwards.

MALLETS Per doz.

Tinsmiths', 2½ x 5½ in.	1 75
Carpenters', round hickory	2 05

MOPS

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	3 75
Mop Sticks, doz.	1 60
Cast head mops, doz.	1 40
Crescent, doz.	1 75
Crank wringing, doz.	6 00
Extra Cloths.	
Challenge, doz.	2 10
Woven, cloths, doz.	1 75

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

[illegible]	2¾ inch. ..15c
1 inch, ..$1	3 inch... 10c
1⅛ inch, ..$1	3¼ inch... 10c
1¼ inch. ..65c	3½ inch. .. 10c
1½ inch. ..40c	4 inch. .. 5c
1¾ inch. ..40c	4½ inch. .. 5c
2 inch. ..30c	5 inch. base.
2¼ inch. ..30c	5½ inch. base.
2½ inch. ..15c	6 inch. base.

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price.

Finishing Nails, 50c per 100 lbs. advance over common nail price.

Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.20 base.

Freight equalized on above points.

F. O. B. Montreal, Gananoque, Collingwood, and Owen Sound, $4.25 base.

Freight equalized on above points.

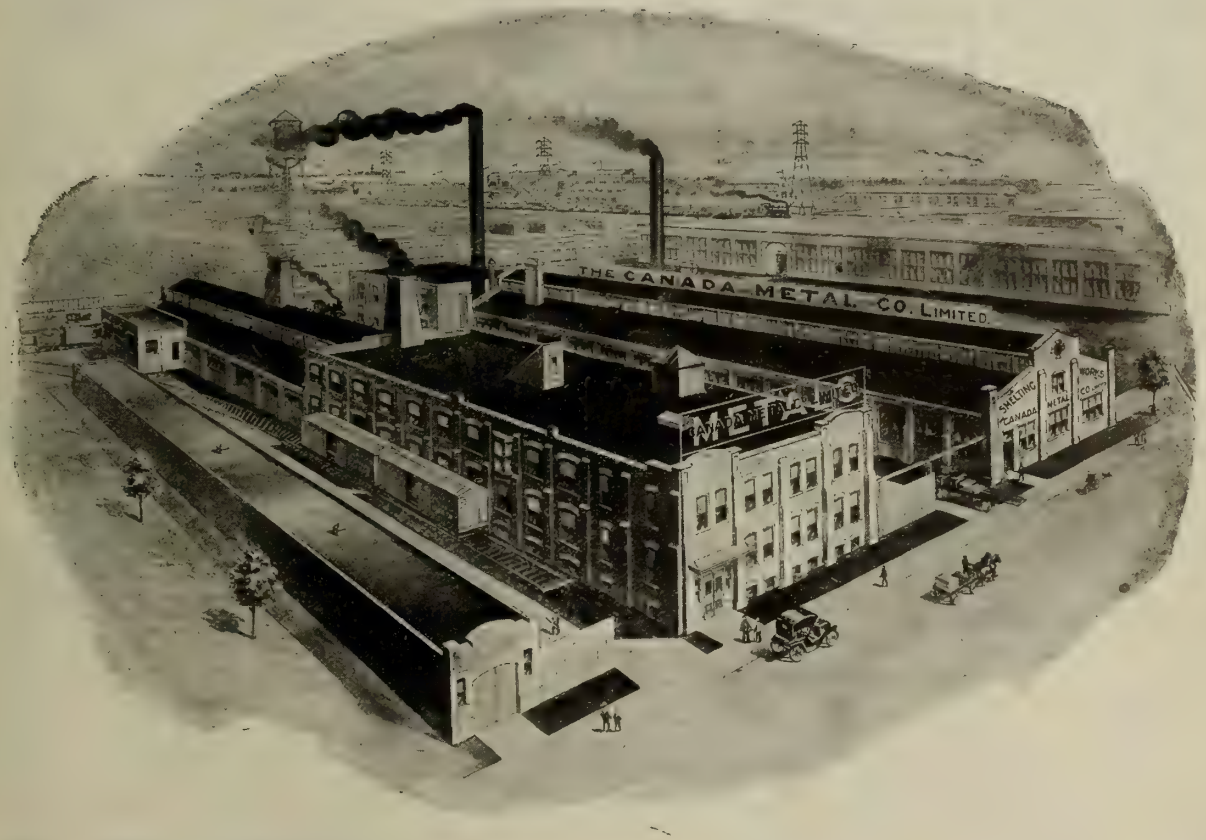
F. O. B. Pt. Arthur, Fort William and Sault Ste. Marie, $4.25 base.

Windsor, Walkerville, F. O. B., factory points, carload freight allowed, $4.27½.

Cut Nails—Montreal, $4 base; Toronto, $4 base; London, $4

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

5 ACRES OF FLOOR SPACE *AT* YOUR SERVICE



We Manufacture

LEAD PIPE, BABBITT METAL, SOLDER, (all grades)
SHEET LEAD, BLACK LEAD, Etc.
AND CARRY IN STOCK
EVERYTHING FOR THE PLUMBER
AND ALL

INGOT METALS

We are the largest Exclusive Metal Dealers in Canada.
Write for Catalogue and Prices.

THE CANADA METAL COMPANY, LIMITED

HEAD OFFICE: **TORONTO** Hamilton Montreal Winnipeg Vancouver

If interested, tear out this page and keep with letters to be answered.

NAILS (HORSE)

M. R. M. cold forged process

Size	Length	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 35
No. 4,	1¾-inch	4 05
No. 5,	1 15-16	3 50
No. 6,	2⅛	3 25
No. 7,	2 5-16	3 10
No. 8,	2½	2 90
No. 9,	2 11-16	2 80
No. 10,	2⅞	2 70
No. 11,	3 1-16	2 73

London, Hamilton, Montreal, Toronto.

NETTING POULTRY

Manufacturers have withdrawn lists pending issuance of a new one.

List prices per roll of 50 lineal yards. Adopted March, 1909.

2 inch mesh and 19 ga. wire.

12 inch...	$1.80	48 inch...	$ 6.20
18 inch...	2.65	60 inch...	7.70
24 inch...	3.40	72 inch...	9.20
30 inch...	4.00	84 inch...	10.50
36 inch...	4.75	96 inch...	12.00
42 inch...	5.50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3.50	42 inch...	$10.50
18 inch...	5.00	48 inch...	12.00
24 inch...	6.30	60 inch...	15.00
30 inch...	7.75	72 inch...	18.00
36 inch...	9.00		

1 inch mesh and 20 ga. wire.

12 inch...	$ 4.00	42 inch...	$12.00
18 inch...	5.50	48 inch...	14 00
24 inch...	7.00	60 inch...	17.00
30 inch...	8.50	72 inch...	20.00

(¾ inch mesh and 20 ga. wire.)

24 inch...	$10.50	36 inch...	$15.00
30 inch...	12.75		

(½ inch mesh and 22 ga. wire)

24 inch...	$16.50	36 inch...	$24.00
30 inch...	20.10		

Discount at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Montreal, Toronto, London, Canadian netting 30 and 10% off list.

American netting, 30% off list.

POULTRY FENCING	Per rod
Invincible, 1640	0 68
Invincible, 1848	0 73
Invincible, 2060	0 83

Put up in 10, 20 and 30-rod rolls.

OAKUM	Per 100 lbs.
Best (American)	19 25
U.S. Navy (American)	18 50
New hemp (English)	15 00
U.S. Navy (English)	15 00
Plumbers (spun)	8 00

OIL	Montreal	Toronto
Can. prime white petrol	0 14	0 10½
Royalite	0 14	0 10½
Palacine	0 17½	0 13
Lampoline	0 12½	0 11½
Electroline	0 15½	0 14½
Castor Oil, per lb.	0 45	0 25
Black Oil (Summer)	0 14½	0 12½
Black Oil (Winter)	0 12½	0 13½
Cylinder Green	0 35	0 35
Paraffine	0 24	0 22
XXX Machine	0 25½	0 21

OLD MATERIALS

Tea lead, 5½c. lb.
Lead, heavy, pipe, etc., 6½c.
Brass, heavy, 15½c lb.
Brass, light, 11½c lb.
Zinc, heavy, 7½c lb.
Copper, heavy, 20c lb.
Old cast iron, $14.75 per ton.
Wrought iron, No. 1, $18.75 ton.
Wrought iron, No. 2, $11 ton.
Stove plate, $11 ton.

Rubbers, such as old rubber boots and shoes, according to trim, 7c to 8c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4½c; bicycle tires, 2½c.

PACKING	Per lb.
Fine jute	0 11½
Coarse jute	0 09½
Square braided hemp	0 25
No. 1 Italian	0 30
No. 2 Italian	0 23

PAPER	Per 400 ft. roll
Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	0 60
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2 roll	0 70
Surprise Fibre	0 64
Tarred Felt, per 100 lbs.	3 25
Asbestos Sheeting, (per 100 lbs.)	4 00-6 00
Carpet Felt, 16 oz. per 100 lbs.	4 00
Carpet Felt, 20 oz., per 100 lbs.	4 00

F.O.B. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PARERS	
Gen. Hudson, per doz.	$7 75
Little Star, per doz.	6 50

PICKS (CLAY)	Rock	Clay
5 to 6 lbs., doz.		5 50
6 to 7 lbs., doz.		5 95
7 lbs., doz.		6 75
7 to 8 lbs., doz.		6 25
8 lbs., doz.	7 00	6 50

PINS, COTTER

Cotter pins, 85 and 10% discount.

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	$0 85
5 gross, 4½-in. (loose)	0 90
5 gross, 5-in. (loose)	1 00

PIPE, STANDARD WROUGHT

Buttweld—	Black	Galvanized
	Per 100 feet	
⅛"	$ 3 50	$ 5 00
¼"	3 30	5 42
⅜"	3 30	5 43
½"	4 25	5 82
¾"	5 18	7 30
1"	7 65	10 80
1¼"	10 35	14 61
1½"	12 38	17 46
2"	16 65	23 50
2½"	26 33	37 15
3"	34 43	48 58
3½"	43 24	60 26
4"	51 23	71 40
Lapweld—		
2"	19 24	25 72
2½"	28 67	38 90
3"	37 49	50 87
3½"	46 92	63 94
4"	55 59	75 76
4½"	64 77	88 27
5"	75 48	102 90
6"	97 92	133 40
7"	130 90	174 90
8" L	137 50	183 80
8"	158 40	211 70
9"	189 80	253 60
10" L	176 00	235 20
10"	226 60	302 80

Terms 2% 30 days, approved credit.

Prices Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 70%.
4½" and larger, 65%.
4" and under, running thread, 50%.
Standard couplings, 4" and under, 55%.
4½" and larger, 35%.
Terms 2% 30 days. Approved credit.

PIPE (CONDUCTOR) Plain	List
2 in., in 10-ft. lengths, list	8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Above subject to 45% trade discount.

PIPE (SOIL)

Medium and extra heavy pipe up to and including 6", 60% off; 8" soil pipe, 45% off; 4" medium soil pipe, S.H., 23 4-5c ft.; medium and extra heavy fittings up to and including 6", 65% off.

PIPE (STOVE)

Prices per 100 lengths:

Common,	3"	9 81
	4"	11 47
	5"	11 47
	6"	11 47
	7"	12 69
Bright,	3"	11 47
	4"	12 91
	5"	14 33
	6"	14 33
	7"	15 14
Light elbows,	6", doz.	14 50
	7", doz.	16 00

PITCH

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

POLISH

O-Cedar, 4-oz. bottles	$ 2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1 gal. cans	24 00

PUMPS

B.T. Pump, No. 1, net
B.T. Pump, No. 2, net
B.T. Pump, No. 3, net
B.T. Pump, No. 4, net
B.T. Pump, No. 5, net
B.T. Pump, No. 6, net
B.T. Pump, No. 7, net

RIVETS AND BURRS

Iron rivets, blacked and tinned, 30. Iron Burrs 30.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

ROOFING	Per square
Samson, 1-ply, roll	1 60
Samson, 2-ply, roll	2 15
Samson, 3-ply, roll	2 65
Pluvius, 1-ply	1 35
Pluvius, 2-ply	1 80
R. S. Special, 1-ply	1 05
R. S. Special, 2-ply	1 30
R. S. Special, 3-ply	1 60
Amazon, 1 ply	2 00
Amazon, 2 ply	2 50
Amazon, 3 ply	3 00
Everlastic, 1 ply	1 55
Everlastic, 2 ply	1 80
Everlastic, 3 ply	2 05
Liquid roofing cement, per gal., in barrels	0 22
5 and 10 gal. lots, per gal.	0 24
Coal Tar, bbl.	4 50

Roofing Pitch, 85c per 100 lbs. F.o.b. Toronto, London, Montreal.

ROPE	Lb.
Pure Manila basis	22½
British Manila basis	18
New Zealand hemp basis	18
Sisal basis	16
Single lath yarn basis	16

Above quotations are basis prices ⅜ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia.., 2c above basis.

Double lath yarn	16½
Yacht marline	41
White polished halyards	23
Hemp, deep sea line basis	31
Hemp, tarred ratline basis	27
Hemp, tarred bolt rope basis	29
Marline and Houseline	29
Jute rope basis	15-16
Italian rope basis	31
Cotton, ⅛ lb.	0 40 0 45
5-32 lb.	0 39 0 42¾
3-16 lb.	0 36½ 0 40
¼ lb. and up	0 35 0 38¾

F. O. B. Toronto, Hamilton, London, Montreal.

SCALES

Prices on Champion scales are as follows:

Champion, 4-lb., $4.60, plus 20c for stamping; Champion 10-lb., $6, plus 30c for stamping. Champion 240-lb., $9, plus 50c for stamping. Champion 600-lb., $25, plus $1 for stamping. Champion 1200-lb., $30, plus $1 for stamping. Champion 2000-lb., $39, plus $1 for stamping. Champion 2000-lb. with drop lever, $46, plus $1 for stamping. Household, 10-lb., $4. 10c net extra for stamping; 25-lb., $5.20, 30c net extra for stamping. Discount from list on above 25%.

SCRAPERS	
Fox, medium, doz.	2 25
Bull Dog, half doz.	3 50

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	75
Wood, R. H., bright	70
Wood, O. H., bright	70
Wood, F. H. Brass	42½
Wood, R. H., brass	40
Wood, O. H., brass	40
Wood, F. H., bronze	35
Wood, R. H., bronze	32½
Wood, O. H., bronze	32½
Square cap	35
Hexagon cap	35

F.O.B. Toronto, Hamilton, London and Montreal.

Re Gauges and Prices of Sheets.

Prices on black and galvanized sheets given below are purely nominal. The market has reached a state where prices are quoted only on application and for immediate acceptance.

On account of it being practically impossible to secure galvanized sheets from England, owing to the war, American mills have decided that they will no longer roll the English gauges to meet this competition. However, they will continue to roll at 10¾ oz., which will be known as such or a 30 gauge, and will take the place of the former English 28 gauge.

SHEETS (BLACK)	Montreal 100 lbs.	Toronto 100 lbs.
10 gauge	5 50	5 50
12 gauge	5 75	5 75
14 gauge	5 35	5 35
16 gauge	5 40	5 40
18-20 gauge	4 35	4 35
22-24 gauge	4 45	4 45
26 gauge	4 50	4 50
28 gauge	4 60	4 60

SHEETS, CORRUGATED	Per 100 sq. feet. Per 100 sq. ft. Galvanized
28 ga.	$ 5 50
26 ga.	6 00
24 ga.	8 00
22 ga.	9 50
20 ga.	11 00
18 ga.	12 50

Above prices are subject to 7½ per cent. discount to dealers.

SHEETS, GALVANIZED

Premier Galvanized

Per 100 lbs. f.o.b. Hamilton and Toronto.

10¾ oz	$ 7 50
U.S. 28	7 20
U.S. 26	6 90
22 and 24	6 75
18 and 20	6 60
14 and 16	6 50

Colborne Crown—16-20 gauge, $6.65; 22-24 gauge, $6.80; 26 gauge, $6.95; 28 gauge, $7.25.

Apollo Brand.	Montreal	Toronto
14 gauge	5 80	5 80
16 gauge	5 80	5 80
18-20 gauge	5 90	5 90
22-24 gauge	6 00	6 00
26 gauge	6 25	6 25
28 gauge	6 65	6 65
10¾ ozs.	6 95	6 95

Add 25c for less than case lots.

Galvanized B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16-20	7 15	6 65	7 15
22-24	7 25	6 95	7 25
26	7 50	7 10	7 50
28	7 75	7 40	7 75

SHINGLES	Per square
Standard galvanized	$6 50

Shipping weight, 90 lbs.

Standard painted	4 50

Shipping weight, 80 lbs.

Discount 7½%.

SIFTERS	
Common, doz.	$2 00
Rocker, No. 1, each	4 60
Banner, each	2 40
Samuels, each	4 85

SKATES	
Boys' Hockey, polished	0 60
Scotia	1 96
Dreadnought	2 10
MicMac	3 15
Regal	3 85
Velox	4 20
Centaur, plain	1 40
Centaur, puck stop	1 60
Dunne Round Tube	3 00
Dunne Diamond Tube	3 50
Extension Bob Skates	0 30
Star Acme Spring	0 70

STICKS (HOCKEY)	
Boys' red sticks, doz.	0 70
Men's elm, doz.	1 10
Selected	2 50
High quality	3 75
Grooved handle	4 40
Special goal	5 00
Mic-Mac	4 60
Mic-Mac goal	6 00
Rex	6 50
Juvenile pucks, doz.	0 70
Regulation No. 1	1 25



Listen—Something NEW!

To you hardware fellows who have never had the Lowe Brothers' proposition explained, we say: you don't know ALL the possibilities of the paint business—you can't be sure you're getting ALL the paint business you should get—you don't know ALL that a live, up-to-date paint maker can do for you until you listen to the Lowe Brothers' complete agency plan.

In other words, there IS something new for you in the Paint business. Let us get together SOON.

LOWE BROTHERS' products are essentially QUALITY GOODS.

Lowe Brothers LIMITED TORONTO

Lyon Paint & Glass Co. Limited Winnipeg

WANTED, AT ONCE — CAPABLE HARDware man to manage retail hardware business in thriving Ontario town. State experience, salary expected, and give references. Apply Box 182, Hardware and Metal.

Men who are capable of managing a retail hardware business are not easy to find. The position requires a high type of ability. Above all, it requires a man who recognizes opportunities and who knows how to make the most of them. That type of man in the hardware business is almost invariably a reader of HARDWARE AND METAL. There were fifteen replies to the advertisement shown here. It was a point in favor of all the applicants that they were in the habit of reading HARDWARE AND METAL.

USE THE WANT AD PAGE

SPADES AND SHOVELS.

For Province of Ontario (East of but not including Port Arthur), Province of Quebec, and Maritime Provinces.

	1st Grade	2nd Grade	4th Grade
Shovels	45%	40%	20 and 7½%
Draining Tools	45%	45%	.....
Hollow Back Scoops	30 and 10%	....	20/10 and 5%
Hollow Backs, Sand Shovels and Coal Shovels	45%	....	20 and 7½%
Riveted Back Scoops	35%	35%	35%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	35%		

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	Per Dozen—		
	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	16.80	.....	13.80
Sand Shovels, No. 2, black	16.00	.....	11.50
Hollow Back Shovels, No. 2, blk.	18.00	.....	10.50
Coal Shovel, No. 2, black	17.50	.....	12.00
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:
Full polished .....50c per dozen net
Half polished .....25c per dozen net

F.O.B. London, Hamilton, Toronto, Peterboro, Gananoque, Ottawa Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

Freight will be equalized on railway rates only.

SOLDERING COPPERS.

Base, per lb., 61c cents.

SOLDER, BAR

Guaranteed	0 31½
Strictly	0 29½
Commercial	0 27½

SOLDER, WIPING

Star extra	0 28½
Easy	0 26½
Acme	0 25¾

SPOUTS

Warner Malleable Winged Shank, per 1,000 .....$18 00

STAPLES Per cwt.

Fence staples, bright, kegs	4 55
Fence staples, galv., in kegs	5 40
Fence hooks, galv.	5 25

In 25-lb. boxes add 25c extra.
Montreal, Hamilton, Toronto and London.

SWEEPERS, CARPET Bissell's

Boudoir	31 00
Champion Nic	25 00
Champion Jap	23 00
Univ. japd., cyco bearing	26 00
Univ. N.P., cyco bearing	29 00
Grand Rapid, japd., ball-bearing	28 00
Grand Rapid, N.P., ball-bearing	31 00
Princess, N.P., ball-bearing	32 00
Elite, ball-bearing	36 00
Am. Queen, N.P., bal-bear	34 00
Parlor Queen	37 00

F.O.B. Toronto, London, Hamilton, Montreal.

SWEEPERS (Vacuum)

Grand Rapids Vac, doz	$77 00
Household Vac, doz	63 00
Superba Vac, doz	92 00

F.O.B. Toronto, Hamilton, London and Montreal.

TACKS Discount.

Revised Hardware Tack List adopted Jan. 1, 1916.	75%
Shoe Findings List adopted Aug. 10, 1916	75%
List of Capped Goods adopted Jan. 1, 1916	75%

F.o.b. Toronto, Hamilton, Montreal, London.

TAPES—Lufkins

Ass skin, No. 713, 50 ft., doz.
Ass skin, No. 714, 66 ft., doz.
Linen, No. 404, 66 ft., each.
Metallic, No. 603, 50 ft., ea.
Challenge steel, No. 263, 50 ft., each
Reliable Jr., No. 103, 50 ft.

TIES, COW

Open Ring, Closed Ring, 40 and 5 per cent.
3 Chain and 4 Chain, 40 and 5%.
Stall Fixture Bars, 35%.
Tie Out Chains, 70%.

TINNERS' TRIMMINGS

Discount, 27½%.
Plain, 66 2-3%.
Re-tinned, 60 and 10%.

TOOLS, HARVEST

Ordinary brands, 40%.
Samson and Sovereign, 30 and 10%.

TROUGH (EAVE)

G. G. Square bead and half round

Size in girth	Per 100 feet
8 in.	$ 6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00

Discount 45 and 2%.

TRACK

B.T. Single Rail	24c ft
B.T. Double Angle	22c ft.
B.T. Double Tee	20c ft.

Discount off above, 40%.
F.O.B. Fergus.

TRAPS (GAME) %

Victor	67½
Jump	60-5
Hawley & Norton	55
Newhouse	35

F.O.B. Toronto, London, Hamilton, Montreal.

TRESTLES

6 ft., each	$1.50	14 ft., each	$4.20
8 ft., each	2.00	16 ft., each	4.80
10 ft., each	2.50	18 ft., each	5.40
12 ft., each	3.60	20 ft., each	6.00

TWINE (Binder) Per lb.

Prices Withdrawn.

TWINE (COTTON)

3-ply wrapping	42-44½
4-ply wrapping	43-48

WOOD TUBS

No. 0, per daz.	12 10
No. 1, per doz.	10 45
No. 2, per doz.	8 80
No. 3, per doz.	7 70

VALVES %

Ground work	50
Compression work, standard	60
High grade	53
Cushion work	45
Fuller work, standard	59
High grade	52
Basin cocks, No. 0, standard	58
High grade	52
Nos. 1 and 2, standard	54
High grade	46
Bath cocks	60
Flatway stop and waste cocks, standard	58
High grade	55
Steam cocks	65
Globe, angle, and check valves, standard	30
High grade	25
Radiator valves, standard	40
High grade	30
Patent quick opening valves	60

WARE, COPPER AND NICKEL

Copper boilers, kettles, net list.
Copper tea and coffee pots, net list.

WARE, JAPANNED

Coal hods, 10%.
Japanned ware, white, 7½%.
Japanned feed pans, 30%.

WARE, ENAMELED

Scotch grey, 65%.
White wares, 60, 10%.
White decorated, 5%.
Colonial, 50, 2½%.
Premier, 35%.
Enameled street signs, on application.

WARE, GALVANIZED.

Dufferin pattern pails, list.
English pattern, list.
Galvanized washtubs, list.
Galvanized coal hods, plus 10%.
Other lines, list.

WARE, STAMPED. Plain 60, 10%

Retinned, 60, 5%.

WASHERS, IRON.

Full box, 20%. Price less 50 lbs. add 1c lb.; less 25 lbs., 2c lb.

WEATHERSTRIP

Wood and felt, 75%.
Swan Hardwood, set 75c.
Frost King, doz, $4.40.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs	$2 50	$ 3 40
Sectional, ½ lb., per 100 lbs.	2 50	3 40
Solid, 3 to 30 lbs., per cwt.	2 00	2 25

WEIGHTS. Horse, 5½c lb.

WHEELBARROWS.

Navvy, steel wheel, doz	37 50
Garden, steel wheel, doz	48 00
Light garden, each	33 75
Heavy garden, L-side, each.	3 75
Heavy farm, solid side, ea.	3 75

WHIFFLETREES (Steel).

No. 70—F.D. & B.D. Whiffletrees—	
28", each	$0 70
34", each	0 90
36", each	1 00
No. 73—Doubletrees, 44", ea.	1 25
No. 74—Doubletrees, lumbermen's, 44", each	1-30
Neckyokes—34", each	0 81
36", each	1 20
40", each	1 29
44", each	1 35
Plow Sets—No. 79, each	2 37
No. 80, each	2 45
No. 81, each	2 50
No. 82, each	3 05
No. 72—Singletrees, 40", ea.	1 14
2-Horse Sets, Nos. 75, 76, 77, set	5 40

WIRE GOODS

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70 %
Brass Screw Hooks	70 %
Brass Gate Hooks and Eyes	70 %

F.O.B. Toronto, Montreal, London, Hamilton.
F.O.B. Hamilton.

WIRE

Copper wire list, plus 10%.
Brass wire, 3 to 24 gauge, add 40%; 25 to 36 gauge, add 25%.

WIRE, CUT HAY BALING.

No. 9, $4.40; No. 10, $4.40; No. 11, $4.55; No. 12 and 13, $4.65; No. 13½, $4.75; No. 14, $5.10; No. 15, $5.15. Plus 7½%.

F.o.b. Toronto, Hamilton and Montreal.

WIRE, STOVE PIPE.

No. 18, $5.90; No. 19, $6.40.
F.o.b. Toronto, Hamilton, Montreal, and freight equalized.

WIRE, FINE STEEL.

Fine steel, list, plus 20%. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $3; Nos. 26-31, $5; Nos. 32-34, $7; Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 25c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

Montreal and Toronto, No. 13, $4.60; No. 14, $4.65; No. 15, $4.75.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, $4.70 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE CLOTH.

Black Fly Screen Cloth, $2.75 per 100 sq. ft. in 100-ft. rolls; $2.80 in 50-ft. rolls. Bronze, 14c. sq. ft.

WIRE (FENCE)

Barb	$4 25
Nos 6, 7, 8, plain galv	4 75
No. 9, plain galv.	4 05
No. 10 "	4 80
No. 11 "	4 85
No. 12 "	4 20
No. 13 "	4 30
No. 14 "	5 20
No. 15 "	5 80
No. 16 "	5 90
No. 18 "	8 00
No. 9, coil spring	4 05
No. 12, coil spring	4 25

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

WIRE BALE TIES.

Single Loop—	Per cwt.
No. 12	$ 5 00
No. 13	5 10
No. 13½	5 15
No. 14	5 25
No. 15	5 45
No. 16	5 70

WRINGERS.

Royal Can., 11 in., doz. list	$ 84 80
Eze, 11 in., per doz	91 80
Trojan, 12 inch	185 00
Favorite, 511E	105 80
Unexcelled, 1041E	129 40
Easy Work	90 50
Challenge, 2111E	94 30
Gem, 141E	91 80
Sunlight, 111	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 36
Safety	97 50
Rapid	82 80
Universal	63 00
Eureka, 10"	65 00
Eureka, 11"	71 00
Eclipse	97 70

Discount off above list 50%

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES

Regular, 65%.
Trimo, 55% off list; parts, 50 and 5%; Stillson, 57½%; parts, 55%.
Coes, 10%.

WRINGERS—MOP.

White, No. 1, each | 1 50

ZINC (SHEET) Montreal Toronto

5 cwt. casks	0 25
Part cask	0 25½

WHEN ORDERING

DRY COLORS

SPECIFY

MUNRO'S

MADE IN CANADA

REDS—GREENS—YELLOWS—BLUES

The Allan Munro Color Co., Ltd.

MONTREAL

MOORE'S



HOUSE COLORS

There's a Big Demand for the Moore Value.

Sell Moore's House Colors once and the orders are sure to repeat.

These pure linseed oil paints not only create larger demand but they allow a distinctive profit on each turnover.

Write for our agency proposition.

BENJAMIN MOORE & CO.
Limited
WEST TORONTO, CANADA

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors—2½ lb. packages, $6.80 per 100 lbs.; 5 lb. packages, $6.60 per 100 lbs.; White, 5-lb., $6; 2½-lb., $6.20 per 100 lbs.

BEESWAX

Small quantities, per lb... 0 50
Larger quantities, per lb.. 0 45

BLUE STONE

	Montreal	Toronto
Per lb.	0 14	0 16

London, 20.

BRONZING LIQUID

Bronzing liquid, No. 1 ....$1 20
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz. $16 13
Weighted, 20 lbs., doz. 18 50

COATING

Cement Coating $2 55 2 40

COLORS (DRY) Per lb.

Raw Umber, 100 lb. keg.. 5–12c
Burnt Umber, 100 lbs..... 5–12c
Raw Sienne, 100 lb. kegs.. 5–12c
Burnt Sienna, 100 lb. kegs 5–12c
Imp. green, 100 lb. kegs... 0 22
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs.. 0 12
Indian red, No. 1, 100 lb. k. 0 05
Venetian red, best bright. 0 04
Venetian red, No. 1 ..... 0 02
Drop black, pure dry 0 25
Golden ochre, 100 lb. kegs 0 06
White ochre, 100 lb. kegs. 0 03
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02¾
Spruce ochre, 100 lb. kegs 0 03½
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure 0 13
Indian red 0 18
Chrome yellow, pure 30–35
Golden ochre, pure 0 18
French spruce ochre, pure 0 15
Chrome green, pure 15–22
French permanent green, pure 0 20
Signwriters' black, pure.. 0 24
Marine black, 25-lb. Irons 0 07
Lampblack 0 21

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins ..

Alba-Gloss enamel	4 50
Anchor Floorlustre	2 10
O.P.W. Sunshine White ..	4 10
Old Dutch Enamel	4 00
Jas-per-lac floor enamel ..	1 90
Jas-per-lac art enamel	3 10
Martin's Enamel	4 25
Mooramel	4 35

FILLER Gal.

Luxeberry Enamel $5 00
Screen Enamel, BB. 1 65

FORMALDEHYDE Per bbl.

Demi-johns, 50 lbs. 0 15½
$1.10 for demi-john extra.

GLUE Per lb.

French medal	0 20
English common sheet	
English prima	0 25
White pigsfoot	0 23¾
Perfection amber, ground, No. 1230	0 20
Cake, bone, 112-lb. bags..	0 12
Hide, 112 lb. bags	0 35
Gelatine, 112 lb. bags	0 45
Ground glues, 112 lb. bags—	
No. 1	0 20
Extra	0 18
Dreadnought, lb.	0 14½

GLASS

	Single Thick	Double Thick
(Under 25)	$7 80	$11 90
26 to 34	8 15	12 85
25 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84		22 75
85 to 90		24 35
91 to 94		25 00
95 to 100		29 00
101 to 105.....		32 00
106 to 110.....		37 00

Toronto, London and Hamilton:—Single or Double Thick—20% off above; 50 cases or over, open, cut lights, 50 and 5%.

Montreal:—Single or Double Thick, 15 and 5%; 50 cases and over open.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamilton and London, city price, 20% off; country discount, 20 and 5% off.

F.O.B. warehouse on orders up to $75 gross list value. Orders over $75 delivered free.

London and Hamilton prices same as Toronto.

GLAZIERS' POINTS

Zinc coated, 18c per lb.
Zinc, pure, prices withdrawn.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor Pure $13 80		$13 95
Green Seal	13 80	13 95
Tiger Pure	13 80	12 95
Ramsays Pure	13 80	13 95
Moores Pure	13 80	13 95
O.P.W. Dec. Pure.	13 80	13 95
Red Seal	13 80	13 95
Decorator's Pure .	13 80	13 95
O.P.W. English ..	14 05	14 20
Elephant Genuine.	14 05	14 20

B.B. Genuine Lead, less than tons, $15.65 Toronto; $15.50 Montreal. Ton lots 5% off.

Stephens Decorators Pure, Wpg., $14.85; Stephens Perfect, Wpg., $13.35.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt..	13 50	13 50
Genuine, 100-pound kegs, per cwt..	13 87½	13 87½
Less quantity		0 13

LEAD, ARSENATE OF

Per 100 lbs.	Dry	Paste
1-lb. bottles $35 00		$21 00
2-lb. bottles		18 00
5-lb. bottles	31 00	14 00
10-lb. bottles	29 00	....
25-lb. irons	25 50	13 00
50-lb irons		12 50
100-lb. irons	24 00	11 75
200-lb irons		11 60
Barrels		11 00

F.o.b. Toronto, Montreal and Hamilton.

MURESCO

Tints in 5 lb. packages, per 100 lbs., $6. White in 5 lb. pkgs., per 100 lbs., $5.40.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED.

Price per gallon in quarts.

B.H. English white $2 85	
B.H. English, colors	2 60
Fresco Tone white	2 70
Fresco Tone colors	2 50
Moore's House Colors....	2 30
Moore's Floor Paint ...	2 00
Moore's Egyptian Paint.	1 75
Moore's Sani-Flat	2 20
C.P.C. Pure, white	2 75
C.P.C. Pure, colors	2 35
O.P.W. Can. Brand, white	2 60
O.P.W. Can. Brand, colors	2 40
O.P.W. Can. Brand, floor.	2 00
O.P.W. Flat Wall, white..	2 60
O.P.W. Flat Wall, colors..	2 40
Ramsay's Pure, white....	2 65
Ramsay's Pure, colors 2	40
Martin-Senour 100% white	2 85
Martin-Senour 100% colors	2 60
Senour's Floor Paint	2 30
Senour's Porch Paint	2 60
Senour's New-Tone, white	2 60
Senour's Neu-Tone, colors.	2 50
Sherwin-Williams, white..	2 85
Sherwin-Williams, colors..	2 60
Flat Tone, white	2 70
Flat Tone, colors	2 50
Minerva, white	2.65
Minerva, colors	2 45
Stephens O. White, Wpg.	2 90
Stephens House (Wpg.)..	2 65
Stephens Floor (Wpg.)...	2 35
Silkstone (Wpg.)	2 50

PARIS GREEN

	Mun-ro's	C.P. Co.	Ber-gers
600-lb. bbls.	42¾	38¾	29¼
250-lb. kegs	43	39	39¾
100-lb. drums ...	44	40	40¾
50-lb. drums	44	40	40¾
25-lb. drums	44¼	40¼	41
1-lb. 100s, pkgs..	46¼	42¼	43
½-lb. 100s	48¾	44¼	45
1-lb. 100s, tins ..	47¼	43¼	46

Prices f.o.b. Toronto, Hamilton London and Montreal.

PARIS, PLASTER

Per bbl. $2.25-2.50

PRIMER

Luxeberry Primer 2 25

PASTE WOOD FILLER

	Pound
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08¼
25 lb. cans	0 08
100 lb. kegs	0 07
¼ barrels	0 06¼
Barrels	0 06

PUTTY

	Standard Montreal	Toronto
Bulk, in casks ...	2 70	2 80
Bulk, 100-lb drums	2 90	3 00
Bulk, 25-lb. drums.	3 00	3 10
Bladders, in bbls..	3 30	3 40

Pure Putty, 70c cwt. advance. London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal., $2.55.
Pure Orange, gal., $2.40.
Gum, 34c lb.; finest orange, 42c lb.; finest white, 46c lb.

TAR (PINE TAR)

Half pint tins, per doz. 0 65
Pint tins, per doz. 1 10

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	2 50
Cumoff	2 10
Dreadnought, gal	2 75
O.P.W. Presto	2 25
Lingerwett	2 65

TURPENTINE

	Montreal	Toronto

See weekly report for prices.

SLATING Gal

Liquid Slating, B.B.....$3 00

STAINS Gal.

Oil and Spirit, Berry Bros.$2 73
Water Stains, Berry Bros.. 1 05
Berrycraft, stain finish 2 80
Creo-lac 0 85
C.P. Oil Stans 1 98
Sun Varnish Stains 2 20

VARNISHES Per gal cans

Brandram-Henderson, Ltd., "Gold Medal"	1 90
Copaline Varnish	2 50
C. P. Co.'s Sun Varnish ...	2 50
Dependon Light Hard Oil Finish	1 70
Dulgloss	3 00
Elastic Interior	1 40
Elastic Exterior	1 55
Elastic Excello	2 00
Everlastic (Floor)	2 55
Elastilite	2 25
"Flint-Lac" coach	1 30
Flattine Floor Finish	3 00
Gold sized Japan	2 00
House painter's White Jap..	1 95
Jas-per-ite exterior finishing	2 25
Jas-per-ite pale hard oil	1 60
Jas-per-ite floor finish 2	25
Kopi	2 30
Kyanize cabinet rubbing..	3 50
Kyanize spar	4 75
Liquid granite 2	80
Luxeberry light	2 60
Luxeberry spar	4 10
Luxeberry exterior	4 50
Marble-ite	2 30
Mar-Not	2 70
Martin-Senour finest interior	2 60
Martin-Senour Wood-Var...	2 30
Maritime spar varnish	4 00
No. 1 Furniture Varnish ..	1 25
Sherwin-Williams "Kopal" Varnish	2 75
Stove-Pipe Varnish, ½ pints, gross	9 00
Sun Waterproof Floor Finish	2 75
Sun-Spar Varnish	4 00
Stephens Luminette	2 20
Stephens Exalite	3 00

WATER PAINTS

Opalite, 200 lb. bbls.	0 12
Opalite, 100 lb. kegs	0 12½
1 gal. package, per pkg...	0 65
½ gal package, per pkg..	0 35
Coralite, 5-lb. pkgs	0 04½

WASTE (POLISHING)

Cream 0 20

WASTE, WHITE WIPING

XXX Extra	0 18
X Grand	0 17
XLCR	0 16
X Empire	0 15
X Press	0 14

WASTE, COLORING WIPING

Fancy	0 14
Lion	0 12½
..Standard	0 11
Popular	0 10
Keen	0 09

WASTE, WOOL PACKING

Arrow	24
Axle	18
Anvil	14
Anchor	11

WIPERS, WASHED COTTON

Select White	12
Mixed Colored	10
Dark Colored	9

This line subject to trade discount for quantity.

WAX .. ..Per lb.

C. P. Floor Wax	0 30
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 37
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	41–44c
Johnsons	41–44c
Gold Medal	0 30

WHITING

Paris white	1 90
Plain, in bbls.	1 75
Gilders, bolted, in bbls.	1 85

Per 100 lbs.

WOOL ALCOHOL Per gal.

In gallons	1 25
Barrels	0 87

$4 extra for barrels.

Be Particular as to the Varnish You Sell—

You wouldn't sell "Inside White" to paint a BARN! It's just as important to sell varnishes that are tried and tested and guaranteed to give service on the work for which they are intended to use

STOCK

DOUGALL VARNISH

A VARNISH FOR EVERY PURPOSE AND EACH ONE GUARANTEED. WRITE NOW FOR PARTICULARS.

The Dougall Varnish Co., Limited, Montreal

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $15.25; chilled, $16.75; buckshot, $16.05; ball, $16.45.

ANVILS

Peter Wright, 80 lbs. and up, 14½c per lb.; clip horn, 15½c.

Norris, 41 to 56 lbs., 15c; 57 to 70 lbs., 13½c; 71 to 83 lbs., 12½c; 84 lbs. and over, 12c.

AXES

Single Bit	$ 7 50	$12 50
Double Bit	13 00	15 00
Broad Axes	28 00	31 00

BARS, CROW. $5.50 per 100 lbs.

BAR IRON

Bar iron, $3.50; Swedish iron, $5; sleigh shoe, steel, $3.50; spring steel, $4; machinery steel, $4.50; tool steel, Black Diamond, 100 lbs., $10.25.

BELTING

Rubber, 6 in. and under, 50 and 10%; over 6 in., 50%.

Agricultural or No. 1 leather belting, 40, 12½ and 2½ p.c. off list.

Standard, 30, 10 and 10 p.c. off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.20 per lb.; cut, $1.35 per lb.; rawhide, sides, $1.15; cut, $1.50.
Blue Stone (Vitrol) 14c lb.

BOLTS

Carriage, ⅜ and smaller, 20%; 7-16 and larger, 5%; machine, ⅜ and under, 20%; 7-16 and over, 10%; machine set screws, 35%; plough bolts, 10%; nuts, small lots, 2c advance over list; case lots, 1c advance over list; stove bolts, 50%; shaft bolts, 20%; tire bolts, 30%; sleigh shoe bolts to ⅜, 10%; 7-16 and up, 5%.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, 85c to $1.45 per roll, according to quality; plain, 55c to to $1.25.

CHAIN

Coil, 3-16 in., $10.75; ¼, $8; 5-16, $7.10; ⅜, $6.25; 7-16, $6; ½, $5.75; 9-16, $5.75; ⅝, $5.65; ¾, $5.50; Logging, 5-16, 7½c; ⅜, 6½c; tie out, 70%.

CHURNS

Barrel, No. 0, $5.60; No. 1, $5.60; No. 2, $6.25; No. 3, $6.90; No. 4, $8.15 each

CLEVISES, MALL. 8½c per lb.

CLIPPERS

Stewart's 25 p.c. off Canadian list.

DRILLS

Bit stock, 45 p.c.; Blacksmith, ½ in. round shank, 40 p.c.

EAVETROUGH

Eavetrough, 8 in., per 100 ft., $3.70; 10 in., $4.50; 12 in., $5.56.

Conductor pipe, 2 in., per 100 ft., $4.50; 3 in., $5.25; 4 in., $6.50.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE.

10% advance on net list, except heavy tubs and heavy pails, which are net list.

GLASS, WINDOW

	Single	Double
Up to 25 in.	7 25	11 00
26 to 40	8 25	12 75
41 to 50	10 75	14 25
51 to 60	11 25	15 00
61 to 70	12 25	16 00

GLASS (Plate)

30 p.c. off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES

Per 100 lbs., $1.75.
Mounted on steel frames, $4.50.

HINGES

Light T and strap, 30 p.c.

Corrugated Strap Hinges — 4, $1.05; 5, $1.45; 6, $2; 8, $3.20; 10, $4.75; 12, $7.20.

Corrugated Tee Hinges — 4, $1.25; 5, $1.90; 6, $2.35; 8, $4.15; 10, $5.90; 12, $8.35.

HORSESHOES

Iron, No. 0 to 1, $5.40; No. 2 and larger, $1.15; snowshoes, No. 0 to No. 1, $5.65; No. 2 and larger, $5.40; steel, No. 0 to 1, $5.85; No. 2 and larger, $5.60; featherweight, $7.

JACKSCREWS

55 per cent. off list.

IRON BAND.

1½ in., $4.05; 1¼, $4.05; 1 in., $4.15.

IRON GALVANIZED

	Apollo and "Fleur Premier de Lis"	
10¾ oz. or 28 Eng..	7 50	7 50
28 Am. or 26 Eng...	7 15	7 15
26 Am. or 26 spec....	6 90	6 90
24	6 70	6 70
22	6 70	6 70
18 and 20	6 50	6 50
16 Am.	6 50	6 50

IRONS, SAD

Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set 0 95
Mrs. Potts No. 50 set 1 00

Mrs. Pott's common sad iron handles, 85c dozen. Mrs. Pott's improved, $1.10. a dozen.

LAMP CHIMNEYS

A, per case 8 doz., $4.80; per doz., 65c; B, per case 6 doz., $4.50; per doz., 85c.

LANTERNS

No. 2, plain	8 25
No. 20, X-ray	12 00
No. 22, Dash-board	10 75
Short Globe, doz.	8 25

LEAD PIPE, $13.40.

LEAD WASTE, $14.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, $6.75; cutter, $6.75.

NAILS, HORSE

Capewell, 10 per cent off list.

NETTING. Poultry, 37½%.

Banner Netting, 24 in., $3.50; 36 in., $4.50; 48 in., $5.25; 60 in., $6.25; 72 in., $7.

NUTS

Square, small lots, 2c advance over list; case lots, 1c advance over list; Hexagon, small lots, 2c advance over list; case lots, 1c advance over list.

OIL CANS

	Tin	Galvanized
½ gal., dome top	$3 08	$....
1 gal., dome top	3 74	4 25
2 gal., dome top	5 83	6 75
5 gal., dome top	9 29	14 85

OILS

"Buffolite," 20c; Ideal Thresher, 35c; "B" Castor machine oil, 30c; Buffalo Engine gasoline, 31c; Buffalo "A" gas engine oil, 45c; Royal gasoline, 32c; Family Safety coal oil, 19½c; "Engoline" engine coal oil, 15*c; Summer Black oil, 19c; Kelso engine oil, 45c; Silver Star oil, 16*c; Royalite oil, 17c; Standard gas engine oil, 42c; Prairie Harvester oil, 40c.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c; less than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $14; 15 lb. for less.

PICKS, Clay, 6-7, $6.25 per dozen.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	$ 4 01	$ 6 48
⅜ inch	4 10	6 57
½ inch	5 27	7 11
¾ inch	6 44	8 87
1 inch	9 54	13 14
1¼ inch	12 78	17 73
1½ inch	15 39	21 20
2 inch	20 75	28 53
2½ inch	32 76	45 10
3 inch	42 84	58 95
3½ inch	53 70	....
4 inch	63 70	....
4½ inch	80 10	....
5 inch	93 60	....
6 inch	121 50	....

PLASTER, Paris, per bbl., $3.75.

PARIS GREEN

In 1-lb. pkgs., full cases, 44c lb.; less, 44c lb. In ½-lb. pkgs., full cases, 46c lb; less, 46½c lb.

PLATES, CANADA

18 x 21 per box, half polish, $5.75; full polished, $7.25; 18 x 24, half polished, $5.75, full polished, $7.25; 20 x 28, half polished, $6, full polished, $7.50.

PLOW SHARES.....10c per lb.

POINTS

Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. irons	3 50
25-lb. irons, per cwt.	3 80
1½-lb. tins	0 07

RIVETS AND BURRS

Iron rivets, 25 per cent.; copper, No. 7, 66c lb.; No. 8, 66c; No. 9, 67c; No. 10, 71c; No. 12, 75c.

Five-lb. assorted boxes, No. 8 gauge, 74c lb.; No. 10 gauge, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 68c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 17c base; pure Manila, 24c base; British Manila, 19c base; lath yarn, 17c base; African hemp, 19c base; cotton rope, ¼ and over, 40c.

Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell.) 20 per cent. off.

SAWS, BUCK

Happy Medium, $7; Watch Spring, $7.25; Lance Tooth or Lightning Blades, $7.75; New Century, $9.25.

SCREWS

Bright iron round head, 62½ p.c.; flat head, 67½ p.c.; round head, brass, 30 p.c.; flat head, brass, 32½%; coach, 30%.

STEEL SHEETS, BLACK

10 gauge	5 55
12 gauge	5 60
14 gauge	5 50
16 gauge	5 60
18-20 gauge	5 00
22-24 gauge	5 05
26 gauge	5 15
28 gauge	5 25

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $9.40 per doz.; D.H., Rd. Pt., $9.40; L.H., Sqr. Pt., $9.40; D.H., Rd. Pt., $9.40; Bulldog and Jones, D.H., Rd. Pt., $10.95; D.H., Sqr. Pt., $10.95; L.H., Rd. Pt., $10.95; L.H., Sqr. Pt., $10.95; Black Cat and Crescent Scoops—No 4, $10.15 per dozen; No. 6, $10.80; No. 8, $11.50; No. 10, $12.20. Moose and Jones Scoops—No. 4, $11.20; No. 6, $11.85; No. 8, $12.50; No. 10, $13.05 per dozen.

SOLDER Per pound, 30 to 31c.

SPIKES

Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES

Bright wire, per cwt., $4.25 at Fort William, $4.65 Winnipeg; galvanized staples, $5.05 Fort William, $5.45 Winnipeg.

STEEL

Sleighshoe, $3.50 base per cwt.; plow, common, $5.50; crucible plow, $6.60; angle, $4; harrow, $3.25 base; east, octagon tool steel, 10¼c base; square tool, 11¼c base; spring, $4; machine, $4.50 base; tire, $4.

STEEL HOOPS

½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES

40 per cent. off list.

TACKS. Carpet, 70-10% off list.
TIES. Cow, 40 per cent.

TIN AND TIN PLATE

20 x 28 I.C.	$17 00
20 x 28 I.X.	18 50
20 x 33 I.C.	19 50
20 x 33 I.X.	21 50
Terne plates	14 00

TURPENTINE

See weekly paint report.

VISES

Peter Wright's solid box vises, 45 lbs. and over, 15c lb.

Norris vises, 45 lbs. and under, $7.50 each; over 45 lbs., 18c lb.

WASHERS

Iron, small lots, 25 p.c. + 75c; full boxes, iron, 30 p.c. + 75c.

WHITE LEAD

Decorators' pure, ton lots, $14.55; less than ton lots, $14.85.

WIRE, BARB

Lyman, 4-point, $3.70 f.o.b. Ft. William, $4 Winnipeg; Glidden Cattle, 2 pt., $3.55 Ft. William, $3.85 Winnipeg; Baker 2-pt., $3.50 Ft. William, $3.80 Winnipeg; plain twist, cwt., Ft. William, $3.90; Winnipeg, $4.30; plain galvanized, Ft. William, No. 9, $4.35; No. 12, $4.60; Winnipeg, No. 9, $4.75; No. 12, $5; coil spring, Ft. William, No. 9, $4.30; No. 12, $4.50; Winnipeg, No. 9, $4.60; No. 12, $4.80.

Patented screen in 100-ft. rolls, $2.50 per hundred sq. ft.; in 50-ft. rolls, $2.60 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $5.70 Winnipeg; $5.30 Fort William.

Brass snare wire, per lb., 80c.

WIRE, ANNEALED.

No. 9, $4.75; 10, $4.80; 12, $4.95; 14, $5.10; 15, $5.25; 16, $5.40 per 100 lbs.

WRINGERS

Royal Canadian, $43.40 per doz.; Eze, $46.90 per doz.; Bicycle, $51.65 per doz.; Ajax, $8.75 each.

When You Have an Order Calling for Steel or Iron

Send it right on to us. We can ship the same day as we get your order. You'll have the **material** by the time the other fellow gets his quotation. Our 6000-ton stock comprises:

Beams, Channels, Angles, Plates, Zee and Tee Bars, Broad Flange Beams, Rounds, Squares, Flats, Rivets, Bolts, Square Cold Twisted Medium Steel Bars for Concrete Reinforcement, Splices, Rails, Nuts, Spikes, Grey Iron Castings, Heavy Forgings.

Our quotations are always reasonable and allow a good margin for the dealer.

Send for our Monthly Stock List.

Manitoba Bridge & Iron Works,
WINNIPEG MANITOBA LIMITED

QUICK DELIVERY IS AN ESSENTIAL

Galvanized Sheets, Black Sheets, Canada Plate, Tin Plate and Solder

Wanted now, are needed in a hurry

Our stock is in good shape, well assorted in a variety of sizes and gauges. It will help you give your customers quick service at a time when material is hard to get.

We can also give you quality and service in "Max" Brand Corrugated Sheets, Winnipeg Shingles, Metal Sidings, Metal Ceiling, Eavestrough, Conductor Pipe, Stock Water Troughs, Trough Heaters, etc., etc.

Consult our latest stock list. Send your order to us, and we will get them on the road to you promptly.

WINNIPEG CEILING & ROOFING CO., Limited

P.O. Box 3006 **WINNIPEG, MAN.**

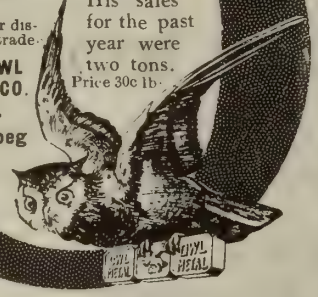
OWL BABBITT METAL

With difficulty we induced a customer to stock a few pounds of OWL METAL. His sales for the past year were two tons.

Write for discount to trade.

THE OWL METAL CO. LTD. Winnipeg

Price 30c lb.



NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

WIRE NAILS

IN STEEL HOOP KEG

Weatherproof

WIRE BALE TIES

For Baling Hay, etc.

FENCE STAPLES

Bright or Galvanized

POULTRY NETTING STAPLES

WIRE

Bright or Annealed

SPECIAL O. & A. WIRE

The Laidlaw Bale-Tie Co., Limited

HAMILTON, ONTARIO

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H. E. O. Bull, Montreal, Que.

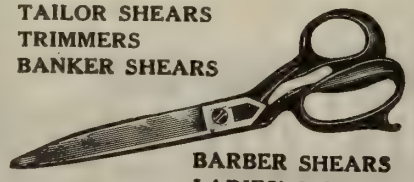
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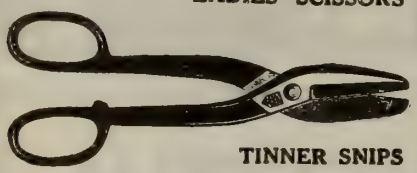
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TRIMMERS
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BARBER SHEARS
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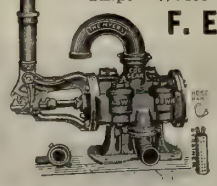
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EASIEST TO OPERATE

The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

The purchaser buys the most service when he buys a Myers Tank Pump. Write for booklet.



F. E. Myers & Bro.

Ashland, Ohio.

J. H. Ashdown, Hdwe. Co., Ltd., Winnipeg, Calgary & Branches.

Lewis Bros., Ltd., Montreal, Distributors of Myers Pumps.



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS Limited

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England



A want ad. in this paper will bring replies from all parts of Canada.

TURPENTINE IMPORTERS AND LINSEED OIL DEALERS

We import Pure White Gum Spirits of Turpentine in new white oak barrels.

Prices quoted Jobbers and Manufacturers on application.

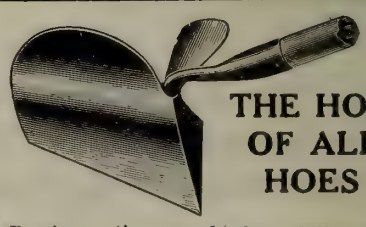
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Ontario Oil & Turpentine Co.

SUCCESSORS TO

Colonial Varnish & Color Co.

TORONTO, ONT.



THE HOE OF ALL HOES

Breaks up the ground, plows, hills, cuts weeds and cultivates the soil and does the work in half the time, and better, easier and more satisfactorily.

Manufactured by

SCHOENER MFG. COMPANY

St. Cloud, Minn.

Western Canadian Distributors: Merrick-Anderson Co., Winnipeg, Man.

If interested, tear out this page and keep with letters to be answered.

A Straight Talk from the Manager

No. 53

You Can "Clip Coupons" Every Day

The buyer for a large New Ontario hardware firm was chatting with a salesman the other day, when the subject of Hardware and Metal came up.

"I don't know what we would do without it," said the buyer. "In these days of sensational price changes, it is repaying many times over the money we have invested in our subscription for years past."

Every hardwareman in Canada should be making big money out of Hardware and Metal these days. Use it! Use it every day, and many times a day!

J.G.L.

If interested, tear out this page and keep with letters to be answered.

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**



ICE TOOLS

Every Farmer, Butcher and Dairyman cuts ice. We have a tool for every use. Write for particulars and prices.

We also have a full line of Snow Plows, etc., for municipal work

ROBERT DONALDSON & SONS, Montreal



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Auger Bits, Bolts and Nuts, Bolster Springs, Chain, Drills, Files, Handles, Horseshoes.

LET US QUOTE YOU

IRON AND STEEL HARDWARE TOOLS

WILKINSON AND KOMPASS
TORONTO HAMILTON WINNIPEG

WE SHIP PROMPTLY

Cottor Pins, Rivets and Burrs, Cap and Set Screws, Wood Screws, Tacks, Washers, Varnishes, Waste.

MR. CLERK → Your Spare Time

WHAT do you do with it? By that we mean, is it *bringing you* any returns in the ways that go to assure your future success?

How would you like to know of a plan that will bring you in as much (if not more of an income) than your regular occupation. *Would you be interested?*

We have a plan by which hundreds of *clerks* throughout Canada are greatly increasing their weekly incomes. This plan interferes in no way with their regular duties. It helps them to become of more value to their employers as well. Besides it supplies them with extra funds.

Write, and we'll give full particulars concerning it. This places you under no *obligation,* we'll be glad to tell you all about it. Drop us a line *To-Day.*

DEPT. H. & M.

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THE BROWN, BOGGS CO., LIMITED

HAMILTON, CANADA

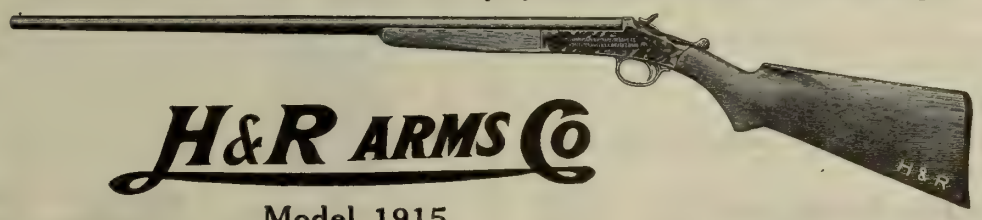
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A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



H&R ARMS Co

Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

24 Gauge, 28 or 30 inch Barrel
28 Gauge, 26 or 28 inch Barrel
.45 Caliber, 26 inch Barrel
.44 Caliber, 26 inch Barrel
.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

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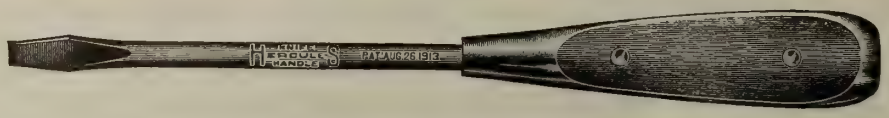
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ARE IN GREAT DEMAND AT THIS SEASON—SCREWDRIVERS ESPECIALLY

THE HERCULES KNIFE HANDLE DRIVER

Answers every requirement of the Motorist and our price is **Right**



THERE ARE SEVERAL REASONS WHY YOU SHOULD CARRY THE HERCULES

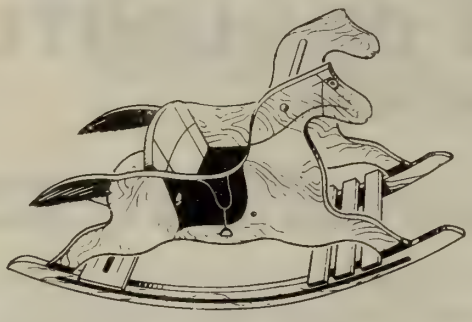
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PRESCOTT W ROBINSON, Canadian Representative, 414 Drummond Building, Montreal

SHOO-FLY ROCKER

A big selling Proposition



We present extra value in these Shoo-Fly Rockers. They are hand-finished in Dapple Grey in contrast to the regular machine finish in burl-walnut. Bridles, saddles and trimmings are handsomely painted in bright colors.

When beauty invites purchases, and then strength and service gives the utmost in satisfaction.

Drop a card for full details

The Schultz Brothers Co., Ltd.

Brantford, Ont., Canada



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A PATENT PATCH

are your customers' good friends.

Let your store be a meeting place for these mutual friends, and collect the profit that is in every sale—a profit made with scarcely an effort to earn it on your part—we have done nearly all the introductory work. Counter display containers furnished free.

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Collette Mfg. Company

Collingwood, Ont., Canada



THE WHITE MOP WRINGERS

Excel

because they wring dry, easily, quickly, neatly and perfectly.

Hundreds of thousands of them already in use, and our customers tell us they are better than advertised.

Trade-marked and Guaranteed.

Sold by leading jobbers everywhere.

Apply to them or to us.

WHITE MOP WRINGER CO.

FULTONVILLE, N. Y.



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"BEST'S" No. 21 WEATHER STRIP

Double Felt and Zinc.

Write for Samples and Prices

Best Weather Strip Co., Ltd. Hamilton Ont.

Trulite The Original Short Globe Lantern.

Made only by

Ontario Lantern & Lamp Co.,

HAMILTON, CANADA Limited

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.

135 WILLIAM ST. NEW YORK

BOLTS, RIVETS, WIRE & WIRE NAILS

Quality Rite Prices Rite Quick Service

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BATH ROOM FITTINGS

K NIAGARA KINZINGER, BRUCE & CO., LIMITED

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WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES



"CONDOR"

—the name that means quality and service in lamps—more light, less current. A money-saver, a money-maker. Write

The Basters, Jackson Co.
22 College Street, TORONTO

THE AWL YOU WANT

See That Reel



Is the genuine MYERS $1.00 "Lock Stitch" Sewing Awl with the exclusive feature. See thread reel in front of handle under the finger tips. Natural tension. Sews heavy or light material, diamond point, full grooved needles used to protect the thread when sewing.

C. A. MYERS COMPANY
6374 University Ave., Chicago., Illinois

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Drop a card for prices and particulars.

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HAMILTON, ONT.

The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

FOOD CHOPPERS



Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. Lamplough & Co., Unity Bldg., Montreal



Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry
PERTH, ONT.



Winter is Here

Weatherstrip wanted for doors. Specify Swan Brand. Made of solid oak, and best green felt. Comes ready to put up.

SWAN MFG. CO.
Winnipeg

IT MAY SAVE YOUR LIFE

If you are going hunting or fishing in the woods or on the water—the need of dry matches may save your life "The Excelsior Sportsmen's Belt Safe" made of Brass, Nickel Plated, Gun Metal or Oxidized — Waterproof. Furnished complete with Belt and Buckle for $1.00.



Hyfield Mfg. Co., 48 Franklin St., N.Y.



THE STURDY ASH SIFTER

Best Sifter. Best Price

Collins Manufacturing Company. Toronto



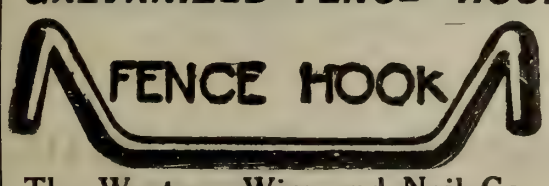
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Excellent Storage, Forwarding, and Distributing Facilities.

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKETS ON WIRE FENCES



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, London, Ont

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

15½ Toronto Street, Toronto. 52 Canada Life Bldg., Montreal.

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REVOLVER SALESMEN: Run this cut **with your firm's name** in your local newspaper. It will make your work easier. Order electro D-25; it's free.

PROTECTION



Leave Your Wife Protected When You Leave Home

Doesn't matter how scared she feels about ordinary firearms, show her the Colt Automatic Pistol and explain the famous grip safety to her and she'll feel perfectly secure.

Explain that she must purposely pull the trigger and compress the grip safety before the Colt will fire.

Then explain when firing is necessary she does this automatically and naturally (without thinking), which ensures her getting the drop on her assailant in a flash.

Buy the Colt because it's safe; buy it because of its quick action. It costs more to make—costs you the same.

PREPAREDNESS

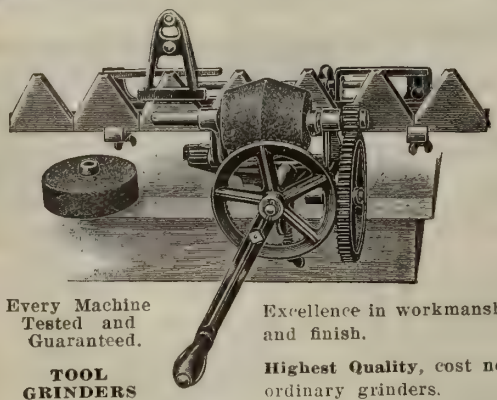
Sell Colt's and Safeguard your Customers!

COLT'S PATENT FIRE ARMS MFG. CO. Hartford, Conn. or **A. MACFARLANE & COMPANY** Coristine Building, Montreal



American Self-Oiling Grinders

COST NO MORE THAN ORDINARY GRINDERS



Every Machine Tested and Guaranteed.

TOOL GRINDERS
SICKLE GRINDERS
POWER GRINDERS

Excellence in workmanship, material and finish.

Highest Quality, cost no more than ordinary grinders.

ORDER FROM YOUR JOBBER. If he doesn't handle, write direct to factory.

American Grinder Mfg. Co., Milwaukee, Wis.

WESTERN AGENTS: Merchants Hardware Specialties, Calgary, Alta. EASTERN CANADA AGENTS: John H. Graham & Co., 113 Chambers Street, New York City.



The Man with a Horse

You can interest every horse-owner if you ask him to look at the Ventiplex Line—housings, sweat pads, and Saddle blankets. He will perceive the value of these things to him, and out will come his money to possess them. Every horse owner in your community ought to be worth at least a dollar profit to you each year. So count up the number of farmers, teamsters, delivery men and people owning horses for pleasure in your territory; and then reckon the income that you can obtain from selling them a single line.

"Comfy" Weather Strip

This is the season for getting things snug for the winter. Weather Strip is selling freely right now. Supply customers with "Comfy" brand—put up in 1 lb. Cartons (39 feet). Good profit maker. **Order without delay.**

Burlington Windsor Blanket Co., Ltd.

793 King St. W., TORONTO, ONT.

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Big Profits Selling
Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless and Champion.

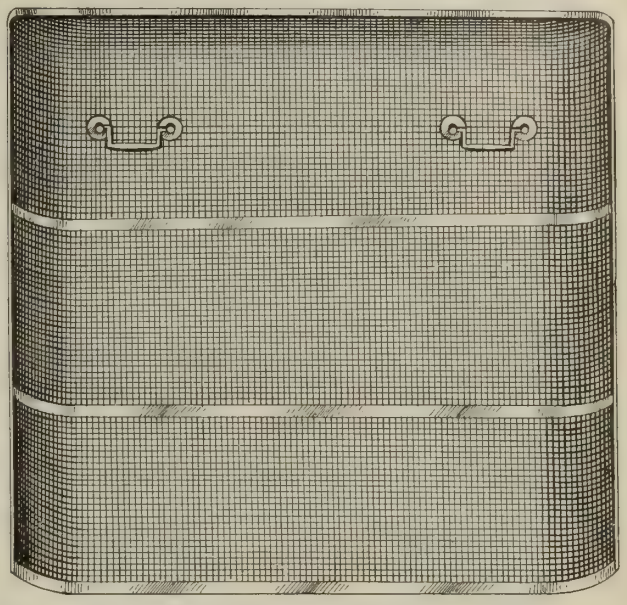
Made of the best of Hickory, nicely finished.

All leading Jobbers stock them.

Write for prices.

J. H. Still Mfg. Co.
ST. THOMAS, ONT.

Fire-place Screens



"XL" MISSION

We recommend this as being the most handsome screen on the market.

Our line is complete and of the highest quality.

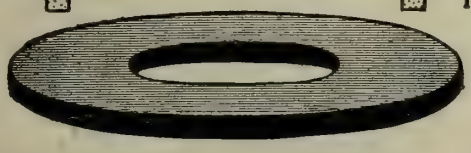
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We manufacture all grades of Wire Cloth and General Wire Work. We solicit your enquiries.

Wrought and Steel Plate
WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



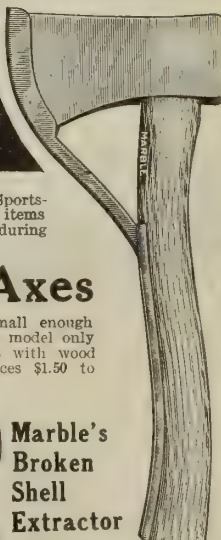
Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

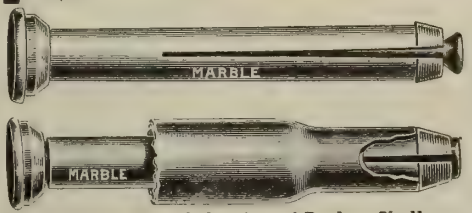
TRADE MARBLE'S MARK Helps For Hunters



Every one of Marble's Sixty Specialties for Sportsmen is a positive HELP to the hunter. The three items shown here are particularly in demand now and during the next few months.

Marble's Safety Axes

Famed for their QUALITY and UTILITY. Small enough for the pocket—big enough to fell a tree. Heaviest model only weighs 27 ozs. Made in several styles and sizes with wood or steel handles—plain or claw back. List prices $1.50 to $3.00.



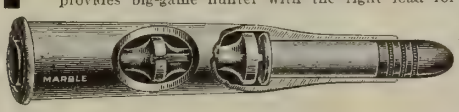
Extractor with Section of Broken Shell

Marble's Broken Shell Extractor

Slips inside broken shell — grabs it by the nose — a little pull brings it out—no chance to damage rifling—no fumbling around in cold trying to pry out the shell with knife or nail. List price 75c.

Marble's Auxiliary Cartridges

Eliminate cost of large calibre ammunition for target practice—also provides big-game hunter with the right load for small game. Made for rim and rimless cartridges—and for practically all American rifles.



List price 75c each. See catalog for complete details.

TRADE SUPPLIED BY JOBBERS

Stock up now before prices advance. Complete catalog upon request.

MARBLE ARMS & MFG. CO.
5350 Delta Ave., GLADSTONE, MICH.

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W P WARD

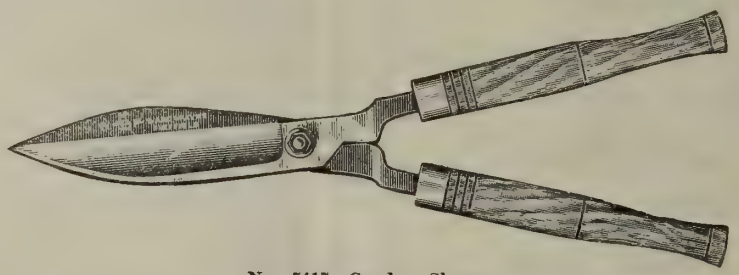
GARDEN TOOLS

Established in 1803

We are one of the largest makers of these goods in England. The quality is of the best and they are beautifuly finished. We are putting in hand large stocks for the coming season, and we ask you to give us a trial order. Our Garden Shears are so well known that they need no advertising; our other tools will be found equally satisfactory.



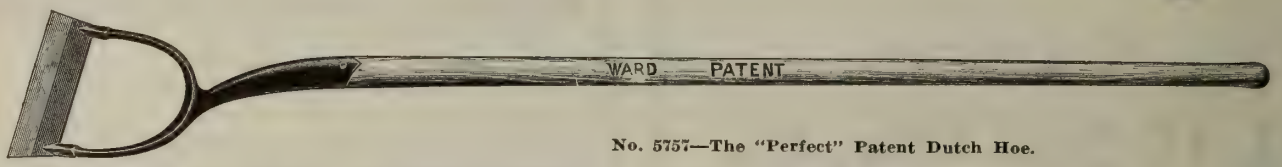
No. 5574—Weed Fork



No. 5417—Garden Shears. Guaranteed "Fast Handles."



No. 5552—Trowel



No. 5757—The "Perfect" Patent Dutch Hoe.

WARD & PAYNE, SHEFFIELD

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A good saw should have strength, elasticity, toughness and endurance. You get these qualities in full degree in Arrow Head Saws, made from Vanadium Steel. The steel of ultimate quality.

ARROW HEAD SAWS

The Arrow Head Saw will do 20% more work. This has been proven. These saws therefore are good for you to supply your customers. They are profitable to you, and they enhance your reputation for supplying a good article. Protect yourself by ordering now. Your jobber has the goods.

R. H. SMITH CO., LIMITED, St. Catharines, Ontario

W. McVean, Pres. J. A. McVean, Vice-Pres. Alex. McVean, Secy.-Treas.

Besides Manufacturing High-Grade
Heavy, Medium and Light
VEHICLE WHEELS

McVEAN

We also make Large and Small Sarven, Auto and Woodhub Spokes, Bent Wagon, Auto, and Sleigh Woodstock.

O. & W. McVean, Ltd., Dresden, Can.

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No. 9

Made from clear basswood. Has Four drying sides or Sixteen bars.

Any side can be folded up against middle post if not needed. Cut shows two sides folded and two ready for use. When not wanted, all sides can be folded up and drier stood in a corner.

Tied three in a bundle.

You Can Sell this Clothes Drier

Always someone among your customers needing a Clothing Drier. When the first baby comes to any home, a Clothes Drier is a necessity. Suggest Clothes Driers and you'll sell them.

Show them and you'll earn good money for the time given to the demonstration.

We make Clothes Bars, Ironing Boards, Bake Boards, Ladders.

Have our catalogue. Make it help you do more business.

The Stratford Mfg, Co., Limited
Stratford, Canada

MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.



Pumps for every use—hand or motor—force or lift — every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The R. McDougall Co., Limited
GALT, CANADA



MAC'S SPECIAL



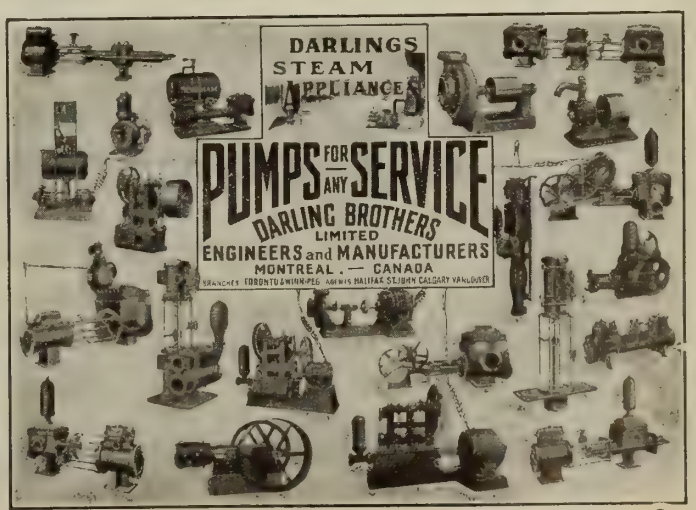
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Winnipeg Paint & Glass Co., Limited

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Largest Curling Stone Dealers in the World

Send to the Editor for proofs of the cuts of Santa Claus, holly and other Christmas ornaments which will help you to brighten up your Christmas advertisements.





Stephens

House Paints, Floor Paints, Barn Roof and Elevator Paints, Structural Iron Paint, Silkstone Flat Wall Colors, Interior Enamels, Wa-ko-ver Stains, Carriage Paints.

A line that assures all-around satisfaction in your paint department.

The quality and service of Stephens products have built a splendid reputation for them in the West.

Our paints are made to withstand the extremes of the Canadian climate, and do so efficiently. They have remarkable covering capacity and are attractive until completely worn out.

Sell Stephens Products and you make re-orders double-sure.

Write us re our exclusive agency.

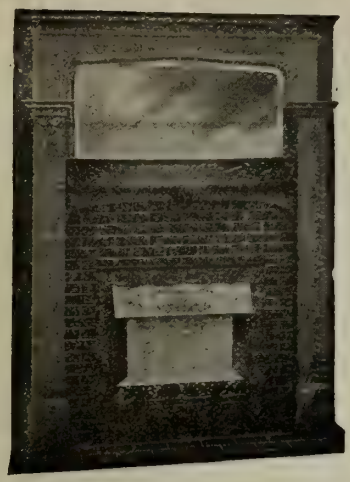
G. F. Stephens & Co., Limited

PAINT AND VARNISH MAKERS

WINNIPEG and CALGARY



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This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

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9 and 11 Pitt St. East, Windsor, Ont.

United States Manufacturers

Have your goods made for you in Canada until your trade here is large enough to warrant your putting up your own plant. An old established manufacturer, now busy on munitions work, with one of the largest and most up-to-date machines and metal-working plants in Canada, would like to undertake the manufacture of hardware, machinery or other metal specialty for the Canadian, British Empire and Allied markets with which preferential trade arrangements are now being planned. Address in the first instance:

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c/o
HARDWARE AND METAL
TORONTO

ESTABLISHED 1849.

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Offices Throughout the Civilized World

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Reputation gained by long years of vigorous, conscientious and successful work.

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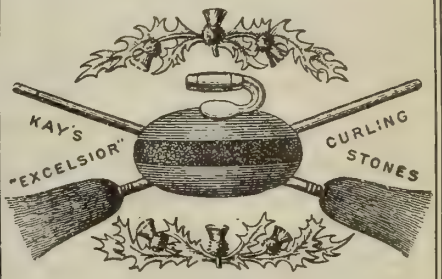
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Kindly Mention This Paper When Writing Advertisers.

"KAY'S EXCELSIOR"

Curling Stones

They run perfectly from the start. No working down with emery necessary.



We carry a full line, in assorted weights, 36 to 45 lbs. to the stone, exclusive of the handle. Also Handles, Grips, Fancy Washers, Brooms, Boxes. Also Builders' Supplies.

Walter Belyea

Successor to the Late

THOMAS BLACK
WINNIPEG

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - ONTARIO

MADE IN CANADA



It's a Pink anyway you take it, and it's the best Peavey made.

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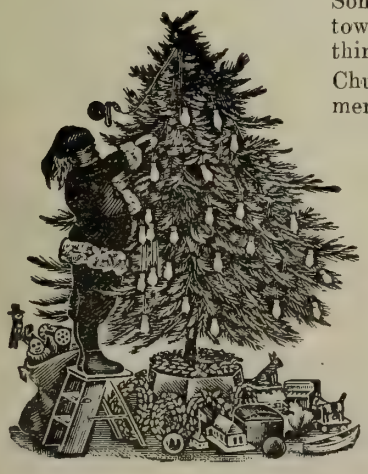
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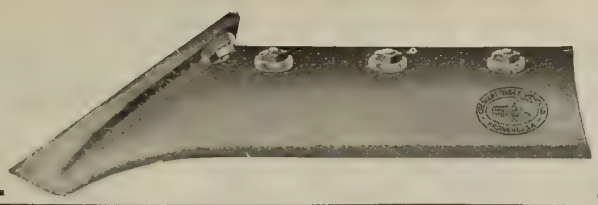
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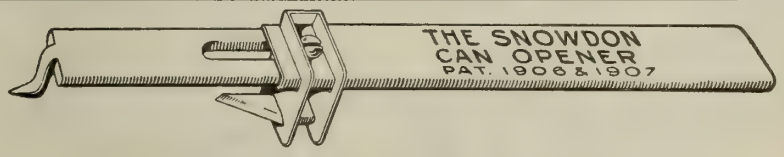
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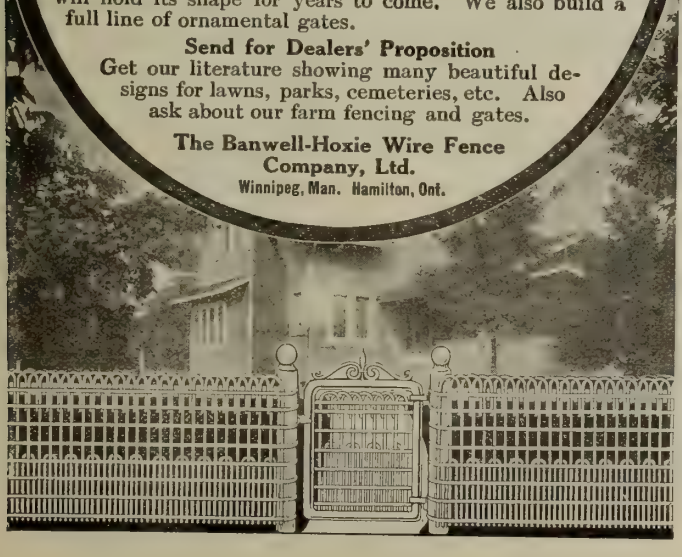
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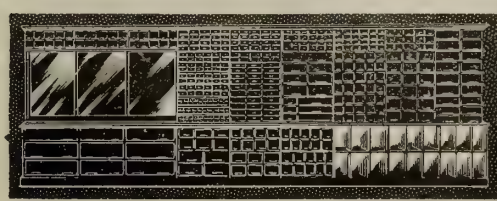
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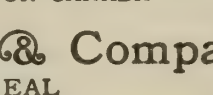
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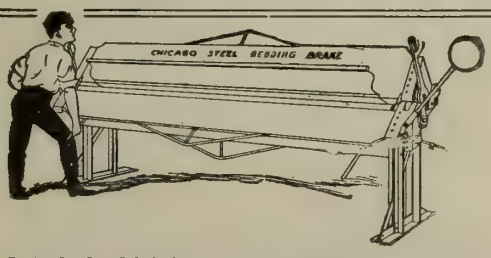


GRANTED 1682.

By seeing that this exact mark is on each blade.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL



CHICAGO STEEL BENDING BRAKES
MADE-IN-CANADA

Used by over ten thousand Sheet Metal Workers in U. S.

Mail us a post card to-day for catalog and full particulars.

The Steel Bending Brake Works Ltd., Chatham, Ont.

BOLTS

Our large stock of **Carriage and Machine Bolts and Coach Screws, Rivets, Nuts and Washers,** assures quickly filled orders and prompt shipment. **Our quality and price please everybody.**

LONDON BOLT & HINGE WORKS
LONDON, CANADA

If interested, tear out this page and keep with letters to be answered.

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Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ottawa.
Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Ventilators
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Vises
National Machinery & Supply Co., Ltd., Hamilton.
North Bros. Mfg. Co., Philadelphia.

Vises, Oval Slide
National Machinery & Supply Co., Ltd., Hamilton.

Vises, Pipe
National Machinery & Supply Co., Ltd., Hamilton.

Vulcanizing Rubber
Adamson Mfg. Co., Hamilton.

Wall Paper
Stauntons, Limited, Toronto.

Wall Scrapers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Wash Boards
Wm. Cane & Sons Co., Newmarket.
Meakins & Sons, Hamilton.
Walter Woods & Co., Hamilton.

Washing Machines, Electric and Power
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cummer-Dowswell Ltd., Hamilton.

Washing Machines, Hand
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cummer-Dowswell, Ltd., Hamilton.

Wagon Jacks
D. Ackland & Son.
Richards-Wilcox Canadian Co., London, Ont.

Washers
London Rolling Mill Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wrought Washer Mfg. Co., Milwaukee.

Waste Baskets
The Dennis Wire & Iron Works, London, Ont.

Washers, Iron
J. E. Beauchamp & Co., Montreal.
Wrought Washer Mfg. Co., Milwaukee.

Water Bowls for Animals
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Water Bowls
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Well Curbing
Pedlar People, Oshawa, Ont.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Whips
Hamilton Whip Co., Hamilton.
Samuel Trees & Co., Ltd., Toronto.

Whisks
Boeckh Bros. Co., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin.
Walter Woods & Co., Hamilton.

Whistles, Steam
T. McAvity & Sons, St. John, N.B.

White Lead
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

Wholesale Hardware
Winfield Brewster.
Caverhill, Learmont & Co., Montreal.
H. S. Howland, Sons & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Winches
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Window Guards
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Wire
The British Aluminum Co., Ltd., London, Eng.
Colonial Wire & Mfg. Co., Ltd., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, C.B.
Frost Steel & Wire Co., Ltd., Hamilton.
B. Greening Wire Co., Hamilton.
The Laidlaw Bale-Tie Co., Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound, Ont.
The Western Wire & Nail Co., Ltd., London, Ont.

Wire Cloth Display Racks.
R. M. Bowser & Son, Renfrew, Pa.

Wire Cutters
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Wire Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.
McGregor-Banwell Fence Co., Walkerville, Ont.

Wire Door Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd.,

Wire, Iron, Steel, Brass and Copper
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Dominion Iron & Steel Co., Ltd., Sydney.
B. Greening Wire Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Wire Mats
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Wire, Bright Annealed
Frost Steel & Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods
Canada Wire & Iron Goods Mfg. Co., Hamilton.
McGregor-Banwell Fence Co., Walkerville, Ont.

Wire Products
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
Dominion Iron & Steel Co., Ltd., Sydney.

Wire Rope
B. Greening Wire Co., Ltd., Hamilton.

Wire Springs
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Wire Stretchers
Richards-Wilcox Canadian Co., London, Ont.

Wood Finishes
Berry Bros., Walkerville.
Dougall Varnish Co., Ltd., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
G. F. Stephens & Co., Winnipeg.

Woodenware
Boeckh Bros. Co., Toronto.
Wm. Cane & Sons Co., Ltd., Newmarket.
Meakins & Sons, Ltd., Hamilton, Ont.
McFarlane Ladder Works, Toronto.
Stratford Mfg. Co., Ltd., Stratford, Ont.
Walter Woods & Co., Hamilton.

Woven Wire Fencing
The Dennis Wire & Iron Works, London, Ont.
McGregor-Banwell Fence Co., Ltd.
Dominion Iron & Steel Co., Ltd., Sydney.

Wrenches
Frank Mossberg Co., Attleboro, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St. Catharines.

Wringers
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cummer-Dowswell, Ltd., Hamilton, Ont.
Walter Woods & Co., Hamilton.

Condensed or "Want" Advertisements

There is always someone, somewhere, who is looking for just such a proposition as you have to offer—and it is more than likely that he is a hardwareman and a subscriber to HARDWARE AND METAL. Let an advertisement on this page bring you together.

RATES (payable in advance): 2 cents per word first insertion, 1c per word subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word.

SITUATIONS VACANT

HARDWARE TRAVELLERS WANTED TO carry as side line a popular priced paper baling machine. Exclusive territory. Every dealer a prospect. Box 409, Hardware and Metal, Toronto.

SITUATIONS WANTED

HARDWARE SALESMAN DESIRES POSITION—eight years' experience, best of references. Box 411, Hardware and Metal, Toronto.

THE "CHANGING TIME" IS GETTING near. There are many firms who have vacancies on their sales or office staffs to fill during the next few months. If you want to qualify for some of these vacancies, tell your story briefly in a Condensed Advertisement, and try it out in Hardware and Metal. A twenty-five word advertisement may land you a permanent position with splendid prospects.

AGENCIES WANTED

MANUFACTURERS' AGENT IN CANADA desires Canadian rights on small article to sell through display advertising. Correspondence and catalogues solicited. Frank R. Burgess, 407 Hope Chambers, Ottawa, Canada.

WANTED. WE HAVE AN OPENING TO represent one more good factory (Canadian) for British Columbia, Alberta and Saskatchewan. Must have possibility of large overturn. The F. R. Murray Co., Ltd., 117 Pender Street West, Vancouver, British Columbia.

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

STORE EQUIPMENT FOR SALE

YOU MUST HAVE A LOT OF OLD FIXtures around the store which are no longer of any value to you, but would prove very useful to someone else in the hardware business. Find a purchaser for this equipment through an advertisement on Hardware and Metal's Condensed Ad. Page.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using, would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

MACHINERY FOR SALE

FOR SALE — GASOLINE LIGHTING plant, also a number of second-hand tinsmiths' tools and machines. Apply H. L. Albrecht, Newton, Ont.

BUSINESS CHANCES

TO SELL—HARDWARE STOCK AND FIXtures in a live western Ontario town. About six thousand dollars will handle. Reasons for selling. Will gladly furnish any information desired. Apply Box 405, Hardware and Metal.

HARDWARE BUSINESS IN HAMILTON for sale. Stock and fixtures about $5,000. Store and dwelling could be carried on $3,000. Box 406, Hardware and Metal, Toronto.

LET JOHN NEW, 154 BAY STREET, TOronto, sell your business. (4)

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited Room 314, Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

MR. HARDWARE DEALER—YOU CANnot recommend any ash sifter with the talking points that the Burrowes Patent Dust-Proof Rocker Ash Sifter has. What other sifter has a closed scuttle, double rims, easy rocker motion, etc.? You ought to sell this sifter because of its merit. The Burrowes Mfg. Co., 607 King St. W., Toronto. (50)

Kindly Mention This Paper When Writing Advertisers

A New Year is coming

and round about January is a good time to get superintendents and bosses to consider new equipment. Suggest to the men at the head of Machine Shops in your territory that they give

Delta Files



A thorough try out, with a view of discovering whether or not they are as good as we say they are. We say that Delta Files will cut faster, wear longer, and retain their cutting edge longer than any other files made.

We back up this claim with a money-back guarantee.

There is a Delta File for every requirement — the right size and shape of file.

Delta Files are the only files of from 3 to 24 inches made absolutely of crucible steel.

The agency for Delta Files is a good one to have —write us for the nature and terms of our proposal.

TRADE MARK
DELTA

DELTA FILE WORKS

PHILADELPHIA, PA., U.S.A.

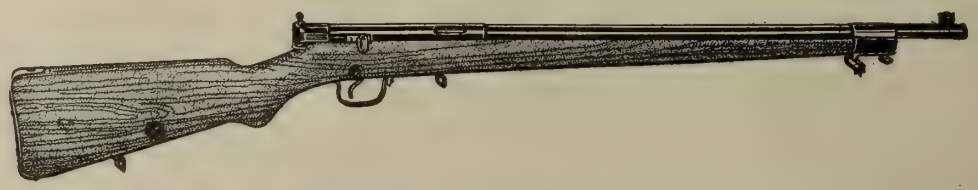
CANADIAN AGENTS:
H. S. Howland, Sons & Co., Toronto;
Starke, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax;
Merrick-Anderson Co., Winnipeg
All Leading Jobbers.

An Early Christmas Showing of Ross Rifles

Is Sure to Attract Profitable Trade

Boys and girls are thinking of what they want for Christmas. A display of Ross .22 Cadet Rifles is sure to catch their eye. Once they see this splendid little gun, there is no rest for their parents until, convinced that it is no toy but a perfectly safe and reliable rifle, they put a Ross Cadet into the Christmas stocking.

When ordering don't forget the grown-ups — nothing attracts quicker attention than a display of Ross Sporting Rifles. Ross Sporting Models retail at $25.00 and up, Ross .22 Cadet at $12.00. For catalogue, discounts, etc., address



ROSS RIFLE COMPANY - Quebec

ATKINS

Sterling Quality Cross-Cut Saws



The Saw that brings a *higher price*— a *bigger profit.* Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell Street**

If interested, tear out this page and keep with letters to be answered.

They're Splendid—

This is the verdict of users of "Hoyt's Frost King" or "Hoyt's Nickel Genuine" Babbitt Metals. Satisfaction like this makes repeat orders and increased sales and profit double-sure.

HOYT'S FROST KING takes care of high speed and stands up to heavy duty in an extraordinary way. A first-class all-round babbitt.

HOYT'S NICKEL GENUINE for use in gas engines, gasoline engines, all classes of marine engines and is especially adapted for automobiles. This alloy is remarkably tough and durable.



Sales $5,000,000 Annually

HOYT METAL COMPANY
EASTERN AVENUE and LEWIS STREET **TORONTO**
New York N.Y.; London, Eng.; St Louis, Mo.

"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

"RELIABLE" "CHALLENGE" "RIVAL" "BANNER"

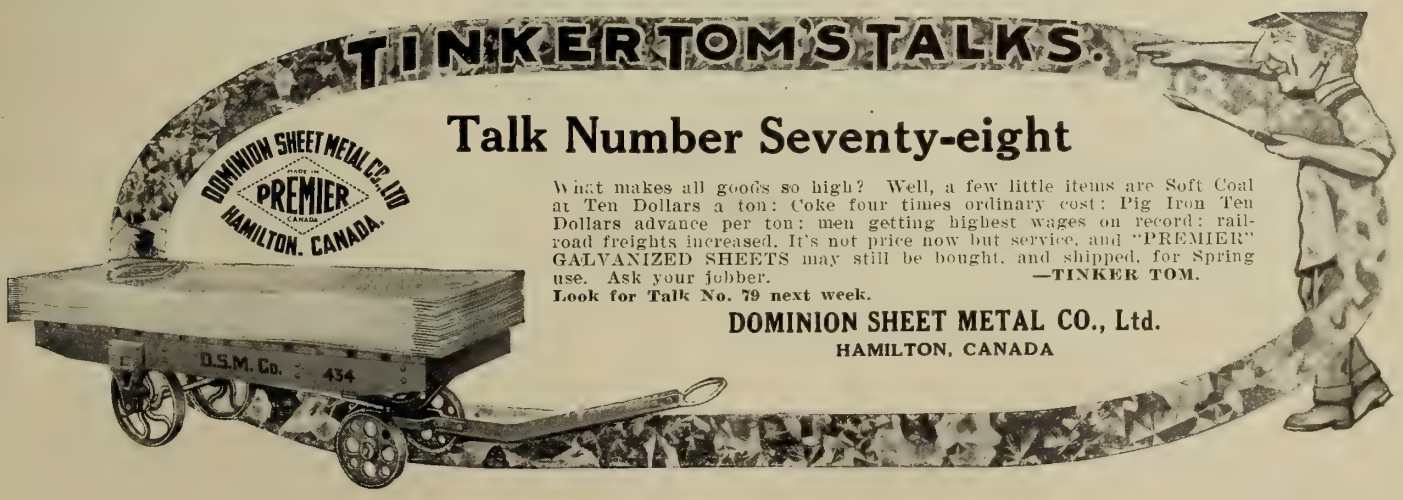


Everybody Knows These *LUFKIN* Tapes

They have been pioneers in connection with the noteworthy improvements made in tapes. They are distinctive in quality. Each style the very best of its kind.

Send for Catalogue — THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT. — Stocked by all jobbers.

TINKER TOM'S TALKS.



Talk Number Seventy-eight

What makes all goods so high? Well, a few little items are Soft Coal at Ten Dollars a ton: Coke four times ordinary cost: Pig Iron Ten Dollars advance per ton: men getting highest wages on record: railroad freights increased. It's not price now but service, and "PREMIER" GALVANIZED SHEETS may still be bought, and shipped, for Spring use. Ask your jobber. —TINKER TOM.

Look for Talk No. 79 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

Solves Your Wrench Problems



Socket Chest No. 300

Surely an addition to the fixtures of your store.

FREE DISPLAYS

with assortments made up of the particular sizes that sell. Quantities of each size in exact ratio of demand.

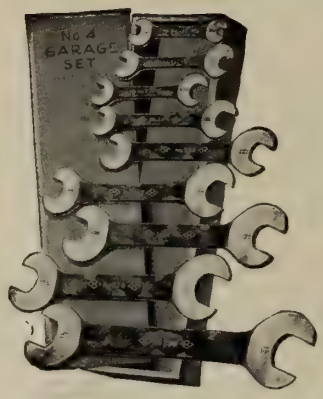


No. "Y" Display Board



Socket Wrench Set No. 14

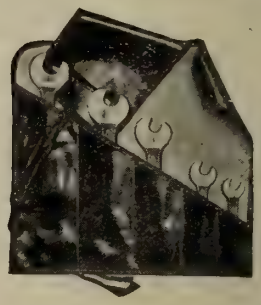
The *"Complete-est"* Wrench Set ever designed. Price, each $16.00



Garage Set, No. 4

Covers all U.S. and S.A.E. nuts and screws from ¼ to ¾.

Packed in wooden box. **List** $5.72



Engineer's Open End Set

Ask for interesting New Wrench Book No. 183C. **Thin Model Wrenches in any sets desired.**

The ambition of the FRANK MOSSBERG CO. has been—

"*To produce* the finest WRENCHES made in those types that sell most quickly, and *to sell* this product at reasonable prices to *deserve* the loyalty of every consumer."

FORDS for



Repairkit for Fords, No. 675

"675" contains all special wrenches needed. Price, $1.60

Wrenches Desirable The Most



Ratchet Reserve Brake Pedal and Tension Spring Wrench No. 645

Price, each 67c.



Wheel Puller No. 660

Indestructible, 75c.

The "Net" Socket Wrench Set $5.35



Ford Socket Wrench Set No. 30

These prices are Canadian List.

FRANK MOSSBERG CO., Attleboro, Mass., U.S.A.

BRANCH OFFICES (for your convenience) Chicago - - 180 N. Market St. San Francisco, 324 Underwood Bldg. Los Angeles, 503 Equitable Bldg. Seattle - 214 Maritime Bldg. Nashville, Tenn.

HARDWARE AND METAL

Vol. XXVIII No. 50 PUBLISHED EVERY SATURDAY SINCE 1888 Dec. 9 1916

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

Who's Your Best Customer?

Whose trade means most to you in the course of a year? Is it the home owner who buys a few things for his house? Is it the sportsman who buys a rod, a gun, a camera; or the autoist who buys a spark plug?

It is none of these—the best customer you have is the machinist—he buys all the things for his home that other men buy, and in addition he *must* purchase $75 to $200 worth of fine tools. Most machinists choose

TRADE MARK
Starrett Tools
REG. U.S. PAT. OFF.

because these are the recognized standards for mechanical accuracy. To get the most out of your fine tool trade, you should run frequent displays showing to the machinist new tools and better tools that he can add to his kit.

The Starrett line includes 2100 styles and sizes of fine tools; among them rules, tapes, squares, calipers, dividers, depth gages, height gages, vernier calipers, combination sets, micrometers, surface gages, etc.

Ask the Starrett salesman for window display material, counter mats, signs, newspaper cuts, etc. Send for a supply of catalogs No. 21M.A. for distribution to customers.



The L.S. Starrett Co.

The World's Greatest Toolmakers

Athol, Mass.

42-531

Sterling Ware Service
Plated Ware Price

The PATRICIA
With the Silver Mound

See the Sterling silver mound? Note its position—just where ordinary plated ware shows signs of service. Add to this—a heavy deposit of silver on an 18 per cent. nickel base, and therein you have a serviceable, saleable tableware.

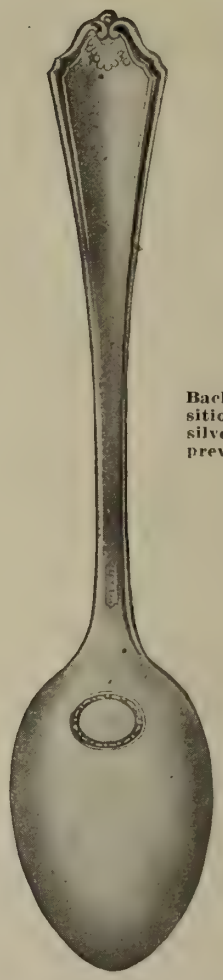
Remember, we produced the Patricia as an answer to the demand of the trade. The trade asked for it, finding it a public need.

And here it is—a pleasing design of tableware, that gives the long service of sterling silver, yet costs no more than plated ware.

An attractive line that offers splendid discounts—write for information regarding the pieces mentioned herewith.

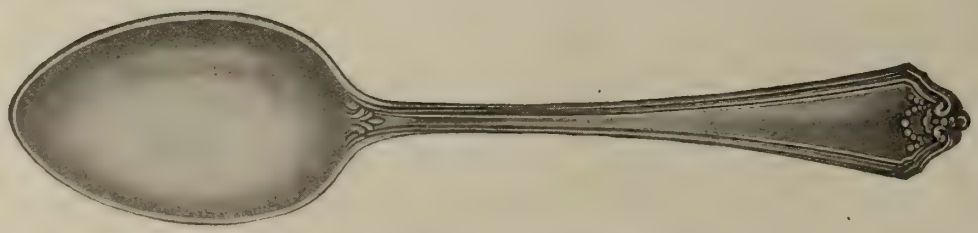
McGLASHAN, CLARKE
COMPANY, LIMITED

NIAGARA FALLS : - ONTARIO



Back—Note the position of sterling silver mound which prevents wear.

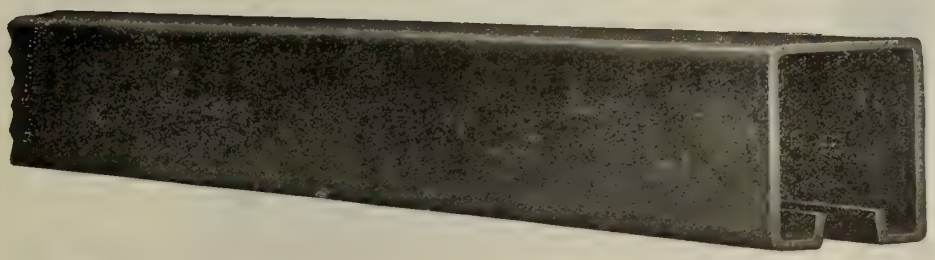
1 Doz. Tea Spoons	$4.75	1 only Sugar Shell	$0.75
" Dessert Spoons.	8.50	" Butter Knife	.90
" Table Spoons	9.50	" Berry Spoon	2.00
" Dessert Forks..	8.50	" Meat Fork	1.25
" Medium Forks.	9.50	1 Doz. Dessert Knives	7.50
		" Medium Knives	8.00



Front—Note sterling character imparted by combination of Colonial and Bead design.

When you think of Sliding Doors, think of

Richards-Wilcox



the track that made Sliding Doors practical

Richards-Wilcox

CANADIAN COMPANY, LTD.
LONDON, ONTARIO.





High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.
Write for catalog and full particulars.

Buck Brothers
Milbury, Mass., U.S.A.





ADAMSON VULCANIZERS

Warning to the Trade:

It is very important to place your orders for Adamson's Products with your JOBBER at once, to assure you of prompt delivery.

The unprecedented demand for Adamson's compels us to make this urgent request.

Sell 'em a Vulcanizer for an Xmas Gift.

MADE IN CANADA

ADAMSON MANUFACTURING CO.
HAMILTON, CANADA

If interested, tear out this page and keep with letters to be answered.



No. 1200.
Butcher Knives. Beech Handles. Saw Rivets. Polished Steel Blades.



No. 2117.
Kitchen Knives. Solid Cocobolo Handles. 3⅞ in. Polished Steel Blades.

UNIVERSAL Cutlery

for every home and business need is made in an infinite variety of pleasing patterns in sizes ranging from the smallest to the largest used.

An occasion can scarcely arise that does not have its fitting solution from among the Universal line.

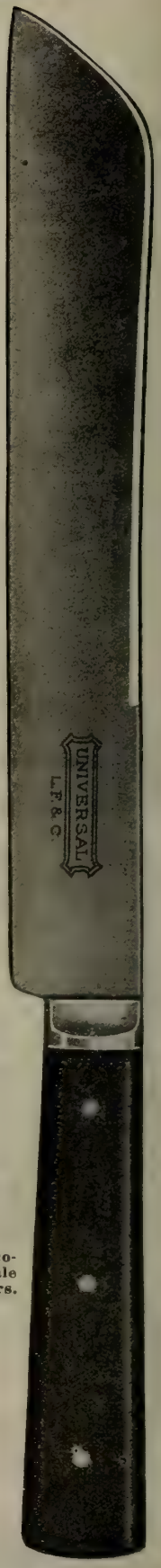
UNIVERSAL
L. F. & C.

In making Universal Cutlery stronger, sharper, of a more firm and lasting usefulness its final attractive appearance has also received careful consideration.

Every Universal Shears, Pocket Knife, Razor and Table or Kitchen Knife bearing the Universal Trade-Mark on the blade has that extra smartness of appearance as well as extra quality that makes it go with the trade.



No. 511C.
Beef Carvers. Cow Horn Handles. 8 in. Crocus finish blades. Sterling Silver Ferrules.



No. 2101.
Bread Knives. Cocobolo Handles. Scale Tang. Metal Bolsters.



No. 1760.
Pearl Handle Knives and Forks. Quadruple Silver Plated Steel Blades. Sterling Silver Ferrules.

Landers, Frary & Clark
New Britain, Conn.

A. Macfarlane & Co., Montreal
Canadian Representatives

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"WW" BRAND

A NEW POULTRY FENCE

"WW" BRAND

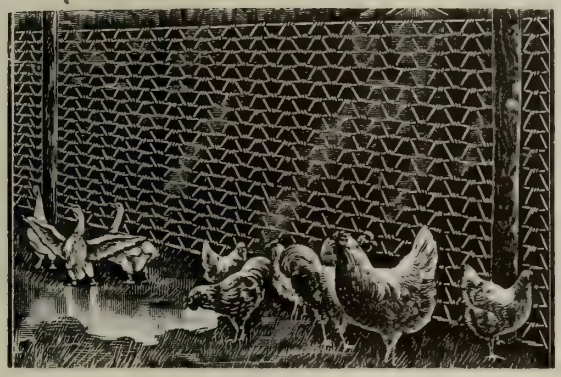
"W W"

BRAND

is backed by LEWIS BROS., LIMITED

Economical

Practical



Durable

Wears Uniform, will not bulge. Presents a nice appearance, and will outlast the Old Style Poultry Netting.

Made in two sizes, one (1) and two (2) inch Mesh. We stock both Galvanized before and after weaving.

The cost of the former is the same as Hexagon Poultry Netting. Write for our proposition.

Poultry Fencing "WW" BRAND

"W W" Brand

The Standard of the World

Poultry Fencing "WW" BRAND

LEWIS BROS., LIMITED, MONTREAL

WHOLESALE DISTRIBUTORS **EVERYTHING IN HARDWARE**

RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES

SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

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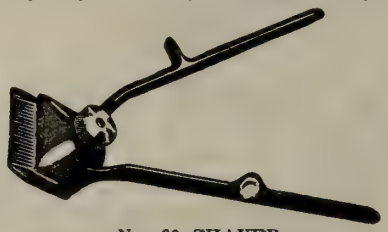
PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.
Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



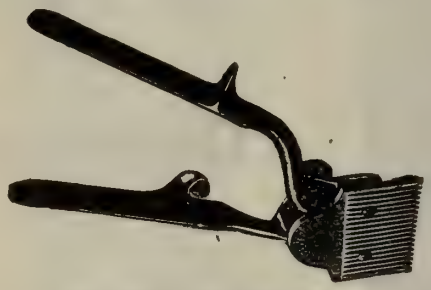
STANDARD No. 0, No. 1 and No. 2.
Retailing at about $2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about $2.25



SPEED
Best low-priced Clipper made. Retailing at about $1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about $1.50.

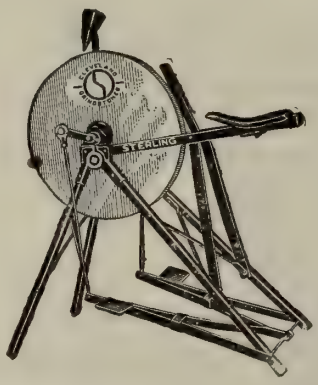
If you are not familiar with these goods, send for samples and compare them with others.

A. MacFarlane & Co.
Coristine Building, Montreal
Canadian Agents for
Wiebusch & Hilger, Ltd.
New York City



CADET
with visible spring, retailing at about $1.00.

Sterling Model



Genuine Berea Stone

Cleveland Grindstones

Sold only to Hardware and Implement Dealers.

Are you looking for Grindstones?
Don't buy your grindstones haphazard. "Cleveland Grindstones" take the lead for farm use.
The STANDARD GRINDSTONES of America. SATISFACTION every time, that is what your customer gets when you carry a stock of

"Cleveland Grindstones"

THE CLEVELAND STONE CO.
Leader-News Bldg. Cleveland, Ohio

A Patent Patch
MENDETS
A PATENT PATCH



The best one for hot water bags, and all vessels of brass, tin, copper, iron and granite. No solder or rivets required.

Child can do the mending quickly done. Supply Mendets to your customers. There's big money in them.

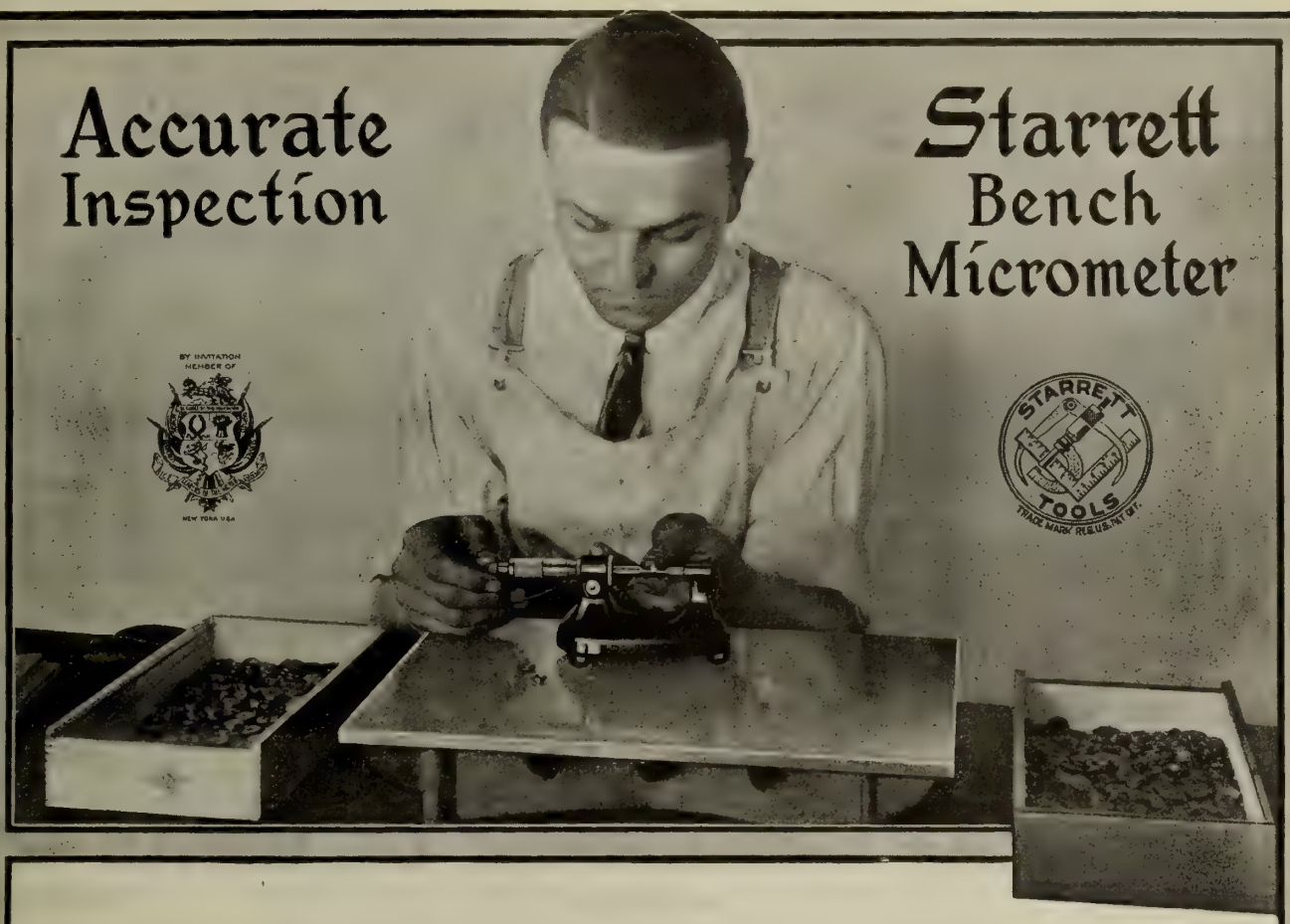
Wholesale Hardware Merchants Who Sell MENDETS:
Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec.

Collette Mfg. Company
Collingwood, Ont., Canada

If interested, tear out this page and keep with letters to be answered.

Accurate Inspection

Starrett Bench Micrometer



Speeding Up The Final Test

The final inspection of duplicate parts and other small pieces take so much time that it frequently serves as an excuse for inefficiency.

That excuse is unnecessary—absolute precision can be maintained and rapid work insured with a Starrett Bench Micrometer.

This instrument combines the scope and variety of use of a micrometer with the convenience and speed of a fixed gage. The heavy base gives a stability that increases the inspector's speed, while the micrometer adjustment permits wide range of work, and the lock nut gives all the value of a solid gage in measuring parts of the same size.

Hardware salesmen who emphasize this point can make sales to the manufacturer—but you must **create** your prospects. Go to them—don't wait for them to come to you.

No. 577 A with fine points .075 diam., reading by thousandths.
No. 577 B. with regular points .235 diam., reading by thousandths.
No. 577 C with fine points .075 diam., reading by ten thousandths.
No. 577 D with regular points .235 diam., reading by ten thousandths.

Send for free catalog No. 21 M.A., describing 2,100 styles and sizes of fine tools.



The L. S. Starrett Co., Athol, Mass.

The World's Greatest Toolmakers

42-567

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DAVIDSON'S "STERLING" ASH SIFTER



"Special Features"

It separates the ashes from the Cinders quickly and efficiently.

It does the work without making any dust.

It is easy to operate. By turning the handle the ashes fall through to receptacle beneath, and cinders are automatically discharged into the coal hod.

It is made of galvanized steel and will not rust, while there is nothing to get out of order.

THE THOS. DAVIDSON MFG. CO., LIMITED

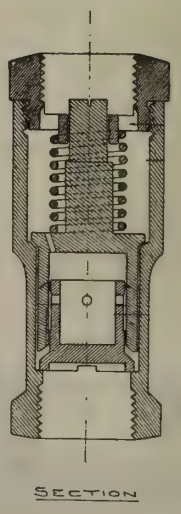
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You can put a stop to faulty hot water systems by installing

The Knickerbocker Generator

It is a positive remedy that is easily applied to the open or closed systems of hot water heating.
Entirely automatic.
Connects with one-inch nipple to outlet of expansion tank.
Makes a hot water system equivalent to a low pressure steam plant.
Increases radiation from 25 to 30% with same firing.
Reduces the size of pipes and fittings.
Temperature of water can be varied up to 250 degrees.

A top-notch profit producer.



Particulars on request.

The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide St. West, TORONTO

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There is a very big demand for this, the newest play-toy for the children, and we strongly urge the immediate ordering of your stock for the Christmas trade.

The KIDDIE-KAR

is the most complete toy of the year. It is absolutely safe, almost indestructible, handsomely finished in light orange, with red wheels. It has no sharp corners; equipped with rust-proof bolts throughout, and is guaranteed against defects.

In three sizes for different ages.

HOWLAND'S SAMSON QUALITY H.S. HOWLAND SONS & CO TORONTO

H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE MERCHANTS

TORONTO

HOWLAND'S SAMSON QUALITY H.S. HOWLAND SONS & CO TORONTO

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No. SC 935

Buy Your Hinges
Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges	Pair in a Box	SC 900
Light Tee Hinges	" " "	SC 904
Heavy Strap Hinges	" " "	SC 209
Heavy Tee Hinges	" " "	SC 609
Corrugated Strap Hinges	" " "	SC 935
Corrugated Tee Hinges	" " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.
Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Canada

Seafoam Electric Washer and Wringer

(2 Styles)

No Worry—Little Work, in the Home Laundry with this **LABOR SAVER.**

Style "B" made without electric motor for use with Gasoline, Steam engine or Windmill.

Great for the Farm.



Style "A"

Made only by

Cummer-Dowswell, Limited
Hamilton, Ontario

TOCH BROTHERS



House Paint That Protects

Labor is the big item of all painting operations. It costs as much to apply ordinary house paints as it does

R.I.W. FLEX-SICCO
READY-MIXED PAINT

R.I.W. Flex-Sicco does not crack, peel or blister, but clings to a surface and remains elastic.
Flex-Sicco lengthens the time between paintings.
For interiors and exteriors.

Write for special house paint booklet.

Manufactured in Canada by
R. I. W. Damp-Resisting Paint Co.
Toch Brothers
Gerrard St. and Carlaw Ave., Toronto, Ont. Canada

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Quality Service

Courtesy in Business

* * *

Fittingly framed and hanging in the Offices of one of the most important Public Service Corporations on this North American Continent is the following

'Did you say Please and Thank you?'

Broad minded men direct the destiny of that Corporation, men who know that public or private enterprises to be lastingly successful must operate for the public good.

Quality and Service are the two important factors in our business life today, but Courtesy is the door through which they must enter.

We are large producers of Hamilton Pig Iron and our output of Open Hearth Steel Blooms and Billets, Iron and Steel Bars of all shapes and size runs into enormous tonnage.

The products of our mills include practically everything that can be manufactured from Iron and Steel and these we distribute to thousands of satisfied customers.

Our business is an extensive one and a successful one. The World is our market: but our prosperity and success in the future, as in the past, depend upon the continued confidence, co-operation and good-will of the people we serve.

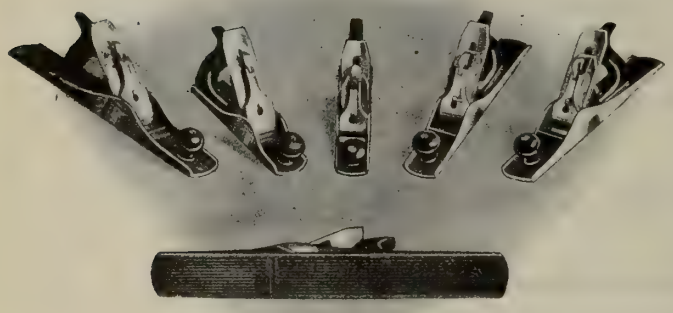
The Steel Company of Canada, Limited

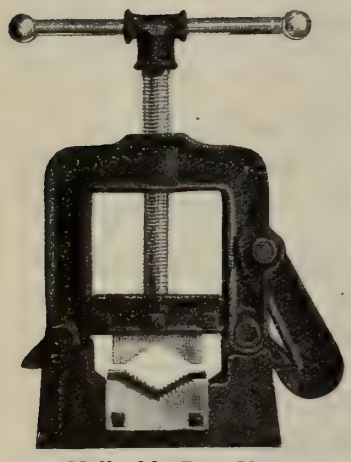
HAMILTON TORONTO MONTREAL WINNIPEG

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NATIONAL PLANES

NATIONAL



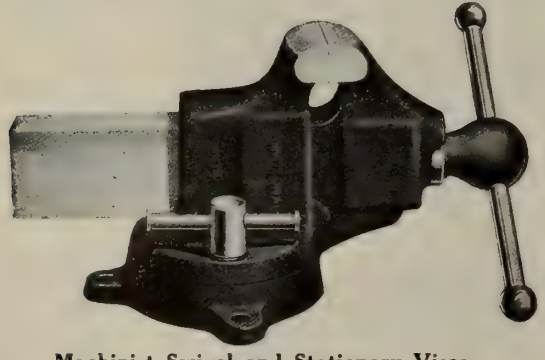


Malleable Pipe Vise

Three of our Best Lines

We guarantee every tool we manufacture to give satisfaction for the purpose for which it is intended. We will promptly replace, without cost, any parts broken or badly worn when due to faulty material or construction.

Write for Catalog and Discounts.

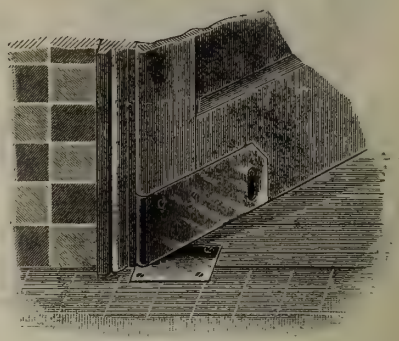


Machinist Swivel and Stationary Vises

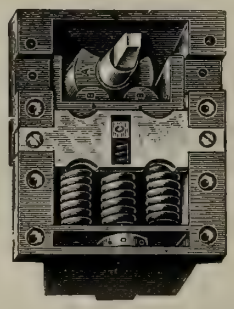
National Machinery and Supply Co., Limited

HAMILTON, CANADA

We make the QUALITY your trade expects to get

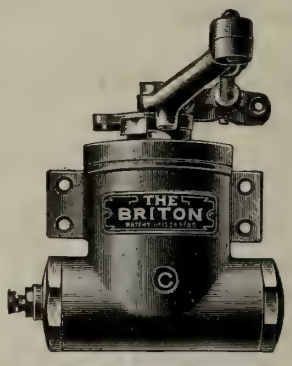


"Era" Shoe Door Spring



"Invincible" Floor Spring.

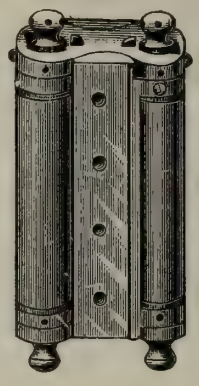
Spring Hinges, Floor Springs, Door Checks and Springs of all kinds, Panic Bolts, Fanlight Gearing, Etc.



The "BRITON" Door Check and Spring

Selling Newman's lines is an easy and very profitable proposition, and a safeguard to your interests.

Why not write for price lists and full particulars now?



Regulating Spring Hinge

Wm. Newman & Son

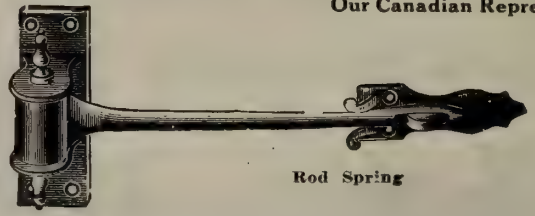
Limited

Birmingham, Eng.

Send enquiries to

Frederic Sara & Company
326 Ninth Avenue West
Calgary, Alta.

Our Canadian Representatives.



Rod Spring

If interested, tear out this page and keep with letters to be answered.

"YANKEE"
QUICK RETURN IN 3 SIZES
No. 130, 131, 135



With spring in the handle to drive the bit back quickly.

Holds it extended for overhead work.

No. 130
For all general work
Very popular.

No. 131
Heavy pattern, for general house carpentry and heavy screw driving.
Becoming very popular.

No. 135
Small size, for smaller screws, electrical work and wherever a large number of small screws are frequently driven.

Your Jobber Will Supply You.

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

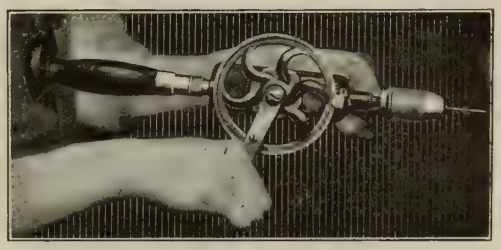


Worth Looking Into

Our Selling Service helps your Tool Department and every other part of your store. We are putting fifty years of study and experience on tool selling at your service in every way that we can—in the Selling Helps we offer you—in our handbook, "How to Sell Tools"—in our monthly paper, the "Millers Falls Star"—and through the representative that calls on you.

When you buy Millers Falls Tools, you buy merchandise plus this service that helps you turn your tool stock more quickly and puts a bigger net on your profit side.

If you are one of those who haven't yet learned what this Millers Falls Selling Service means—because you buy through jobbers or for any other reason—write us to-day and we will tell you all about it.



A Big Seller

Here's a tool with a big sale, because it is practically a hand drill and a breast drill combined. Mushroom head just fits the hand or is useable as a body rest. Three-jaw chuck takes round shanks up to ⅜-inch. Cut gears, pinions enclosed—ball-thrust bearing.

Ought to be included in every tool stock.

MILLERS FALLS CO.
"Toolmaker to the Master Mechanic"
MILLERS FALLS - MASS.
N.Y. Office: 28 Warren St.

MILLERS FALLS TOOLS

If interested, tear out this page and keep with letters to be answered.



Efficient Workmen Prefer the "Famous Five" Files

Therefore, it is good policy for you to sell them, because, when you carry the "Famous Five" the mechanic knows that your judgment on tools is sound and he is likely to come to your store, not only for files, but for other tools that he needs in his shop.

It is just as well to specify the "Famous Five" when ordering from your jobber.

The "Famous Five" Are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

(Made in Canada)





FOSTER BROS.' Butchers' Knives

Every blade is hand forged. Every blade is hardened and tempered RIGHT. Every handle fits the grasp.

Every knife
Every steel
Every package

BEARS THE MARK—FOSTER BROS.

Look for it always.

It is your assurance—your customers' guarantee. It pays to handle a line noted for its absolute integrity and excellence.

Such lines stand behind the merchant and make for him—satisfied customers.

JOHN CHATILLON & SONS

85 Cliff Street **New York City**

Established Since 1835.

Still Christmas!

FACTORY PRODUCTS LIMITED TORONTO FPL



This Pelouze Heating Pad

(12 in. x 15 in—50 Watts Three-heat switch)

does a lot of good work in a home.

Useful on the body to give relief from aches and pains and to stimulate local circulation.

Washable Eiderdown Cover.

Fine for travelling—in hotels.

You can sell this pad to customers for their own use and for Christmas Gifts.

That is, if you have one or two to show customers. Get a quarter dozen right away—in time for Christmas.

FACTORY PRODUCTS LIMITED

220 King St. West, Toronto, Ontario

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"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

Order M-R-Co. Trough and Pipe NOW

Including a Complete Line of Sundries of All Kinds

Prices are going up.



Save money.

PIPE—10-ft. lengths; straight and true; wide, tight seam.

Order NOW.



Prices are going up.

TROUGH—10-ft. lengths; die-stamped; joints absolutely snug.

M-R-Co. Die-Stamped Eavetrough Saves You Money! We Make It!

THE QUALITY HOUSE IS SAFEST—THINK OF SAFETY FIRST.

The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG

A Big Pleasure-Giver to 50,000 Homes

If you investigate you will no doubt find some of your customers have been enjoying "Home Comfort" service for over 20 years.

"Home Comfort" Steel Ranges

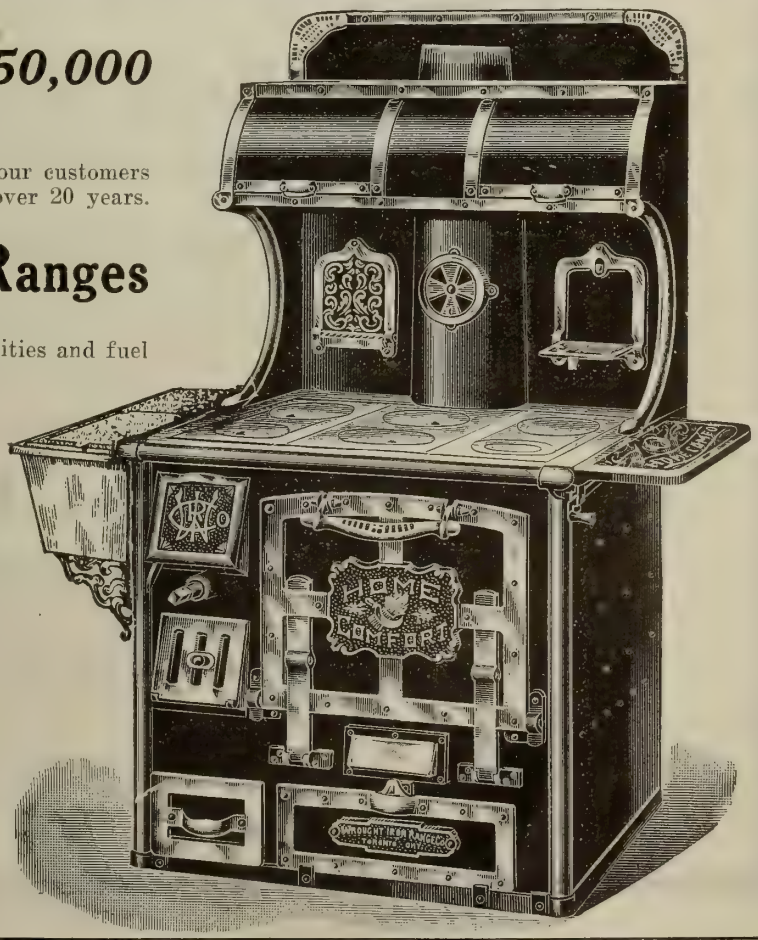
are built for long, heavy duty and their cooking qualities and fuel economy are remarkable.

Home Comfort Ranges are built upon the ideals of practically every housewife. Fifteen years of doing business direct with the consumer have given us a thorough knowledge of what is most desirable in a range and have modelled our product accordingly.

Now sold through the hardware trade.

A sure, satisfactory and big profit proposition for you, Mr. Hardware Merchant.

Write for specifications and full particulars.



Wrought Iron Range Co. of Canada, Limited

Office: King St. West TORONTO, Ont. *Factory:* 22 Orillia St.

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Everything in Rubber

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

Made in Canada

BUY ONLY those goods that have a reliable maker's name on them.

The largest Rubber Company in Canada, if not in the British Empire, stands behind all rubber products that carry the Dominion Rubber System Symbol.

Canadian Consolidated Rubber Co., Limited

Head Office—Montreal

"Service" Branches at Halifax, St. John, Quebec, Ottawa, Toronto, Hamilton, Brantford, London, Kitchener, North Bay, Fort William, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Vancouver and Victoria.

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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, DECEMBER 9, 1916 No. 50

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Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

Cable Address: Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

HARDWARE AND METAL

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UNITED STATES—New York, R. B. Huestis, 115 Broadway, N.Y., Telephone Rector 8971; Boston, C. L. Morton, Room 733, Old South Building, Telephone Main 1024. A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., Chicago, Telephone Randolph 3234.

SUBSCRIPTION PRICE—Canada, 3$ a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year; Single Copies, 10 cents. Invariably in advance.

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Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 28 TORONTO, DECEMBER 9, 1916 No. 50

New Features to Assist Retailers

A New Series of Articles to Start Next Week—Stock-taking Problems—What Clerks and Merchants Should Know—Extent of Price Changes During the Year —A Series Worth Many Dollars to Readers.

DURING the coming stock-taking period, retailers will find that they have on hand stocks of the same goods which have cost them widely different prices. For instance, a retailer may have on hand 50 kegs of nails bought at $3.50 base. He will also have on hand a considerable quantity of nails bought during the past couple of months at a cost of over $4 base. He will probably have some sizes, bought $3.75 base. At what price should the nails be taken into stock? The same applies to almost any line of hardware and cutlery to-day. There are retailers to-day who have good stocks of clocks on hand which were bought at $2.00 each. The wholesale price is now $2.40. There are merchants who still have a fair stock of pocket cutlery which cost $4 per dozen and cannot be replaced below $6 dozen. You will find the same condition prevailing all along the line in the hardware stocks.

If a merchant's store burned down, on what basis would the insurance companies want to adjust the losses. Would they be willing to adjust the loss on the basis of to-day's wholesale costs when they know that a considerable portion of the stock was purchased at figures below the present costs. How would a fire affect a merchant under the 80% clause?

Is a manager, who is managing a business for a company, justified in taking stock at to-day's cost when much of the stock was purchased or booked at lower prices than those now prevailing? On what basis will the large retail and wholesale firm take stock—those whose business is large enough to be subject to the Dominion Government tax on profits.

If the large retailer or wholesaler takes stock and figures on present costs, he will make a remarkably good showing. If, on the other hand, he takes stock at actual cost price of the goods, his stock will be inventoried at a figure much lower than it would cost to replace the goods to-day. If on the other hand he figures in his stock at to-day's prices and the market goes to pieces six months or a year hence, he will make a poor showing next year.

What is the opinion of Canada's Finance Minister on the subject? He introduced the war tax on profits and must have some views on the subject. What is the opinion of the Insurance Companies? They are called upon to adjust losses every day of the week. What is the opinion of the Credit Men's Association? How could a merchant or firm benefit by taking a double inventory showing goods at actual cost price and also showing goods at present-day costs?

This has been an unusual year. A merchant can sell a keg of nails to day and do as much business in dollars and cents as he did by selling two kegs two or three years ago. He can on some lines sell half the quantity of goods and still do as much business. He can hold a much smaller stock and still have a stock valued in dollars and cents at as much as the stock of two or three years ago. These and many other features must not be overlooked during the coming stock-taking period.

With the approach of the stock-taking period, there are many problems which confront the retail hardware merchant. The problems this year are greater in number and more varied in character than those experienced in any previous year. After 2½ years of war the markets are in an unprecedented condition. New conditions have brought new problems, which must be worked out to apply to business as it is being conducted to-day.

In accordance with HARDWARE AND METAL'S policy, many of the problems which will confront retailers during stock-taking next month, have been anticipated, and an effort will be made to give the retail trade practical assistance through these columns. A series of articles, to commence next week, is now being worked out. The many questions previously referred to in this article will be dealt with in the new series. Every retailer should watch for the series. But there is still more:

Where List Prices Have Changed

During the past year many new hardware lists have been adopted. In many cases where old lists are still in effect the manufacturers quote list plus a certain amount, instead of a reduction which applied a year ago. The merchant who figures present discounts from old lists which have been cancelled, will stand to lose considerable amounts both in his financial showing and in the price which he secures for goods over the counter. In order to reduce to a minimum the chances for errors of this kind, HARDWARE AND METAL will run a special article just prior to the stock-taking period, telling the trade of the lists which have changed during the year and giving the dates when they became effective. HARDWARE AND

METAL will also give the new discounts and the percentage of advances. For instance, flat head bright wood screws, at the time of writing, cost exactly 50% more than they did a year ago, and the difference may be greater before the end of the year. These changes have all been noted in HARDWARE AND METAL'S weekly market reports, but they will be summarized in brief form for the "stock-taker" and will appear in the last issue of December.

What All Clerks Should Know

Every hardware firm suffers losses each year through clerks—and very often proprietors—breaking glass when attempting to cut it. Why does it happen? Simply because in 90% of the cases they do not know how to cut it properly. HARDWARE AND METAL is going to show them how to eliminate the waste. A new series of articles is going to appear early in the New Year. It will be different to anything that has yet appeared, so far as we know, in any paper.

The first article will be illustrated and will show how to cut glass properly. Glass is very seldom exactly flat. The sheets are slightly concave. On which side do you cut or attempt to cut the sheets? There is only one proper way. This will be explained fully in HARDWARE AND METAL. We will tell why the glass is seldom flat and show you how this affects the cutting operation. The article will be arranged typographically in such a manner that every hardwareman will want to remove the page from HARDWARE AND METAL and fasten it up near the glass-cutting board for the benefit of himself, his present clerks and the new clerks who are to come.

For the sporting goods department, an article will appear, giving instructions regarding the sale of fire-arms and ammunition. This article will also be set up in attractive form. You will be able to remove it from HARDWARE AND METAL and display it in the sporting goods section where your clerks and customers can read it. If your clerk, through ignorance of the law, sells certain fire-arms or ammunition, you are held responsible and are liable to a penalty. Protect yourself and your clerk by providing a printed form setting forth the law. A $50 fine was imposed in Toronto recently in a case where a fire-arm was sold to a minor.

The two foregoing articles will be worth far more than the yearly cost of HARDWARE AND METAL and yet we give only brief details of two of a series of twelve now being prepared. There will be at least twelve articles in the series—probably more. Each article will be of real service and will mean an actual saving in dollars for every subscriber who uses them.

There are several other new and practical features which will be announced early in the New Year. They will be worth many dollars to the merchants who make use of them.

A Good Christmas Window Suggestion



Trimmed by C. H. Smith for the J. H. Ashdown Hardware Co., Calgary.

PRODUCTION OF BARYTES IN CANADA

According to information supplied to HARDWARE AND METAL by the Department of Mines, Ottawa, during recent years the only barytes deposit worked in Canada is one at Lake Ainslie, Inverness county, N.S., (Post Office, Scotsville), owned by Barytes Limited, of Halifax, N.S. Another deposit which may become a producer, is located on Mining Claim R. S. O. 216, Langmuir Tp., near Porcupine, Ontario.

Shipments of ground barytes in 1915 are reported as 550 tons, valued at $6,875, as compared with 612 tons, valued at $6,169 in 1914. During the last five years practically all the Canadian production has found a domestic market.

Imports of barytes have not been separately shown in the Customs Department classification since 1890, but certain barium compounds are specifically mentioned. Imports of barium peroxide for the manufacture of hydrogen peroxide for the last nine months of 1913 were 26 tons, valued at $3,600; for 1914, 42 tons, valued at $5,722, and for 1915, 18 tons, valued at $5,250. Imports of blanc fixe (artificial sulphate of barium) and satin white again showed an increase, being 2,746 tons, valued at $59,471, as compared with 1,854 tons, valued at $39,849 in 1914.

CARDWRITING MADE EASY

by

R. T. D. Edwards





Lesson No. 23.

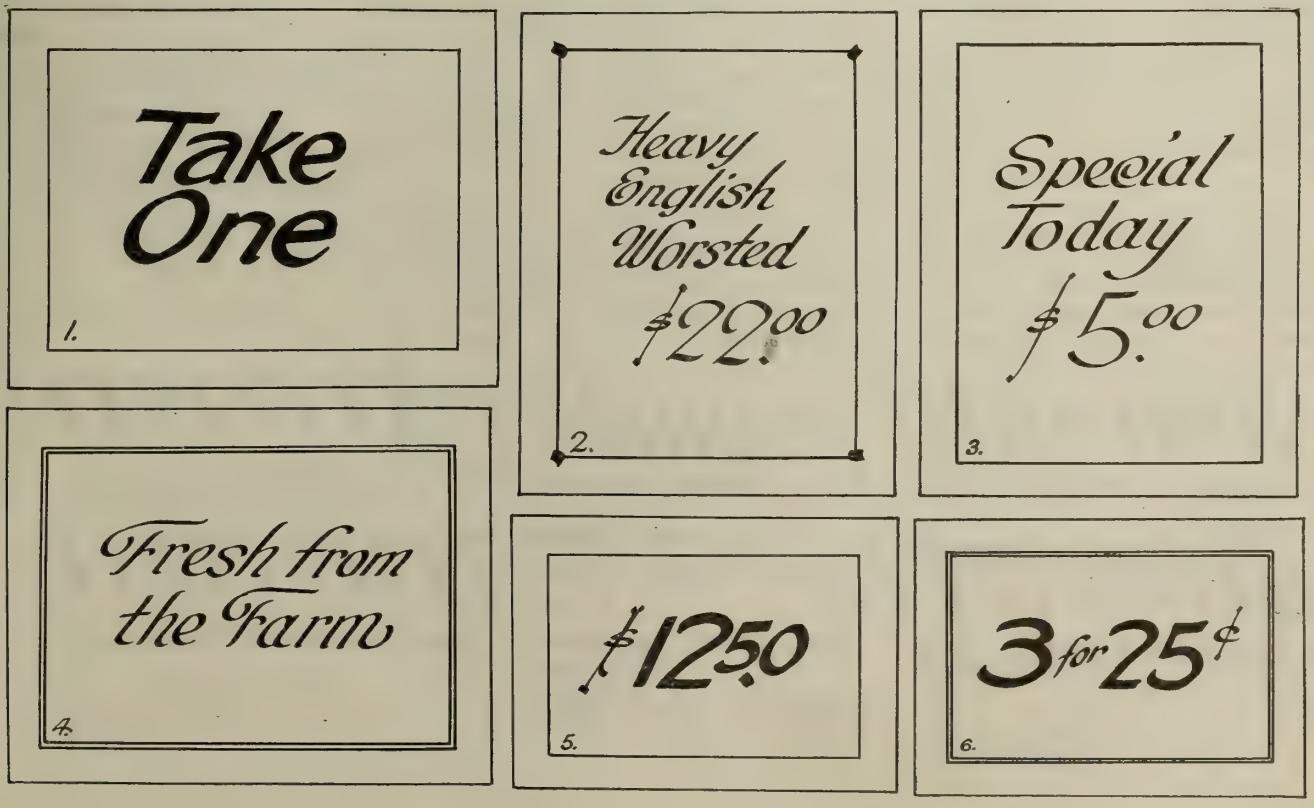
A SERIES of articles on show card writing have been appearing in this paper for about two years, and those who have followed them faithfully have learned many of the letter formations and the various devices used by cardwriters in order to get the desired effect. These have been explained and illustrated to such an extent that, if the student has been diligent with brush and pen, and mastered each lesson, or the majority of them, he should be able to accomplish much in the art of show card writing.

However, there is something more to be learned. Something that has heretofore been avoided for a good reason. In the present day retail business, everything must move fast in order to keep up with competition. Every member of the staff feels the strain of speed. The window trimmer must get his window trimmed quickly and his blinds up as soon as, or sooner than, his competitor, the ad. man is called upon to write larger and brainier advertisements, and the card writer must write more and better showcards. It is to aid the cardwriter to have better speed, so he may meet the demand of modern retail merchandising that this lesson is written.

It is an old adage in card writing that a person can do just so many cards and no more, in a certain length of time. This is true if you use a finished letter, but in the rush season the more particular styles can be avoided, and a much quicker and simpler form of lettering used. If the card is neat and well balanced, that is all that is required. It should always be remembered that it is far better to have a plainly lettered card on the merchandise doing its silent selling than a perfectly lettered card on your desk half finished. The former is getting the business, while the latter will likely be too late to do any effective work. So it is advisable that all cardwriters possess the knowledge of a quickly formed alphabet and numerals and to have these at his fingertips ready to be used at a moment's notice.

Between Christmas and the New Year there is always a rush time for the cardwriter. Christmas cards must come down and be replaced by others. January sale cards must be written and all this within the short space of a week. So now is a good time to get this fast type of lettering "down pat."

The styles that are most advisable for this fast form of lettering are shown in the chart of this lesson. It will be noticed the first alphabet is almost a slant block letter. It can be made very quickly and completed with the brush stroke method. The ends of the strokes are unfinished. It might be well to state here, that all quickly formed alphabets are made with strokes, the ends of which do not need retouching, as that is where the speed comes in. The second alphabet is one of the speediest types that can be made. Such an easy swing of the



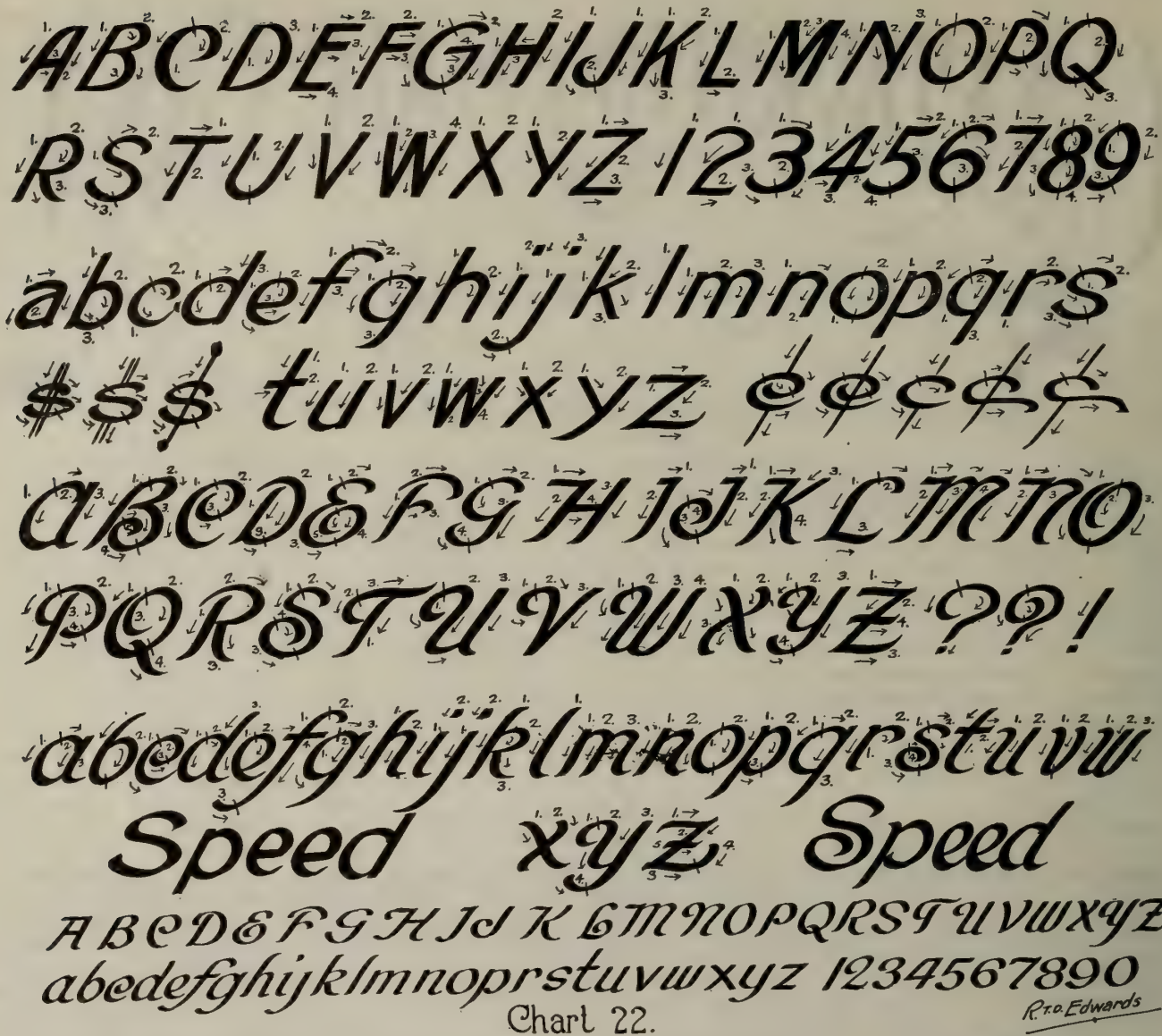


Chart 22.

R. T. O. Edwards

brush is obtained with practice that it may be formed almost as quickly as ordinary writing. In this alphabet there will be noticed more curved lines than in the former. These give more of a swing to the brush and this develops greater speed.

The size of the brush used for this work depends entirely upon the size of the cards required. All brushes do not make the same width of a stroke, even if they are the same number. The width of the stroke depends largely upon the thickness and quantity of the ink carried in the brush. A brush making about a three-sixteenth of an inch stroke can be used for nearly all large card purposes. Another thing of importance is to have the ink slightly thinner than when used for slower work. The faster one works the faster the ink has to flow, therefore the necessity.

But, after all is said and done, practice is the main thing, and one must keep on practising if they wish to accomplish, with any degree of success, the desired result.

THE CHART

First Alphabet

Take particular note that while the formation of these letters and numerals resembles the square faced brush stroke block published some time ago in this paper, it differs in the method of handling the brush. It is necessary to allow the brush to roll in the fingers a very little bit for making the straight horizontal lines, but for all other strokes hold the brush tightly.

The second alphabet is one that can be formed very rapidly. The greater



Stroke 1, Upper Case "A" (First Alphabet) Stroke 3, Lower Case "G" (First Alphabet) Strokes 1. and 2. Upper Case "L" (Second Alphabet)



Strokes 1 and 2, Upper Case "V" and "W" (Second Alphabet) Strokes 2. and 3. Upper Case "T." (Second Alphabet) Stroke 4. Upper Case "M" (Second Alphabet)

Practice Exercises

Fig. 2.

speed is attributed to the curved nature of the lines, which gives a writing swing to the brush. All upper case letters of this alphabet should not be used to form words. Use a combination of the upper and lower.

A detailed explanation of the first alphabet is unnecessary on account of the sameness of the formation. But the second requires explanation.

"A" is formed with three strokes. Nos. 1 and 2 combination should be practised often, "B" is a five-stroke letter. See that the lower section of this letter is larger than the top. Much practice is required for this letter. Stroke one appears many times throughout the alphabet. "C" can be quickly formed. Note how graceful this letter is.

It takes three strokes to complete "D." Practice stroke two often.

"E" is another graceful letter. Note the swing of the three bottom strokes.

Stroke 2 of "F" needs much practice.

This "G" makes a good capital letter, but must be practised often to get it perfectly formed.

Strokes 2 and 3 of "H" should have the same swing to them. Stroke 1 follows the upper guide line.

Strokes 1 and 2 of "J" are the same as those of "I." Strokes 3 and 4 appear many times throughout the alphabet and need much practice.

Strokes 1 and 2 of "K" are also the same as those of "I" and "J." Note the curve on stroke 4. Combination stroke 1 and 2 of "L" are good ones to practice.



Stroke 3 and 4 of "M" show something new. Both these strokes start at the top to the left and come across to the right and turn sharply down to the lower guide line.

Stroke 3 of "N" is the same.

"O" is made with three strokes. Note the slant that the entire letter is at. Practice well the stroke of the letter "P."

"Q" is the same formation as that of "O," with stroke 4 added.

"R." Note how the lower end of stroke 3 and the loop above correspond.

The curved lines of the "S" make it a good one for practice work. This letter is used frequently and should be given special attention. Practise strokes 2 and 3 together. This will help you in the formation of other letters.

Stroke 2 of "U" is also a good one to practice on account of its different curves. Stroke 3 is one of the few straight line strokes of this alphabet and even this has a curved finish.

You should not neglect to practice "V." Note the angle strokes 2 and 3 are at.

"W" is also a letter that you will have to practice well before you can make it perfectly. Note the swing of stroke 4.

You do not have to use "X" often, but it is as well to memorize its formation.

Strokes 3 and 4 of "Y" are good food for practice. Note where stroke 2 joins stroke 3.

It takes 4 strokes to complete "Z." Note that they are all slightly curved. Practise often.

Lower Case

The lower case is one of the best for fast lettering. All the letters, when formed, fit into one another gracefully and can be very quickly executed. The small alphabet at the bottom of the chart shows a good speedy type made with a No. 2 round writing pen.

Small Cards

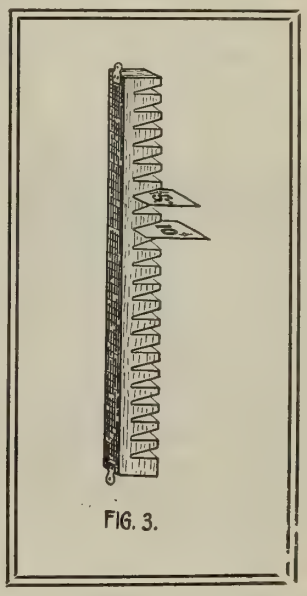
For small, quickly made cards these alphabets are excellent. Note the collection of cards shown in Fig. 1. In size Nos. 1, 2, 3 and 4 are 7 in. x 5½ in. The remaining two are 5½ x 3½ in. They are very plain cards, being white card, lettered in black. They are of the quickest kind of work. The time taken for the execution being, No. 1, 9 seconds; No. 2, 16 seconds; No. 3, 13 seconds; No. 4, 16 seconds, and each of the remaining two 6 seconds apiece. This time does not include cutting the cardboard or the ruling of the borders. This is just an instance to show what speed can be developed with this form of lettering.

Practice Work

It will be noticed that we continually emphasize the need of continual practice, and that is the only way to obtain success. The "practice exercise" shows a few of the important strokes of the chart. These should be practised many times more than is here illustrated.

Time Saving Device

Many little time saving devices are used by card writers. Fig. 3 shows a good idea for a drying rack for cards after they are written. This can be made from a piece of wood two and a half inches square and about two and a half feet long. The slots are first cut in the width with a saw to two-thirds the depth of the wood. Then the slot


FIG. 3.

is widened at the mouth by another cut in at an angle as shown in the illustration. These slots can be made about an inch apart. Use a wood that will not split. It is best to get a carpenter to make them who has a circular or band saw at his disposal. Brass mirror plates are fastened top and bottom, so that it can be fastened to the wall. Three or four of these within easy reach of the card writer's desk are a great aid to getting out work quickly.

The finished cards shown are not intended for masterpieces, but quickly lettered quarter sheet cards.

It is a good idea to have a lot of the different size cards ready ruled with narrow borders such as these are ruled. It is a great time saver when you are busy.

BANDS ON WILD DUCKS

Hunters who kill or capture any wild duck having an aluminum band around one leg, with a number on one side and a request on the other that the department of agriculture or biological survey be notified, are urged by the United States Department of Agriculture to send the band at once to Washington with a statement as to the date, place and circumstances under which the bird was taken. An attempt is being made to determine the routes of migration of wild ducks and the longevity of individuals. The bands are being attached to numbers of ducks that have been cured of the duck sickness prevalent around the Great Salt Lake, Utah.

HARDWARE & METAL
CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, DECEMBER 9, 1916 No. 50

THE DEUTSCHLAND is carrying back nickel and 1,000 tons of gold, silver and rubber for the starving women and children of Germany.

* * *

HENRY FORD says he wants to do the greatest good for the greatest number. Well, he might knock another hundred off the price.

* * *

THIS high cost of living talk is very wild and unpractical. If anything is to be accomplished it will be done by going at the question in a business-like way.

* * *

FOUR lives were lost last week by fire, caused it is said by gasoline being sold instead of coal oil. Several cases of this kind have come to light during the past two years. Occurrences of this kind should be thoroughly investigated, and if the seller is found guilty of carelessness, a stiff penalty should be imposed. If the law in its present form does not cover cases of this kind, it should be altered.

THE ALL IMPORTANT PROBLEM OF STOCK-TAKING

THE importance of stock-taking will be magnified this year by the conditions which retailers have faced during the past eighteen months and more particularly during the past year. The rapid advance in the prices of practically all lines carried by the hardwareman has raised problems that must now be faced. It has meant the sinking of more capital into the business, the complete revising of cost sheets, the adjustment of selling prices. In fact, it has created a situation which now comes to a focus when the hardwareman faces the necessity of balancing his books for the year, and arriving at a correct estimate of his assets and liabilities.

Some very difficult and intricate problems must be solved during the stock-taking process. Goods are now carried in stock that were bought when wholesale prices were down. Should they be entered in the inventory at the actual cost or at the wholesale price as advanced since? This, the most pressing, is only one of the angles of the situation as it stands to-day.

Recognizing that this is the most pressing problem at the present time HARDWARE AND METAL is conducting an extensive investigation of the problem and a series of articles will be presented. The first appears in this issue; and succeeding numbers will contain articles and letters from prominent men, constituting in all a thorough discussion of the problem.

It is hoped that readers, who have information that would be interesting to other merchants, will send it in. Communications on the subject will be heartily welcomed.

THE POLITICAL UPHEAVAL IN BRITAIN

IT IS only since the war began that Canada's interest in British politics has become more than that of the onlooker. Always fascinating and engrossing to Canadians, the political struggles of the Mother Land had yet no direct bearing on our own affairs. Our autonomy has been so absolute that developments there have not affected us directly; and there has been no continuity of party lines between Mother Country and Canada. Since the war, however, all this has changed. On the British Government devolves the successful "carrying on" of the war. Canada's future depends on the outcome of the struggle. Our soldiers are pouring out their blood on the plains of Flanders and we are mortgaging our future to pay our share of the war expense. Consequently we have a very vital interest in the political activities of the Mother Land; and the upheaval which has removed Mr. Asquith from the Premiership is quite as important to Canadians as anything that might happen in the domestic arena.

At time of writing it is uncertain on what lines the reconstruction will be effected, but it seems positive that, no matter whether the mantle of Elijah falls on the shoulders of our own Bonar Law or on Lloyd-George, the latter will be the dominant factor in the handling of matters pertaining to the war. It is the opinion of HARDWARE AND METAL, speaking to business men, that the change will effect an improvement. Asquith is a peerless parliamentarian, staunch, courageous, cool and extremely able. But his record of service is long and with time has come a proneness to deliberation and a seeming reluctance to change. A splendid leader in times of peace, he has lacked in a degree the ruthlessness and vigor that make a great war leader. Lloyd-George has shown evidences of a burning determination to win at all stages of the wonderful part he has borne so far in the struggle. He stands prepared to trample tradition in the dust, to override established ideas, to act *quickly* in all emergencies. Canada will look to him to achieve great results if paramount power now passes into his hands.

After all, our interest in the British political situation is a business one. We have staked everything in the struggle—our national credit, our rich heritage, our very existence. Our interest in the outcome is that of the man who has invested his all in one enterprise. He watches the work of his directors with an undivided attention. The best war director is not an adroit politician necessarily. He must be an organizer a man of action and driving force. Such is Lloyd-George on his past record; and Canada places big hopes in him.

Using Cement in Cold Weather

Satisfactory Results Can Now Be Obtained—Sales of Cement Can be Increased if Dealer Takes Advantage of the Situation to Sell to Contractors and Particularly to Farmers

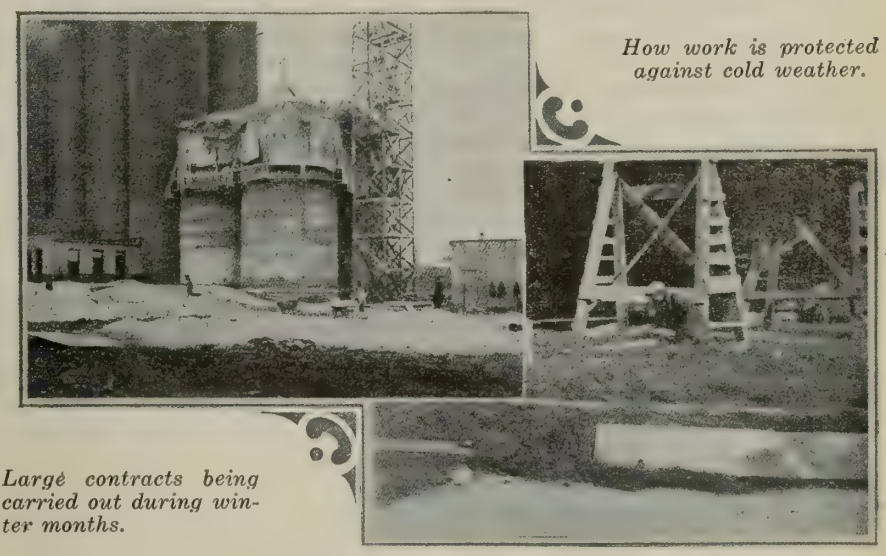
THE fact that cold weather has been considered a deterrent to the use of cement, has resulted in the restriction of the hardwareman's sales of cement during the winter months. In fact, business has practically stopped with the late fall not to be resumed until the opening of spring permitted the resumption of active building operations.

There is no reason, however, why this condition should continue. The idea that building cannot be carried on during the winter months has been gradually giving way before improved engineering methods. The biggest building contracts are now carried along through the whole year. It is a common sight to see ground broken for a new building in the very middle of winter. And, in line with this general advance, methods have been found by which cement and concrete work can be done successfully after cold weather has set in.

This should point the way to a considerable increase in cement business for the hardwareman. It is only during the winter months that the farmer has any time for fixing up things around the place. It is a recognized fact that cement makes the best kind of foundations for barns, hitching posts, water troughs, etc., and that the farmer can handle the work quite satisfactorily himself—provided he has the time. The trouble has been that during the warm weather he has been too busy and that it was generally supposed cement could not be used during the winter. Consequently most farms get along with the old sagging foundation work and rotten wooden troughs that must be replaced ever so often.

The following pointers on how to build with concrete with good results during the cold weather, if brought to the attention of farmer customers, should result in steady sales of cement for the hardwareman.

Concrete work is now carried on almost regardless of season and temperature. This is because the requirements leading to the success of concrete work done when temperatures are low have become so generally known that contractors, cement products manufacturers, farmers, and other users of concrete are now able to do concreting sometimes throughout the year, thus finding profitable employment for time that might otherwise be idle. By observing some simple and easily applied rules for preparing concrete mixtures, then using a few simple means to protect the freshly placed concrete, the resulting work will be just as successful as though carried on during warmer weather. The farmer can keep his farm hands busy during spare time in winter, making concrete fence posts, concrete blocks, small concrete watering troughs and tanks, and laying barn and other interior concrete floors.



How work is protected against cold weather.

Large contracts being carried out during winter months.

Concrete work done when the average temperature is below a certain point may cost a little more than the same kind of work done under the usual summer conditions. On the general run of contracting this cost seldom runs more than 10 per cent. above that of work done in warm weather and frequently not more than 6 per cent.—sometimes even less. Part of this extra expense comes from applying necessary protective measures, and part results from the lower efficiency of workmen through exposure to the cold. Some of the increased cost may be due to the added time necessary for the concrete to harden, which prevents such speedy progress of the work as would be possible in warm weather.

Contractors have found that prospective builders are usually willing to pay any slight extra cost of work done in cold weather for the certainty of having their buildings completed and ready for use at an earlier date.

Effect of Low Temperatures

Heat hastens the hardening of concrete; cold delays it. The effect of cold becomes noticeable in this respect when temperatures fall below 50 degrees Fahrenheit, and becomes more marked as temperatures continue to fall.

The general opinion is that freezing will not injure concrete that has first had an opportunity to harden for at least 43 hours under favorable conditions. If, before early hardening has taken place, concrete is allowed to freeze and thaw at short intervals, it will be damaged to some extent. As a rule, concrete will not show any serious effects from having once been frozen if, after it thaws out, it is not again frozen until early hardening is complete. But it is far better to protect the concrete from freezing for about 48 hours to four or five days, depending upon the degrees of the cold, rather than to expose it to the possibility of freezing. If such protection is given, no injury need be feared when the concrete is finally exposed to freezing temperatures.

Some of the requirements leading to success with concrete work done in cold weather are self-evident when one remembers the conditions under which concrete hardens and gains strength in warm weather. Warmth and moisture are necessary to the proper hardening of concrete. Any means that will cause these two conditions to be present in cold weather, particularly during the period of early hardening, will lead to the success of concrete work done at such times, if all other good practice is also followed.

Heating Materials

If sand and pebbles or broken stone and mixing water are heated, the concrete mixture will be so warmed that more rapid early hardening will take place. Warmth given the concrete from heated materials can readily be held in

it for some time—as long as may be necessary to complete early hardening—if the concrete is placed quickly after mixing and at once protected in some one or more of the several ways that will be described later.

Additional heat is also developed in the concrete mass as a result of changes taking place from the chemical combination of the cement and water. This also helps to keep up the temperature of the freshly placed concrete and thus aids to protect it from freezing. As cement forms only a relatively small bulk of a concrete mixture, it need not be heated, but it should be stored where it will be protected from dampness and extreme cold.

Heating Water

Mixing water is the easiest of the materials to heat. It can readily be heated to 150 degrees Fahrenheit, and kept at this temperature until used, by one of several methods. Two methods are in common use for heating mixing water; one is to use live steam or exhaust steam from a steam boiler, and the other is to heat the water in tanks or kettles over a fire. On large contracting jobs mixing water is usually heated by steam. If a steam engine is used to run the mixer, the exhaust steam is often allowed to discharge into a water tank that is a fixture on the mixer. This arrangement is satisfactory, but does not heat as rapidly as live steam.

Protection to be Given

In the following paragraphs a number of ways of protecting concrete work done in cold weather will be described. Usually no one of these methods or ways is used alone. Generally two or more of them are combined.

Foundations can easily be protected because the greater portion of the work is in an excavation. Forms or earth walls of the trench give enough protection to the sides of the work if the cold is only moderate. There remains nothing but the top surface to be covered.

Barn and stable floors built during winter should be laid in such sections that a portion of the old floors may be used while concreting is in progress. This is necessary because of the longer time that concrete requires for hardening in cold weather to be safe for use.

For such indoor work little additional protection is needed besides that given by the enclosing structure. Temperature may be kept as desired by oil stoves. Care should be taken, however, to prevent the possibility of fire. This also applies where salamanders or open coke-burning stoves are used to supply heat. It is a wise precaution always to have an attendant on the job as a measure of safety against the spread of fire.

Removing Forms

Although too early removal of forms is to be avoided regardless of season, this statement applies with great force to work done during cold weather. Especially is this true of concrete walls, roofs, and overhead floors which are intended to carry loads other than their own weight. Forms should be left in place until it is absolutely certain that the concrete has become strong enough to be safe. Frozen concrete often has the appearance of thoroughly hardened concrete. If struck with a hammer it will ring just like hardened concrete. The work should be examined carefully before forms are removed. A single section of the forms or part of a section may be removed to expose the concrete, then the flame from a plumber's blow torch, a jet of steam or hot water may be directed against the concrete surface. If merely frozen the heat will thaw the water in the concrete, thus showing the condition of the work.

Separate stoves are best for heating sand and pebbles, although sometimes a pipe stove may be long enough so that sand can be piled at one end and pebbles or broken stone at the other. Care should be used to keep the two materials separate, otherwise when taking them from the pile to proportion a batch of concrete, some batch is likely to be improperly proportioned because of the sand and pebbles having become mixed before measuring.

Heating sand and pebbles or broken stone by steam has advantages over other ways. They may be piled directly on steam-heated pipe coils or the piles may be covered with tarpaulins and steam applied directly to the materials. The tarpaulins act to house in the piles and thus to hold the heat. With a steady supply of steam this method of heating is quite effective. The pipes used are closed at one end and perforated along their lower side by numbers of very small holes. The other end of the pipe is connected to the source of steam supply by means of steam hose. The pipes are then stuck into the piles of materials and steam turned on.

While cold weather concreting is in progress, piles of sand and pebbles or broken stone exposed to the weather should be kept covered with tarpaulins water-soaked and possibly frozen solid if the temperature should drop suddenly.

After forms have been cleaned of ice, snow and any particules of frozen concrete, and have been warmed, the concrete mixture should be placed immediately so that none of the warmth given to it by the heated materials will be lost. All of the work should be done quickly.

Thin floor slabs, beams, columns, sidewalks, feeding floors, barnyard pavements and similar classes of work, have a large surface area compared with their volume; therefore, more careful protection must be given to such work than to foundations, abutments and other mass construction where the excavation or the bulk of the mass and heavy forms give part of the required protection. Floors are usually protected by a covering of hay or straw. Building paper or canvas should first be laid over the concrete, then from 6 to 12 inches of straw, depending upon the temperature to be protected against. If the work is out of doors the covering should be weighted down with short boards to prevent it from being blown away. Sidewalks, feeding floors and similar outdoor pavements must receive extra care. Sometimes walks in business districts are housed in by means of a canvas-covered frame and the enclosure kept warm by steam or open coke-burning stove pots, commonly spoken of as salamanders. When forms are tight and made of heavy material, mass work may require no other protection than covering the concrete exposed at the top. This protection can be given by a layer of hay or straw, while vertical faces may be given additional protection besides that given by the forms by building a rough lattice work of strips 10 or 12 inches from the outside face of forms and filling in between lattice and forms with straw or manure. Such extreme measures are usually required only when the cold is very severe.

If manure is used as a covering, it should never be placed directly upon the fresh concrete. It is not only likely to stain the work, but may injure the surface by causing a slight pitting or scaling. This is probably due to the fact that sometimes nitric acid is formed when the manure rots and this chemical is probably the substance that has caused injury to concrete surfaces protected by manure covering, in those cases observed in the past.

Cold Weather Concrete Work On the Farm

There is much concrete work on the farm that may be carried on during cold weather. Farm hands may thus be kept at work when they might otherwise be

(Continued on page 32.)



Commodious homes built of cement.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

ALL signs now point to continued advances in the prices of hardware commodities made of iron and steel. The heavy budget of price changes in the markets this week is simply a repetition of what has been occurring week after week for many months past. Precedents count for nothing. Previous high record prices on many lines look cheap when compared with prices prevailing today—and the worst is yet to come. The changes this week include enamelware, tinware, boilers, radiators, saws, files, lawn swings, lawn seats, spelter, lead, malleable fittings, asbestos paper, rules, cow ties, churns, netting staples, bar iron, leather soles and heels, steel, sand and emery paper and cloth, fishing tackle, seine twine, galvanized sheets and many other lines. Still higher prices may be expected soon on iron pipe, scoops and shovels, galvanized and black sheets, lead products, stoves, lawn mowers, white lead in oil, wire nails and fence. Prices on pig-iron are withdrawn. Ingot metals are all firm with advances noted on lead and spelter. Despite the high prices, business is good, and the outlook for Christmas trade in most districts is excellent. All paint products are firm at the advanced prices noted last week.

MONTREAL MARKETS

MONTREAL, Dec. 6.—Formidable firmness persists in iron and steel. All hardware, the production of which is based on iron, must infallibly go up in price greatly unless conditions vastly alter, and alter very quickly. Many lines are already up. There is a hint that stoves may be increased in price shortly. A new list has been issued for many lines of enamelware, tinware, etc., and marked advances are shown in many cases. Copper goods show an increase in this list. Copper is in very firm market. Lead is firmer this week. Predictions are out in the trade that many lines of tool steel goods are on the climb again, and that pipe may go up. It is a tale all round of soaring prices, unprecedented in the trade, or in the experience of the world, and as one hardware man of great experience and widely respected in the trade remarks, probably never to occur again if the present war is to do its work thoroughly.

Iron and Steel Outlook Serious

IRON AND STEEL.—The outlook in iron and steel is more tremendously formidable than ever as regards prospects for higher prices. Predictions were being made in serious circles in Montreal that pig iron may reach $50 per ton in the States during the coming year. At present pig iron is at $35 a ton over there. This would mean that all commodities in the hardware and metal trade generally dependent on pig iron for their production must go vastly higher still. Huge orders by railway companies are occupying the mills now, and it becomes practically impossible to get acceptance of orders for the ordinary run of needs in the steel and iron line. Mills politely notify inquirers that they are booked up for the time being, but will be glad to consider later. Many lines involving iron and steel in their production are advanced this week, as will be noted.

Bar Iron and Steel Up

Bar iron and steel are all up this week. Bar iron is now $3.30 to $3.35 per 100 lbs.; machinery steel (iron finished) is $4.10; sleigh shoe steel, $4.05, and oval sleigh shoe steel, $4.50. Tire steel is at $4.25 per 100 lbs.; mild steel, $4.05; and band steel, $4.35. Toe calk steel is $4.90 to $4.95 per 100 lbs. Refined iron is quoted at $3.55 per 100, also horseshoe iron, the same price, $3.55 per 100 lbs.

New Pipe Prices Soon Again

A warning is heard in trade circles that further new iron pipe prices may be expected, owing to the iron market conditions.

Pipe Fittings Up

Pipe fittings are advanced. Malleable and cast bushings are at 50 off now; flanges are at 52½ off; plugs, 47½ off; nipples under 4 inches, 70 off, over 4 inches, 65 off; flanged unions, 40 off; malleable unions, 52½ off; and pound goods, 15 off.

Galvanized Sheets Scarce

There is great scarcity of galvanized sheets and corresponding firmness of price. Mills are refusing to accept orders for these. New prices are quoted on Queen's Head galvanized sheets as follows:—28-gauge, $8.25 to $9; 26-gauge, $8 to $8.75; 22-24-gauge, $7.75 to $8.50; and 16-20-gauge, $8.30. There is a reduction of 25c for case lots of 100 sheets. Probabilities are against the lower prices quoted above being maintained for very long. They are subject to change without notification from day to day, even from hour to hour.

Canada Plates Shortage

Still the great shortage of Canada plates exists, and will probably exist, for it is reported that the manufacturers of these are going in for other lines which show greater profit, rather than making the former supplies, and the chances of any new firms entering the field to help out seem slim. Orders for Canada plates go roaming all over Montreal seeking a welcome and finding none.

Shelf Goods Show Further Increases

SHELF GOODS.—Amongst the recent advances in shelf goods nearly all lines familiar to the hardware trade have had their share. This week some other well known lines appear.

Disston Saws and Files Up

All Disston goods, saws, files, and other lines, are up on an average 5 per cent.

Shurley & Dietrich Saws Also

Shurley & Dietrich saws have also been increased by about the same percentage.

Globe Files Increased

An increase in the form of a new discount of 57½ per cent. is recorded in Globe files this week.

Sandpaper and Emery Cloth

Sandpaper (B. & A.) and emery cloth and paper of the same brand are all up.

the discount now being 12½ per cent. This was recently predicted in HARDWARE AND METAL.

Globe Valves Up

Jenkins' genuine globe valves are up in price, being now 20 per cent. off.

New Prices On Axes

There is a prediction sounded in trade circles that new prices on axes may be expected shortly. (More of the influence of the iron and steel market condition.)

Single Loop Ties Up

Single loop bale ties are up in price this week, prices quoted being f.o.b. Hamilton, Toronto, and Montreal (freight equalized): No. 12, $5 net; 13, $5.10; 13½, $5.15; 14, $5.25; 15, $5.45, and 16, $5.70.

Shovels and Scoops to Rise

An increase is expected in shovels and scoops, but the announcement may still be distant.

Fishing Tackle Also

An increase in fishing tackle is predicted also before long.

Cotton Seine Twine Up

A further advance is noted in cotton Seine twine. No. 6 is now 47½c a pound; No. 9, 42c; No. 12, 41c.; Nos. 15-36, 40½c; Nos. 42-100 are 40c.

Paint Advance Noted

The *Hardware Trade* notes the advance of 20c per gallon and other scales of advance in mixed paints (reported last week in paint makets of HARDWARE AND METAL).

May Expect Higher Prices for Stoves

STOVES.—While the usual winter demand for stoves and their accompanying lines of hardware is fully begun, a period of mild moist weather in Montreal has rather retarded the call for these. Nevertheless the extreme firmness of the iron market is having its effect on conditions. Many small foundries in small centres which used to handle district trade are dropping certain lines, and sometimes perhaps more than a few lines owing to the great difficulty of getting materials and labor, and the orders are being diverted into the hands of the larger firms manufacturing stoves, etc. The shortage of Canada plate is felt in the manufacture of stovepipe and elbows, and new prices on stovepipes show list plus 10 per cent. Advances may be looked for in stoves owing to the tremendously firm conditions in the iron and steel market.

Lead Keeps High In Metal Market

METALS.—In regard to the ingot and other metals, the metal showing most firmness this week (after iron) is lead. Lead is in very strong market, and is scarce at that. Prices are up 50c per 100 lbs. over last week, and are now $10.50 to $10.75. Tin is slightly weaker—about 50c down, at $49 and $49.50 per 100 lbs. Sheet zinc is firm at last week's prices (25 and 25½c a pound). Spelter is unchanged at $14.50 to $15. Antimony is a shade firmer, now at 17c a pound. Tinsmiths' and wiping solder are still at 31c and 29c per lb. respectively. Copper is strong and unchanged at $39.50 to $40.

TORONTO MARKETS

TORONTO, Dec. 8.—The week has been one of numerous price changes, all of which are in the upward direction. Trade in nearly all hardware lines is good. The embargo on shipments in less than car lots coming into Toronto has been raised by both the C. P. R. and G. T. R., and wholesalers are now able to get their goods forward in better time. There is still an embargo on certain outside points, but these are not ascertainable until the wholesaler comes to ship goods there. It all depends on the local conditions at outside points for the handling of freight. In this respect some wholesalers have better fortune than others, according to the place they happen to have orders from. There is a continued firmness in all iron and steel products, and this is making itself manifest in the generally upward tendency in many hardware lines.

NEW DISCOUNTS ON ENAMELWARE, TINWARE, ETC.

The following changes in discounts took place on Wednesday of this week:
Scotch Grey Ware—60%.
Imperial Ware—30 and 20%.
Canada Ware—25%.
White Ware—50 and 17½%.
Japanned Ware—List.
Japanned Ware, White—List, plus 10%.
Plain and Jap. Sprinklers—List, plus 5%.
Stamped Ware, Plain—50 and 15%.
Stamped Ware, Retinned—50 and 10%.
Copper Bottoms—List, plus 10%.
Tinners' Trimmings, Plain—50 and 15%.
Tinners' Trimmings, Retinned—50 and 10%.
Tinners' Trimmings, Gen.—5%.
Milk Can Trimmings—List, plus 30%.
Cream Cans, Railroad—5%.
Factory Milk Cans—List, plus 10%.
Railroad Delivery Milk Cans—12½%.
Pieced Ware, C.B.—List, plus 30%.
Pieced Ware, Ordinary—List, plus 12½%.
Sheet Iron Wares—7½%.
Fry Pans—50 and 10%.
Spiders—30 and 10%.
Fire Shovels—10%.
Steel Sinks, Painted—10%.
Steel Sinks, Galvanized—5%.
Light Galv. Pails and Tubs—List, plus 10%.
Heavy Galv. Pails and Tubs—List.
Garbage Pails—List.
Balance Galv. Goods—List plus 10%.
Japanned Coal Hods—List, plus 7½%.
Galvanized Coal Hods—List, plus [illegible]%.
Paper Lined Boards—50 and 5%.
Wood Lined Boards—40 and 12½%.
Elbows—2½%.
Elbows, Galvanized—List, plus 12½%.
Elbows, Light, 5" and 6"—$1.70.
Elbows, Light, 7"—$1.85.
Stove and other Pipes—List, plus 10%.
Stove Pipe Thimbles—50 and 10%.
Copper Boilers—List, plus 10%.
Copper Tea Kettles—List, plus 10%.
Copper Tea Kettles, in 3 doz. lots—List.
Copper Tea and Coffee Pots—List, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots—List.
Plain Copper—No change.

Poultry Netting Staples Advance Still Higher

STAPLES.—Advances have been recorded in the price of poultry netting staples during the week, the market following upward in sympathy with the advances recently put into effect in other wire products. There is a considerable range of prices, ranging from $7.35 for galvanized in 100-lb. kegs to $8.45 per 100 pounds in kegs. In 10-lb. boxes the price is 80c higher per 100 pounds, or a range of $8.15 to $9.25. In 25-lb. boxes the price is 40c higher than kegs, and in 50-lb. boxes 30c higher than 100-lb. kegs. Bright poultry netting staples are $1.10 less than the galvanized.

Enamelware and Tinware Advances in Price

ENAMELWARE.—There is another advance in enamelware, japanned ware, galvanized ware, stamped ware and copper and nickel ware. Quite general advances were recorded in these lines about three weeks ago. In the face of the demand and the scarcity of raw materials, together with the difficulty in getting adequate labor supplies, conditions have been such as to put still greater strength into the market. This week's advances are given in a panel elsewhere.

Malleable Fittings and Bushings Are Up

FITTINGS.—New discounts have been named by wholesalers on malleable fittings, malleable bushings, cast bushings, unions and plugs. The new discounts provide for substantial increases. On malleable fittings the discount is now 10 per cent., on malleable bushings 50 and 2½ per cent., on cast bushings 52½ per cent. Unions now carry a discount of 55 and 2½ per cent., and for plugs the discount is 50 per cent. These advances follow the firmness in all iron and steel products.

Files Make Substantial Advance During Week

FILES.—An advance was recorded in all makes of files during the week, which makes the increased prices considerable. For the Kearney & Foot, Great Western,

J. Barton Smith, Disston, McClellan, Globe and Vulcan the new discount is now 60 and 2½ per cent. off list, as compared with 65 per cent. formerly. In one instance the Kearney & Foot discount is 57½ per cent. off list, while the Globe and Vulcan are also 57½ per cent. Nicholson and Black Diamond remain unchanged at 50 per cent. off list. On Delta files the discount is 47½ per cent. An advance in files was made several weeks ago.

Hand Saws Have Gone Up 10 Per Cent.

SAWS.—An advance of approximately 10 per cent. on all grades of saws has been made during the week. On the D grade of hand saws the following prices now prevail:—8 x 18-inch, $20.80; 8 x 20-inch, $23.30; 8 x 22-inch, $25.60; 8 x 24-inch, $27.50; 8 x 26-inch, $28.80; 8 x 28-inch, $32.65. The increased price of saws has been in an upward direction in conformity with the higher prices for steel and the advance in other raw materials.

Discount on Barrel Churns is Changed

CHURNS.—The discounts on all makes of churns has been changed, which provides for a 10 per cent. increase approximately. Lines included are the Cummer-Dowswell, Beatty Bros., and Maxwell's. For Toronto, Hamilton, Fergus, London and St. Mary's, the discount is now 30 per cent. f.o.b., as compared with 35 per cent. formerly. For Montreal, Ottawa, and Kingston f.o.b. the discount is 27½ per cent., as compared with 32½ per cent. formerly. At St. John, N.B., f.o.b., the discount is 25 per cent List prices may be obtained by reference to the current quotations.

Threatened Scarcity in Asbestos Sheeting

ASBESTOS SHEETING.—A peculiar condition has arisen in the market for asbestos sheeting, and as a result a wide range of prices is being quoted for the commodity. The manufacturers of asbestos building paper, located in Quebec, it is stated, have decided to discontinue the manufacture of this line. Owing to an embargo having been placed on shipping to the United States and the inability to get ships to carry the goods to other British possessions, the manufacturers assert they have been unable to manufacture economically, the Canadian market not being large enough to keep their factory in operation. For this reason an acute condition has arisen locally, and asbestos sheeting in one instance sold as high as $15 per 100 pounds. The range of prices, however, was quoted down to $6. Some dealers assert that stocks could possibly be brought in from the United States, but with duty and freight it would be necessary to sell the goods from $8 to $8.50 per 100 pounds. There is a somewhat chaotic state in the market for this commodity at the present time, prices being governed largely by the amount of stocks jobbers have on hand at the present time.

Curry Combs Make Considerable Advance

CURRY COMBS.—An advance of over 15 per cent. was made in the price of curry combs during the week. They are now selling at net list, as compared with a discount of 15 per off list formerly. The advance is in conformity with the firm market in all steel and iron products.

Single Barrel Shot Guns Are Up 50c Each

GUNS. — Manufacturers have increased their prices on single barrel shotguns and the prevailing quotation is now in the neighborhood of $6.50 each. This represents an advance of 50c per gun. Dealers state that gun sales have been good during the year, and attribute it to the fact that a war condition prevails, and that many returned soldiers take to hunting as a pastime on their return.

WROUGHT PIPE UP 5 PER CENT.

While HARDWARE AND METAL was about to go on the press, word was received of an advance in the price of lapweld and buttweld pipe. The advance is about 5 per cent., and amounts to $4 per ton on buttweld and $6 per ton on lapweld. Net lists had not yet been issued at the time of writing. This advance follows an upward trend in wrought pipe in the United States markets. There is a firmness in the market for all wrought pipe products. Prices shown in current quotations are, therefore, withdrawn.

Black and Galvanized Sheets Are Very Firm

SHEETS.—There is a continued firmness in both black and galvanized sheets, with advances recorded locally in many instances, according to the condition of the stocks of the dealers. On the galvanized sheets the Apollo brand has advanced 20c on the 16-gauge, 35c on the 18 to 20-gauge, 45c on 22 to 24-gauge, 40c on 26-gauge, 35c on 28-gauge, and 50c on 10¾ oz. The new quotations are given in the current quotations. In some instances further advances are contemplated in the near future. In black sheets there has been a corresponding advance. Prices on these may be seen by reference to current quotations.

Lead and Waste Pipe Advance 1c Per Pound

LEAD PIPE.—An advance of 1c per pound has been recorded on the price of lead pipe and lead waste pipe during the week. Lead pipe is now selling at 14c per pound and lead waste pipe at 15c per pound. The discounts on lead traps and bends has also been changed, which provides for a substantial increase in price. These are now sold at net list, as compared with 10 per cent. formerly. Lead wool has advanced 1c per pound also, and is now quoted at 12c per pound. There has been no advance in lead sheets as yet, the 3-lb. and 3½-lb. being quoted at 11¾c per pound and the 4 to 6-lb. at 11½c.

Cow Ties Register Advance in Price

COW TIES.—New discounts have been announced on cow ties, which provide for a considerable increase in the selling price. Open ring and closed ring are now quoted at 32½ per cent. off list, while the three-chain and four-chain are also selling at the same discount of 32½ per cent. off list. Stall fixture bars are now quoted at a discount of 25 per cent., as compared with 35 per cent. formerly.

Manufacturers Advance All Tubular Rivets

RIVETS. — The manufacturers of tubular rivets have advanced the price of their product to the jobbers and other dealers by changing the discount from 20 per cent. to 15 per cent. All classes of tubular rivets are affected in the iron rivets; coppered and tinned. Escutcheon pins and bifurcated rivets are holding steady in a firm market, with no guarantee that present prices will prevail for any length of time.

Oil Storage Tanks Make Big Advances

OIL TANKS.—The Imperial Oil Company has advanced their price on their various types of oil storage tanks and pumps. They are now quoted 18 per cent. higher in the case of the pumps and 23 per cent. higher for tanks over their recent quotations. The demand for these systems is reported exceptionally good; sales this year were stated to be 50 per cent. in advance of the sales for last year. Many hardware stores and general stores have installed systems of various kinds, the heaviest run being on the gasoline systems for the accommodation of motorists. These storage systems

are looked upon by many merchants as business-getters.

Coal Oil Goes Up 1 Cent Per Gallon

COAL OIL.—Owing to the firmness in the crude oil market there has been an advance in the price of coal oil by the various refiners. In the City of Toronto the advance amounts to ½c per gallon, while at outside points the advance is 1c per gallon. In the Pennsylvania oil fields the crude oil advanced 15c per barrel on December 5, and is now selling at $2.75 per barrel, the highest price ever reached in the history of the oil industry. Other grades of crude oil were also advanced. Gasoline has not been advanced, however; a steadying factor in the market at the present time is due to the fact that consumption has decreased considerably at this time of the year. If the advance in crude oil had taken place at a time when consumption by motorists is heavier than it is in winter months gasoline would in all probability follow. The consumption of coal oil is necessarily heaviest during the winter months. New prices will be found in the current quotations.

Steel Products and Pipe Are Very Firm

STEEL AND IRON.—There is a continued firmness in the steel and iron market, with advances recorded in certain instances. One of the factors operating to keep prices steady is due to the fact that dealers in certain instances are willing to dispose of stocks on hand without advancing to the point where primary market conditions warrant. Angles are in firm market, and in certain instances are quoted up as high as $5 per 100 pounds, with the market for the most part holding around $3.90. Norway iron has advanced 50c during the week, and is now quoted at $7. Tire steel is up 10c per hundred, and mining tool steel is quoted 1c per pound higher at 13. There is great strength to the wrought pipe market, and advances can confidently be looked forward to in this product.

Old Materials Are Bringing Better Prices

OLD MATERIALS.—Advances have taken place in some lines in prices being paid for old materials. Heavy lead pipe can now be sold at 7½c per pound, an advance of 1c over recent quotations. Yellow brass is now quoted at 16c and red brass at 19c per pound. Heavy zinc is also up 1c per pound at 8½c, while heavy copper is quoted up 8c at 28c. Stove plate is now being bought at $11.50 per ton, an advance of 50c. Old rubbers are now quoted at 9¼c, overshoes at 6½c, and automobile tires at 5½c.

Curling Tongs Advance

An advance of approximately 10 per cent. has been made in curling tongs. The new prices for A grade is 90c, for B grade 75c, and for tourist $1.30.

Double-pointed Tacks Up

Double-pointed tacks have registered an advance during the week through the change of discount. They are now quoted at 65 and 10 per cent. off list.

Metal Markets All Show Firmness

High prices have not checked buying of ingot metals, and business is good. The tendency of practically all metals is upwards, more especially metals used in munition making.

COPPER.—The copper market is very strong, and there is a good demand. With practically the entire output of copper sold for some months to come, the position of the metal is an exceedingly strong one. Quotations locally range from 37½ to 39c lb.

TIN.—The local market is unchanged from last week, and there is a good demand. Tin is quoted locally at 48c lb.

SPELTER.—An advance of 1c lb. has taken place locally on spelter, and the market is firm, with a higher tendency. The local price is 15c to 15½c, which is considered very reasonable when compared with prices in the U. S. markets.

LEAD.—The lead market still shows considerable strength, and on Tuesday the Trust advanced prices to the levels which have been quoted by the independents for some time past. The advance of $10 a ton by the Trust has encouraged the independents to quote even higher prices. Lead is up ¼c lb. locally, and is quoted at 9½c lb.

ANTIMONY.—The market is quiet and unchanged at 18c lb.

Pig-Iron Prices Are Withdrawn

PIG IRON.—Prices of domestic pig iron have been withdrawn. One large Toronto firm tried to place orders this week for six months ahead and were unable to do so. Although small orders for immediate acceptance were taken at $32, the seller would not take orders for future, although it is said $40 was offered.

The industrial situation continues to show steady improvement, due for the most part to substantial war orders, which are increasing in volume as the manufacturers become more familiar with the class of goods required, and are able to develop their output. Scarcity of labor and raw materials, however, is restricting capacity production, and the situation in this respect is not showing much indication of any marked improvement. The tendency, unfortunately, is rather the reverse, and it is a difficult problem to solve. Exception, however, may be made in regard to the production of munitions, where the greatest effort is being made to increase the output owing to urgent requirements of the situation. Production of munitions during the past few months has shown a substantial improvement, and the industry is on a far more efficient basis than was formerly the case.

Lawn Swings and Seats Advance

Manufacturers of lawn swings and seats, etc., have advanced all prices, and new lists will be issued within the next few days. Prices will show considerable advances owing to increased costs of all materials, labor, etc.

Radiators and Boilers Are Higher

Manufacturers of radiators and boilers have advanced prices of all lines owing to increased costs of all materials and labor. Radiators are now quoted at 20 per cent. off.

LONDON MARKETS

LONDON, Ont., Dec. 7.—There is another heavy list of price changes this week, mostly all in an upward direction. Business continues brisk. All seasonable lines are in good demand. There is a scarcity of many lines in some cases jobbers' stocks are exhausted and no further supplies are in sight. Christmas buying has started and retailers are looking forward to a large volume of trade. Collections are good.

Enamelware and Tinware Move Upwards

The second advance within a month has taken place on many enamelware and tinware lines. The new discounts are shown in a panel elsewhere in this issue.

Rules, Soles and Heels Go Higher

Stanley rules have advanced 10 per cent. and the new net prices on some of the best sellers are per dozen as follows:—

No. 68, $2.10; No. 61, $2.50; No. 51, $2.95; No. 70, $3.30; No. 66½, $5.00; No. 62, $6.65; No. 84, $5.40.

An advance of 25 per cent has been

made on tap soles and hells. New net prices follow:— Ladies soles, No. 37½, $2.70 doz. prs.; boys No. 31½, $3.55 doz. prs.; mens, No. 123, assorted, $4.75 doz. prs.; mens, No. 122, $5 doz. prs.; mens N,o. 122 size 11, $5.75 doz prs.

Bar Iron Advances New Price Issued

IRON.—A new price of $3.60 base has been issued on bar iron. The market is very firm.

Churns Advance

Barrel churns have advanced in price and are now quoted at 30 per cent. off list. The new net prices follows:— No. 0, $6.30 each; No. 1, $6.30; No. 2, $7.00; No. 3, $7.70; No. 4, $9.10; No. 5, $11.20.

Asbestos Paper Up Again

Asbestos paper has again advanced and the new price on asbestos building paper is $8 per 100 lbs.; millboard is quoted at 10c lb. The market is decidedly firm, with prospects of higher prices.

Oiled sheeting has advanced and is now quoted at $2 roll.

Roofing Advances

ROOFING.—Some manufacturers of roofing have advanced prices again and jobbers have made corresponding advances. The advances range from 10 to 20 per cent.

Rivets Go Higher

RIVETS.—The new discount of 30 per cent. on rivets makes the net prices on 5 lb. pkgs. of coppered rivets and burrs as follows:—No. 8 assorted, $1.54 pkg.; No. 10, $1.65 per pkg.

Malleable Fittings Advance

FITTINGS.—New and higher prices have been issued on malleable fittings. Class B and C are now quoted at 10 per cent. off; bushings are quoted at 40-10 per cent.; unions are quoted at 50 per cent.

Nails Firm at Recent Advance

Wire nails are firm at the advanced price of $4.35 base named last week. There is a scarcity of some sizes and a further advance may be expected in the near future. Cut nails are unchanged at $4.

Paint Materials Firm in Price

Linseed Oil Holds Firm

LINSEED OIL.—Although there has been an uncertainty in the market for linseed oil owing to the fluctuations in the seed market, still prices quoted last week have held firm. Under the present conditions the sale is light. Raw linseed oil in 1 to 2 barrel lots in selling at $1.20 per gallon and boiled at $1.23. In 3 to 5-barrel lots the price quoted is $1.19 for raw and $1.22 for boiled. For 6 to 9-barrel lots the quotations are $1.17 for raw and $1.20 for boiled.

Turpentine Firm

Turpentine is firm and unchanged at last week's quotations. Firmness here has followed firmness in the primary markets.

In barrel lots the price quoted is 79c per Imperial gallon; 78c in 2 to 4-barrel lots, and 86c in small lots of 5 gallons. Demand for the commodity has been fair.

White Lead in Oil Firm

WHITE LEAD IN OIL.—Although no price changes have been recorded in the price of white lead in oil, the market is very firm at present quotations. Only the absence of demand holds the price down. In small lots it is quoted at $14.25 per 100 pounds and in ton lots at $13.95 per 100 pounds.

Putty Firm

PUTTY.—The price of putty holds firm at recent quotations of $3.70 per 100 pounds in 100-lb. drums and $3.80 per 100 pounds in 25-lb. drums for the pure. Standard putty is quoted at $3 in 100-lb. drums and $3.10 in 25-lb. drums.

Glass Very Firm

In some quarters there is talk of an impending change in the price of glass. The market is firm. Single diamond is quoted at 20 per cent.; double diamond, 20 per cent. cut lights 50-5 per cent.

Files and Saws Advance

New discounts are out on files and are shown in the current market quotations.

Disston, Shurley & Dietrich and other makes of hand saws have advanced in price. The advances range from 5 to 12½ per cent. A new price is expectel this week on Taylor Forbes lawn mowers and it is expected that an advance of at least 10 per cent. will be announced. Costs of all materials entering into the manufacture of lawn mowers have advanced tremendously and higher prices are inevitable.

WINNIPEG MARKETS

WINNIPEG, Dec. 7—Another week of activity is again noticeable in the various markets and a great variety of lines are once more in for revision. Prominent among these will be noticed wire nails, which are now threatening the $5 mark, barb wire, annealed wire and bale ties, rope, screws, enamelware and the new prices on various lines of hinges mentioned in last week's report.

The new prices issued on hinges certainly represent a big advance, in some cases being 20% higher than formerly quoted. By comparing prices shown below with those prevailing before, retailers can see just to what extent each line is affected. And the end is not in sight unless all available sources of information fail in their predictions. Quotations now being made are on the following basis.

Winnipeg, Dec. 7, 1916.

Business still continues very brisk and jobbers report a good demand for seasonable lines. Good-sized orders are being shipped for Xmas cutlery, including silver-plated flatware, cut glass, casseroles, pocket cutlery, etc., and such seasonable lines as sleighs, coasters, skates, hockey sticks and snowshoes are going out in fair quantities. The mild weather and lack of snow to date are influencing sales of these lines, but a change in weather conditions may be expected nearly any time, which should brighten things up materially.

Hinges Advance; Butts Also Higher

New prices on hinges are as follows:

Corr. Strap Hinges—	—Dozen Pairs— In bulk	In cartons
4″	$1 25	$1 80
5″	1 75	2 90
6″	2 40	2 35
8″	3 90	4 55
10″	5 75	6 75
12″	8 80	9 90

Corr. Tee Hinges—	—Dozen Pairs— In bulk	In cartons
4″	$1 55	$2 55
5″	2 25	3 30
6″	2 85	4 30
8″	5 00	6 60
10″	7 15	9 20
12″	10 10	....

Heavy Strap Hinges, in bulk, dozen pairs—4″, $2.30; 5″, $2.85; 6″, $3.10; 8″, $4.20; 10″, $7.45; 12″, $9.20.

Heavy Tee Hinges, in bulk, dozen pairs— 4″, $1.95; 5″, $2.50; 6″, $2.80; 8″, $3.20; 10″, $6.45; 12″, $9.00.

Light Strap Hinges, in bulk, dozen pairs— 3″, 78c; 4″, 95c; 5″ $1.10; 6″, $1.30; 8″, $1.95; 10″, $2.70.

Light Tee Hinges, in bulk, dozen pairs—3″, 78c; 4″, 85c; 5″, $1.00; 6″, $1.15; 8″, $1.40.

The prices shown herewith on the No. 804 L.P. Butt is representative of the increase in other lines of steel butts:

Per dozen pairs—No. 804, 2 x 2, 85c; 2½ x 2½, $1.05; 3 x 3, $1.45; 3½ x 3½, $2.10; 4 x 4, $2.55.

Other lines associated on which advances are also recorded are wrot staples, hasps and staples, hinge hasps and shelf brackets.

Enamelware, Rope and Screws Higher

ENAMELWARE — The latest discounts issued on the various lines of enamelware reveal the fact that these goods are attaining high levels,

The following discounts now apply: Canada Ware, 20 & 10%; Imperial Ware, 40 & 10%; Premier Ware, 20 & 10%; Colonial Ware, 40 & 10%; Diamond Ware, 20 & 10%; Pearl Ware, 40 & 10% White Ware, 60%.

ROPE—Rope has advanced another cent per lb. base all around and best quotations now are as follows:

Per lb. base—Pure Manila, 25c; British Manila, 20c; African Hemp, 20c; Sisal, 18c; Lath Yarn, 18c.

SCREWS—The latest discounts on screws are not a big increase over former quotations, but the tendency is ever-upward and no signs of lower prices are in evidence as yet. The discounts to-day are:

F. H. Bright Screws, 65%; R. H. Bright Screws, 60%; F. H. Brass Screws, 30%; R. H. Brass Screws, 25%.

LINSEED OIL—Conditions in the various grain markets have improved somewhat, from the consumer's point of view at least, and declines are to be noted in practically all lines of grain. Wheat has been the most noticeable, but some decline is revealed in the price of flax, although not sufficient as yet to influence the price of linseed oil. This market seems to be holding fairly firm and prices remain unchanged from those noted in last week's report, which are as follows:

Raw, $1.40; Boiled, $1.43 per gal., bbl. lots.

The long threatened advance in turpentine has finally matured, however, and prices quoted below are five cents per gallon higher than formerly:

Bbl. lots, 85c gal.; ½ bbl. lots, 88c gal.; 5-gal. lots, 90c gal.; 1-gal. lots, 90c gal.

Wire Prices Still Soaring Skywards

The tendency of the various wire markets is decidedly upward as a review of these pages during the past few weeks would indicate.

Wire nails have advanced ten cents per keg; bright staples, fifteen cents per keg; barb wire has also advanced ten cents per spool, and annealed wire, bale ties and bright tinners' wire are each fifteen cents per 100 lbs. higher. The new prices, as represented by these increases are as follows:

	Ft. William	Winnipeg
Common Wire Nails	$4 40	$4 80 keg
Brt. Staples	4 40	4 80 "
Barb Wire—		
Lyman	3 80	4 10 spool
Glidden	3 65	3 95
Baker	3 60	3 90

Annealed Baling Wire, per 100 lbs.—No. 9, $4.90; No. 10, $4.95; No. 12, $5.10; No. 14, $5.25; No. 15, $5.40; No. 16, $5.55.

Bale Ties—14 x 9½', $5.45 Ft. Wm.; $5.85 Wpg.

Plain Twist Wire—$4.05 Ft. Wm.; $4.45 Wpg.

Bright Tinners' Wire, per 100 lbs.—0-9, $5.05; 10, $5.16; 11, 5.22; 12, $5.30; 13, $5.40; 14, $5.50; 15, $5.65; 16, $5.80.

Stove Pipe Wire, per 100 lbs.—No. 19, $7.75.

Sheets Go To Higher Levels

Latest advices available indicate that considerable activity is again noticeable in the various metal markets, with the result that prices are again soaring. The lines affected are galvanized sheets, on which an advance of twenty-five cents per 100 lbs. has been made; half-polished Canada Plate which jumps fifty cents per box and tin plates which advance one dollar per box.

These latest revisions bring prices to a new high-water mark as will be seen by a glance over quotations being made to-day in the following lists:

Per 100 lbs.—Galvanized Sheets, 10¾, $7.75; Premier, Apollo and Fleur de Lis, 28, $7.40; 26, $7.15; 24, $6.95; 22, $6.95; 20, $6.75; 18, $6.75.

Canada Plate, half polished, per box—6, $6.25; 7, $6.25; 8, $6.50.

Tin Plate, I.C., per box—20 x 28—$18.00; 20 x 33—$20.50; I.X., 20 x 28—$19.50.

Terne Plates, $15.50 per box.

Boiler Copper, tinned, 50c per lb.; planished, 65c per lb.

Solder, 32c and 33c per lb.

Other lines carrying advanced prices are noted herewith:

Poultry Netting Staples—Bright, ⅞', in kegs, 9c lb.; ⅞ in boxes, 10c lb.

Nevada Tea Spoons, 55c doz.; Nevada Dess. Spoons, $1.05 doz.; Nevada Table Spoons, $1.35 doz.; Janitor Saw Sets, $10.50 doz.

Screw Hooks, Sqr.-Cornered Hooks, Gate Hooks and Eyes, 75 & 10% off list.

Christmas Window Contest

FOR *many years past it has been customary for* HARDWARE AND METAL *to conduct a Christmas window display contest each year. The contest has become an event of wide interest for all Canadian retail hardwaremen interested in window trimming, and each succeeding competiton has been keener and each year has seen a wider and more representative response culminating in the big success of last year.*

In accordance with past custom, two contests will be conducted this year—one for stores in places under 5,000 population, the other for places of 5,000 and over. No restrictions will be set on the style of display or the goods used in the arrangement, except that each window must be arranged with goods for the Christmas trade. Description should accompany each display.

Eight prizes will be offered as follows:—

PLACES OF 5,000 AND OVER		PLACES UNDER 5,000	
First Prize	$10.00	First Prize	$10.00
Second Prize	5.00	Second Prize	5.00
Third Prize	3.00	Third Prize	3.00
Fourth Prize	2.00	Fourth Prize	2.00

Contestants will note that an equal number of prizes are offered to the small town window trimmer as to those in the larger towns and cities.

The contest closes on Monday, Jan. 1. No photos received after that date will be entered unless there is proof that they have been delayed in transit.

All matter should be addressed to "The Editor, HARDWARE AND METAL, *143-153 University Avenue, Toronto," and marked "For Christmas window contest."*

ARE YOU GOING TO ENTER?

EVENTS IN THE TRADE

Catalogues Wanted

Medicine Hat, Alta.—Hewitt & Black have opened a branch store at Orion, Alta. Manufacturers and jobbers are requested to send catalogues to the new store.

Enlarging Winnipeg Branch

Beatty Bros., Ltd., Fergus, Ont., are making an extension 36 ft. x 60 ft., to their Winnipeg warehouse, the addition has been made necessary owing to the expansion of the firm's Western business.

Business Changes

Montreal, Que.—Ovide Amour, hardware, has sold out to Morency Hardware Co.

Toronto, Ont.—Death & Watson, electrical goods, have been succeeded by Rosedale Motors, Ltd.

Bissell Carpet Sweeper Co. Incorporated

Bissell Carpet Sweeper Co., of Canada, Ltd., has been incorporated, under a Dominion charter, to manufacture, export, and deal in carpet sweepers, vacuum sweepers, cleaners and house furnishing goods, etc. The company is capitalized at $100,000, with head office at Niagara Falls, Ont.

Obituary

Toronto, Ont.—The death occurred here of Geo. Wallis, aged 64 years. Mr. Wallis was born in Richmond, Surrey, England, coming to Canada in 1874, where he engaged in the hardware business, wholesale and retail; later in building and real estate. About ten years ago he retired.

Open Montreal Office

The Ohio Iron & Metal Co., of Chicago, Ill., dealers in iron and steel scrap, have opened a branch office at 505 Transportation Building, Montreal, in charge of John M. Zehner, formerly with the Canadian Fairbanks-Morse Co. The Ohio Iron & Metal Co. also have branch offices in Pittsburg, Cleveland and St. Louis.

Ass't. Gen. Sales Agent at Montreal

The Dominion Iron & Steel Company, Limited, has announced the appointment of L. V. de Bury as Assistant General Sales Agent at Montreal.

Mr. de Bury has had extensive experience in the Canadian Steel trade, having been associated with the Page Hersey Iron Company, the Peck Rolling Mills, the Ontario Iron & Steel Company, and as Manager of the B. & S. H. Thompson Company, and is well known to the trade.

New File Manufacturing Company

The Port Hope File Mfg. Co., Ltd., has been incorporated in Ontario, with a capitalization of $40,000; head office and works at Port Hope, Ont. The directors are all residents of Port Hope, and are as follows: William Embleton, president; W. G. Brown, vice-president; Edwin H. Fogarty; R. C. Boney; Geo. B. Lowe, secy. treasurer. The company has been authorized to carry on the business of machinists, iron founders, and file makers and cutters. The company has acquired the Helm foundry, machine shop and permises at Port Hope, with all machinery, patterns, equipment, etc., therein, and are installing a file manufacturing and file cutting plant. The directors, it is said, have in the past all been intimately and practically identified with the machine and file manufacturing trades.

Personal

Alex. Gibb, manufacturers' agent, Montreal, has been confined to his home for the past couple of months through illness.

Walter E. Trump has left Red Deer, Alta., to take up his new work as a traveler for the British American Paint Co. Mr. Trump will make Calgary his headquarters.

F. J. Penberthey, general manager of Lowe Bros., Toronto, will leave next week on a short business trip as far west as Winnipeg.

Among the visitors at the Toronto office of HARDWARE AND METAL during the week were Chas. A. Moore, sec.-treasurer and general manager. Stratford Mfg. Co., Stratford, Ont., and F. P. Hall, representing the Carborundum Co., Niagara Falls, N.Y.

Dominion Incorporations

The Canadian Desmond-Stephen Mfg Co., capitalized at $50,000; head office, Hamilton, Ont., to manufacture steam injectors, abrasive wheels, grinding machinery, etc.

Universal Asbestos Company, Ltd., capitalized at $50,000; head office, Sherbrooke, Que., to manufacture and deal in asbestos and asbestos products.

International Mfg. Co., Ltd., capitalized at $1,000,000; head office, Ottawa; to manufacture firearms, explosives, etc.

Canada Truck Co., Ltd., capitalized at $49,000; head office, Montreal; to manufacture and deal in automobiles, vehicles, etc.

St. John, N.B. Notes

Private Frederick Leslie Stewart, formerly an employee of T. McAvity & Sons, Ltd., St. John, N.B., was killed in action on the western front on Nov. 11.

Lieut.-Col. J. L. McAvity, president of McLean, Holt & Co., Ltd., St. John, who was invalided home from the front, has been appointed chief recruiting officer for New Brunswick.

Private Harry P. McDonald, formerly employed with the James Robertson Co., Ltd., St. John, has been seriously wounded in the arm and chest while fighting on the western front.

The St. John Board of Trade is sending a communication to each of the principal boards throughout the Dominion asking for co-operation in securing Dominion legislation to put the daylight saving plan into effect next summer. Hardware men took a leading part in introducing the plan in St. John last summer.

The Minister of Trade and Commerce has promised the merchants of St. John that a steamer of 1,500 barrels capacity will be put on the route between St. John and Yarmouth next year. This is an important route for the distribution of goods for the western end of Nova Scotia and present arrangements have not been sufficient.

New Toronto, Ont.—Work has been started on the erection of a factory building here, for the Dupont Fabrikoid Co. of Toronto, manufacturers of Fabrikoid. The building will cost $75,000 and machinery to cost $175,000, will be installed.

Hamilton, Ont.—Officials of the Steel Company of Canada, Hamilton, stated on Friday that operations of that concern would be brought to a temporary stop owing to coke shortage. The plant is running under reduced tonnage in the hope that relief will come without closing down, but owing to the scarcity of coal cars and the heavy movement of coal from the mines to the lower lake ports, no improvement of the situation is anticipated until navigation closes.

HARDWARE LETTER BOX

Supreme Stoves

Finkheiner Hardware, Milverton, Ont.—Please give name of manufacturer at Welland, Ont., making the Supreme stove.

Supreme Heating Co., Welland, Ont.—Ed.

Electric Plates and Welded Fence

William Lochead, Forest, Ont.—Kindly advise where I can get "Fansteel" electric plates or small stoves; also an electric weld fence for putting on the top and front of horse stalls.

The electric plates can be secured from Pfanstehl Electrics Laboratories, North Chicago, Ill. The electric weld fence is made by Pittsburgh Steel Co., Pittsburg, Pa.—Ed.

Sold in Canada

Stevens Bros., Ceylon, Sask.—Please advise if the Honeywell solenoid regulator, as shown in an article in the August 12, 1916, issue of HARDWARE AND METAL is sold in Canada.

The Honeywell regulator is sold in Canada by the C. A. Dunham Co., Toronto; Steel and Radiation, Ltd., Toronto; Dominion Radiator Co., Toronto.—Ed.

Who Makes These Stoves?

F. X. Brunell, La Fleche, Sask.—We are at a loss to know where to buy repairs for the following makes of stoves with marks as follows:—No. 15 Royal Oak heater; No. 90 Victoria laundry stove.

Can any of our readers kindly supply information desired?—Ed.

Mantles for Oil Lamps

J. E. Robins & Son, Watrous, Sask.—Please advise where we can procure mantles for coal oil lamps.

Hamilton Gas Mantle Co., Hamilton, Ont., and Aladdin Lamp Co., Aladdin Building, Montreal, Que.—Ed.

Paper Balers

R. H. Bradfield & Co., Morrisburg, Ont.—Please advise if there is a manufacturer of paper balers in Canada.

Climax Baler Co., Hamilton, Ont.—Ed.

Maple Sunshine Stove

J. W. Smith, Hampton, N.B.—Please give name of maker of the "Maple Sunshine stove."

Can any of our readers tell us who makes the "Maple Sunshine stove?" A stove called the Maple Leaf Sun is made by the Beach Foundry Co., Ottawa.—Ed.

Organ Motors

Crowe & Magee Hardware, Bridgetown, N.S.—Please give name of manufacturers of water motors suitable for church organs.

Ross Bros., Troy, N.Y., manufacture organ motors. They are sold in Canada by Edward Lye & Son, 18 St. Alban Street, Toronto.—Ed.

ATKINS PUBLICITY MANAGER

T. A. Carroll has been appointed manager, publicity department, E. C. Atkins & Co., Indianapolis, Ind., and Hamilton, Can. Mr. Carroll has had charge of the company's sales promotion department for several years, and is thoroughly familiar with the details of the work. Mr. Carroll will continue to manage the sales promotion, in connection with the advertising, and will be assisted by Max Leckner, Jr.



T. E. CARROLL,

Appointed Manager Publicity, E. C. Atkins Co.

INDUSTRIAL NOTES

Bracebridge, Ont.—The Beacon Match Co. proposes to erect a plant here to cost $45,000.

Delhi, Ont.—The Sovereign Co., mitt and robe factory was destroyed by fire on Dec. 1.

New Toronto, Ont.—Brown's Copper & Brass Rolling Mills, Ltd., are building a new sheet mill and a reclaiming plant. The foundations are completed and the buildings are being constructed.

Vancouver, B.C.—The Vulcan Ironworks and Schaake Machine Works propose moving their plants from New Westminster to Vancouver. The Schaake Machine Works have leased a site on False Creek.

CATALOGUES AND BOOKLETS

Happy Homes for Horses

Beatty Bros., Ltd., Fergus, Ont., have issued a neatly gotten up folder entitled "Happy Homes for Horses," and featuring B. T. steel horse stable fittings and equipment. The folder is attractively illustrated and a space is provided for the dealer's imprint. Copies will be supplied free upon request.

Premier Stoves and Ranges

Catalogue No. 43, an attractive 96-page booklet, has been issued by the Thos. Davidson Mfg. Co., Montreal, featuring "Premier" stoves and ranges. The catalogue is splendidly illustrated and many new styles of stoves are shown, which have been added since the previous issue. The repair guides have been prepared in convenient form for ordering repair parts. Copies will be mailed on request.

USING CEMENT IN COLD WEATHER

(Continued from page 24.)

idle. Concrete block, fence posts, small watering and feeding troughs can be made indoors. A convenient room for carrying on cold weather concrete work indoors can usually be arranged by fixing up some portion of a shed, barn or cellar. Sand and pebbles should be brought into the workroom and stored until desired for use. The workroom temperature should be kept at not lower than 50 degrees Fahrenheit. If the materials are stored in such a temperature, frost or frozen lumps of material that may have been in them will disappear if the piles are well raked over occasionally. Materials containing frost or frozen lumps must not be used in concrete mixtures. If the workroom is not large enough to store a considerable quantity of materials and they must therefore be brought indoors as required for use, some means for heating them must be arranged.

Care must be taken to prevent concrete block, fence, posts, and similar products from freezing during the first two or three days after made. They should be stored for a long time before being used, preferably until spring.

Sarnia, Ont.—It is reported in Sarnia that the Imperial Oil Co., will in the near future start construction work on a new refinery to be erected at Dartmouth, N.S., across the water from Halifax. It is stated that the refinery at Dartmouth will be supplied from fields in Mexico and Texas, and that oil will be brought up in tank steamers.

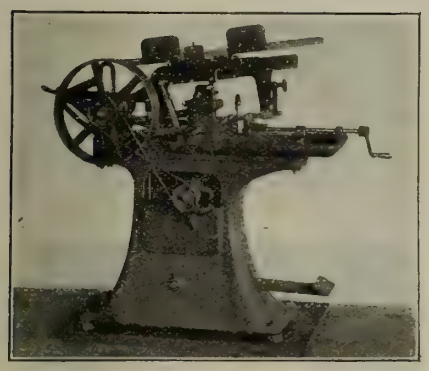
NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

STARRETT'S DEVELOP NEW MACHINE

A new hack saw machine, just being placed on the market by the L. S. Starrett Company, combines a number of features which are intended to give better service and more economical results than are now obtainable.

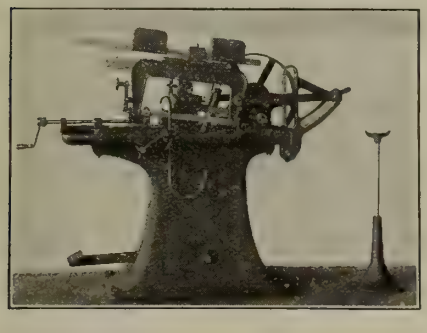
This is the first machine ever put on the market by the Starrett Company,



and was developed because of their connection in the metal cutting industries where their hack saw blades are used. The same guarantee as to material and workmanship applies to this machine as to their line of mechanics' tools and hack saws.

The makers state that four points in particular will commend themselves to practical shop men.

The first is the stroke adjustment, which makes possible a stroke of practically the full length of the blade, no matter what the size of stock. This, it



is said, insures uniform wear of blades and faster cutting.

The second feature is the foot treadle for raising the saw frame. By it the operator's weight raises the saw instead of requiring him to exert his strength in lifting. This, it is claimed, also gives greater speed.

The third feature is an oil dash pot controlling the descent of the saw. This dash pot allows the machine to be started when the frame is up and prevents it from dropping and breaking the saw. It further eases the blade on to the work so that the teeth do not bite in so rapidly as to strip them or break the saw.

The fourth feature is the automatic device which prevents the saw dragging on the return stroke and holds the saw frame at any height when the machine is stopped for setting work.

The saw frame is mounted on a rectangular slide with a bearing 11¼ in. long, accurately fitted with an adjustment for wear and provided with a quick-acting saw tightener to hold the blades square. The stroke of the saw is adjustable for stock from one inch to six inches in diameter.

A pump and lubricant are located inside the base and may be quickly removed for cleaning, although it is said this is seldom necessary as chips are retained in the pan of the bed and easily removed. The machine is intended to take fourteen-inch saws, but twelve or thirteen-inch saws may also be used. The height over all is 48 inches and the height to the top of the table is 28 inches. The machine occupies a floor space 14 x 32 inches.

Detailed description and bulletin may be had upon application to the L. S. Starrett Company, Athol, Mass.

KING TIRE CARRIER

The Richards Wilcox Canadian Co., Ltd., London, Ont., is now making the King tire carrier for Ford and Chevrolet cars. The makers claim that the carrier keeps the tires in shape and protects the inside of the casing. The carrier is attached to the rear of the car. The rim is contracted and expanded by a lever that works easily and instantly. The brackets are heavy angles. The carrier is made of steel throughout and is finished in black, baked enamel. No. 498 is for Ford cars, and No. 499 for Chevrolet cars.

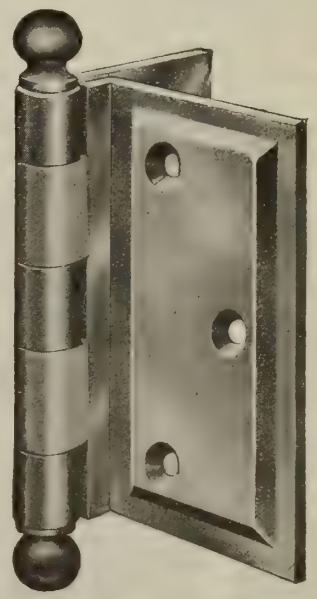
STANLEY RAISED PANEL BUTT

The accompanying cut illustrates the new wrought steel raised panel half surface butt which the Stanley works, of New Britain, Conn., has just placed on the market.

The raised panel of this No. 162 butt matches the Colonial patterns in lock sets and escutcheons.

The lights and shadows on the surface of the panel give it the appearance of being finished in two different shades or tones. This, the makers state, is the same "two tone" effect which is produced on the latest builders' hardware.

The makers state further that all the advantages gained by the use of other Stanley half surface butts apply to No.



Satnley Raised Panel Butt.

162. With it a door is hung easily and quickly. The under tip is slotted so that the pin may be quickly reversed.

No. 162 is stocked in all the standard Stanley finishes and in the three best selling butt sizes, 3, 3½ and 4 inches.

It is packed with oval head screws for the surface leaf; one pair in a Stanley box; 100 pairs in a case.

TRADE NOTES

New Toronto, Ont.—The Dominion Abrasive Wheel Co., who sold their factory here to the Brown's Copper & Brass Rolling Mills, will build a new factory at Mimico at a cost of about $65,000.

Montreal, Que.—It is reported that the Canadian Car & Foundry Co. and the Canadian Steel Foundries, Ltd., have been awarded a contract for forgings to the value of approximately $14,000,000.

WEEKLY PAINT DEPARTMENT

Has Been Appointed General Manager

A. T. Black Promoted From Sales Management to General Manager and Director of Martin-Senour Co., Ltd.—Succeeds W. H. Gerke, Who Takes Interest in Boston Varnish Co.

FOLLOWING the withdrawal of W. H. Gerke from the position of vice-president and managing director of the Martin Senour Co., A. T. Black has been appointed general manager and elected to the Board of Directors.

The advance of A. T. Black, the new general manager and director, has probably never been exceeded, for spectacular rapidity, in the annals of Canadian



A. T. BLACK,
Promoted to position of General Manager of Martin-Senour Co., Ltd. Mr. Black has also been elected a Director of the Company.

industry. A little over four years ago he was employed in the retail hardware department of the Bond Hardware Co., Guelph. To-day he takes his place at the head of one of the largest paint manufacturing concerns in Canada. The four intervening years have been full of persevering, ambitious effort, and he has climbed from post to post with such sureness and mastery that, to those who observed, he gave every evidence of the ability to hew out a bright career.

Mr. Black was born at London, Ont., in 1878, and, as is fit and proper, got an early start in the hardware business. He first served with A. Westman, hardware merchant, at London. From there he joined the staff of the Bond Hardware Co., and began to display the qualities that have since brought him to the front so rapidly. He dressed the windows in the Bond store with a degree of originality that won him many prizes, and his displays during the week that the hardware convention was held in Guelph in 1912 were widely noticed and commented upon. It was shortly after this that Mr. Black received an offer to join the Ontario sales force of the Martin-Senour Co. It was the opportunity that he had been looking for, and he took advantage of it, taking over the Eastern Ontario field for that firm. That his work as a travelling salesman was satisfactory is perhaps best evidenced by the fact that when the post of sales promotion manager opened at the head office in Montreal he was selected to fill it. Later he assumed the duties of sales manager.

From the time that he thus took his place among the executive heads of the company, Mr. Black has made himself felt in an increasing degree. It has been recognized that he was a real factor in the sales campaigns of the company.

The withdrawal of Mr. Gerke left his enterprising lieutenant the logical successor to the general managership; and Mr. Black was duly appointed, thus accomplishing in four years the advance from a clerkship in a retail store to the responsible position of head of the Martin-Senour Co.

His success will bring a wide measure of gratification to his associates in the company as well as to the friends that he has made in the trade. He has always been most affable; and the news of the steady progress of "Archie" Black will bring real pleasure to all who have known him. Likewise his ability to administer the duties of the responsible post he now occupies will be most generally affirmed.

To what qualities he owes his really spectacular advancement it would be difficult to define. Those who have worked with him and against him say, however, that he has never been one to work along old lines. He has had a bigger share of



W. H. GERKE,
Who has resigned from the position he held as Vice-President and Managing Director of the Martin-Senour Co. Mr. Gerke will become associated with the Boston Varnish Co.

resource and initiative than is vouchsafed to most men, and so has been able to do things by new ways. In addition, he is a hard worker, he is ambitious and tireless, and possesses a personality that first won him business as a salesman and, later, gave him the power, as an executive head, to successfully handle men.

Probably one of the chief reasons why he has met with such a large measure of success is that he was for many years in

the retail hardware business and understands the problems which confront the retailer. The experience he gained as a retailer is of great aid to him in solving problems of paint retailing and working out plans which are of real practical value to dealer agents, in whose welfare Mr. Black takes a deep interest. He is sincere and untiring in his efforts on behalf of his retailer friends.

Mr. Gerke withdraws to connect himself with the activities of the Boston Varnish Co., in which company he has purchased an interest. After January 1 Mr. Gerke will take up his residence at Boston, Mass. Mr. Gerke's action, after twenty-seven years of service with the company, both in Canada and the United States, is altogether voluntary on his part, and is not part of any plan of the present directors to change the personnel of the company, or in any way alter its policies. During Mr. Gerke's residence in Canada he made a host of friends. His efforts, combined with those of a loyal and exceptionally efficient sales staff, enabled the Martin-Senour Co. to build up a remarkably large trade in Canada during the ten years the company has been doing business in this country.

Twenty-six years ago Mr. Gerke started at the bottom of the ladder in the factory of the Senour Mfg. Co., Chicago—a lad with a big ideal and a determination to win. He gradually worked his way through every department, and endeavoring to master every detail of the business, he studied chemistry and the scientific side of paint making at night courses at the Lewis Institute of Technology, from which he graduated.

Later he became foreman in the various departments, and finally superintendent over the Chicago factory, and was sent to Montreal to organize the Martin-Senour Co., which was done in such a thorough manner that he was given full management of the Canadian business.



WALTER B. RAMSAY,

President, A. Ramsay & Son Co., elected Vice-President Canadian Paint Manufacturers' Association as announced in last week's issue of HARDWARE AND METAL.

Sherwin-Williams to Erect Dye Plant

Important Announcement Made by H. M. Ashby, General Manager of the Company—American Plant Now Under Way.

THAT provided tariff arrangements are satisfactory, the Sherwin-Williams Company of Canada will immediately after the war erect a large plant for the manufacture of dyes in Montreal was the important announcement made by H. M. Ashby, general manager of the company, to HARDWARE AND METAL. The plant is destined primarily to capture a portion of the dye trade formerly held by Germany throughout the British Empire.

It is stated that the trade of Canada alone in this respect would not warrant the building of a factory. Canadian supplies at present come largely from the U.S., and this branch of trade has been found to be so important that the company is even now erecting in Chicago a large plant. This will supply the Canadian needs of the company until such time as a plant is built here.

The company is at present manufacturing a complete line of colors in connection with its paint plant, having started with two lines only, and the product has been found so satisfactory as to lead to the decision referred to. The chief importance of the decision, of course, lies in the fact that a supply of dyes of all kinds is assured all parts of the Empire, a matter which has been the subject of much doubtful speculation. The outcome will, of course, depend upon the arrangements with the various Governments concerned. If the plant is erected in Canada it will necessarily be of immense capacity, in order to take care of demands from all parts of the British Empire.



GEORGE HENDERSON,

President, Brandram-Henderson, Ltd., elected President Canadian Paint Manufacturers' Association, as announced in last week's issue of HARDWARE AND METAL. Mr. Henderson was in Western Canada when the election of officers took place.

DECAY GREATER THAN FIRE LOSS

In an address delivered by Ernest T. Trigg, at the Paint Grinders' meeting in New York, the speaker stated that it is undoubtedly a fact that there is more actual money lost in the United States every year through deterioration and decay in buildings, due to failure to properly protect and preserve with paint, than accrues from losses by fire. Professor H. H. King, of the State Agricultural College of Kansas, in a letter written April 17, 1916, makes this statement:—

"The losses ensuing in this State through lack of paint are much greater than the losses sustained by fire."

When the property owner pays for protection against fire, he is providing against a possible loss, but if he fails to pay for painting and repainting his property with sufficient frequency to preserve it from decay, he fails to protect himself against a certain loss.

Obviously—it is most desirable that some definite effort should be made by those interested in an increase in the consumption of paint to bring about a condition in the minds of property owners which will insure the application of paint coatings to their buildings with sufficient frequency to protect and preserve them indefinitely from the action of the elements.

The way to do this is to tell the story to every property owner in the country in a conclusive way and with sufficient frequency and for a sufficient length of time to definitely anchor in the minds of such property owners the fact that the first and most important purpose of paint is to protect and preserve. This can only be accomplished by care-

fully planned publicity carried on in an impersonal way.

The retailer is the man who comes in direct contact with the consuming public. His sales of paint will be in proportion to the efforts he puts forth to sell paint. More paint sales mean more profit and incidentally a better and brighter community. The point made in Mr. Trigg's address, that the property owner in paying for protection from fire is providing against a possible loss, but in neglecting to paint is failing to protect himself against a certain loss is one that retailers can use effectively when trying to sell paint to property owners.

Pratt & Lambert Convention

The first week in January is going to be a big one at the Buffalo home offices of Pratt & Lambert, Inc., not only because that is the week of the big varnish concern's biennial convention, but because it marks the close of President W. H. Andrews' twenty-fifth year with the firm. Special efforts have been put forth to honor Mr. Andrews by making this the biggest year in the firm's history—and it is said the success of these efforts has been beyond even the most optimistic hopes of those who planned them.

CONGRATULATING THE PRESIDENT

The members of the paint and allied trades of Boston generally, and the members of the Paint and Oil Club in particular, states the *Paint, Oil and Drug Review*, are congratulating James B. Lord, of the Boston Varnish Company, on his re-election as president of the National Varnish Makers' Association. Mr. Lord, since he first became connected, when a very young man, and he is young still, with the paint and oil trade of Boston, has taken a very prominent part in everything connected with the business. He has served with distinction on committees of the New England Club and of the national body, and the administration as president of the Paint and Oil Club of New England was very successful. In Boston his friends know him as "Jimmie" Lord and so address him.

The announcement of Mr. Lord's re-election appeared in last week's issue of HARDWARE AND METAL.



H. J. McADIE,
Appointed Sales Manager, A. Ramsay & Son Co., Montreal.

H. J. McADIE APPOINTED SALES MANAGER

Formerly Toronto Manager, A. Ramsay & Sons

H. J. McAdie has been appointed sales manager A. Ramsay & Sons Co., with headquarters in Montreal. Mr. McAdie represented the company in Central Ontario for three years prior to taking over the management of the company's new branch at Toronto in March 20, 1915. The announcement of his promotion to the sales management, with headquarters at Montreal, will be welcomed by his many friends in the trade.

Mr. McAdie, who is a Canadian, has had experience in the paint business covering a period of 17 years, during which time he travelled extensively in the United States and England as well as in Canada.

WEEKLY PAINT MARKETS

(Continued from page 40.)

Shellac Gum Higher; Varnishes to Advance

SHELLAC AND VARNISH.—A further advance was recorded in the price of gum shellac during the week. Finest orange gum is now quoted at 49c per pound and finest white at 50c per pound. There is a firmness in the market for prepared shellac advances being recorded in some instances. Varnishes are all in firm market. Locally the dealers have not advanced their prices in conformity with the recent decision of paint men to advance paints and varnishes. But these products will undoubtedly be marked up in price in the near future. There is a good demand for shellac and varnishes.



The above display will furnish the window trimmer with some ideas for a Fall window trim.

People Stick to a Good Thing—



A distinctively good thing is

JAMIESON'S PURE PREPARED PAINTS

They are good in quality and value.

Get to know them and you'll stick to them too, for they attract a large repeat order business, and pay you a most desirable profit.

Drop a card for our agency proposition.

R. C. JAMIESON & CO., Limited, Montreal, Canada

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

The popularity of your store depends mostly on the stock you carry. Talking of Paint, there is no better seller than Ramsay's and every can is a can of satisfaction. Since 1842 Ramsay's Paints and Varnishes have been made right and have proved their ability to **stay right.** Color and quality are fixed. Ramsay's complete line "is" complete, and that's the line of paint for you to carry if you would make yours the most popular store in town.

Ramsay's Paint



A. Ramsay & Son Co.

Established 1842

Toronto MONTREAL Vancouver

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Dec. 6. — While there is no particular movement of interest in painters' materials in Montreal since last week's increase in paint prices, the market for all materials is firm and further increases are looked for. White lead in oil looks ominously like breaking its own high record, though linseed oil is a shade quieter this week, and in slightly duller market. Lead however, is very firm, and the outlook is certainly for an increase in price of white lead in oil. Turpentine is still firmish but the market is uneventful in this. Gasoline is unchanged, still at 27½ cents a gallon. The effects of the increase in mixed paint prices upon demand are being awaited with interest by manufacturers.

White Lead in Oil And a New Record

WHITE LEAD IN OIL.—The next increase of price in painters' materials will probably be found in white lead in oil. The market for this commodity is extremely firm at present, though the prices of the past few weeks obtaining since March 24th when they came into effect breaking all records, have not so far been altered to make new white lead history in Canada. In view of the outlook in white lead at present with the market for the metal firming up and the oil at unprecedented prices, the words of HARDWARE AND METAL of March 24, 1916 in this relation, are worth recalling. They were as follows

"Montreal, March 24.—An advance on white lead in oil of $2.25 per 100 lbs. is not only the outstanding feature of the paint markets of the week, but the most striking development in the trade for years; it raises the price to $13.80 on a ton lot basis, a level which has not been equalled in the history of the Canadian paint business so far as the present generation of manufacturers are aware. The rise follows abnormal developments in the lead market, and even at the price quoted conditions are so uncertain that orders accepted are for immediate delivery only. The quotation given compares with a price of $8.25 before the outbreak of the war."

At the time HARDWARE AND METAL so reported on the market for white lead in oil, linseed oil was being quoted at 95-97 cents for the raw, and 98 cents to $1.00 for the boiled in 1 to 2 barrel lots. Pig lead as used for this product costs at present $7.00 to $7.65 per 100 lbs. (St. Louis, U.S.A.). In March 1916 the same metal was priced $6.75 per 100 lbs. (St. Louis). With the oil at least 20 cents per gallon higher, and the metal also higher, what is the natural inference as regards white lead in oil? Quotations at present are still $13.80 per 100 lbs. in ton lots, and $14.10 for smaller quantities.

Linseed Oil Shows Slight Slackening

LINSEED OIL.—The condition of great and growing firmness in linseed oil during the past few weeks seems to have come to a halt—it may be only a temporary halt. Crushers' price for the raw oil was still over the dollar mark, and from certain indications as apparent to at least one large crusher in Montreal, likely to remain so. Quietness was reported in one quarter; an outlook for firmness in another. The paint manufacturing firms quoting on linseed oil repeated last week's quotations for the most part, but here and there shadings downward were noticed, the low mark $1.15 for raw in lots of 1 to 4 barrels being shaded to $1.12½ in one or two instances. Firms which had been short of linseed oil in the period of rapidly rising prices are replenishing their supplies, but there is not much eager activity noticeable in the market at present. Average quotations are still

Per Imp. gal.	Raw.	Boiled.
1 to 4 bbls. ...	$1.15-1.20	$1.20½-1.25
5 to 9 bbls. ...	1.14 1.19	1.19½-1.24
10 to 25 bbls...	1.13-1.18	1.18½-1.23

Turpentine Keeps Firm, But Quieter

TURPENTINE.—There has been no change in turpentine during the week past, and prices maintain at present much as they did, with shadings here and there where business considerations come in, or where firms are not anxious to take on turpentine business. There was of course a firmness last week, and this continues, but not to the extent of increasing prices any. Following are the prices principally being quoted in Montreal.

	Per Imp. gal.
1 barrel lots	73c-78c
2 to 4 barrels	72c-77c
5 to 10 barrels	71c-76c

Paint Manufacturers Issuing New Lists

MIXED PAINTS.—The announcement that paints have advanced in price is being made to the trade interested, but not as on the occasion of the previous advance, by a circular notice. Purchasers of paints have been warned by travellers for the manufacturing firms that prices in these times are subject to change without notice, so that the manufacturers while agreed upon the advance scale announced in last week's HARDWARE AND METAL, are not likely to publish the new changes made over their united signatures. All manufacturing firms, are, however, preparing new lists which will be in the hands of their customers in the course of a few weeks, prices still 'subject to change without notice.' There is no indication given anywhere that paint prices may not take a still farther advance, but probabilities are in favor of a period of quiescence for the present until it is discovered how the paint using public are taking to the new prices. There had been doubts in the minds of some considerable manufacturers before paint prices most recently rose, on the score that paint is a commodity liable to suffer in market through over-economy on the part of the public when paint prices are high. But with the vast advances of markets all round, the position of paint is by no means peculiar, and as the latest rise in price is fully justified by the cost of materials probabilities are that demand will not show any noticeable falling off.

TORONTO

TORONTO, Dec. 8.—Demand for all paint lines has been seasonably good. Higher prices recently announced for paints have not had any appreciable effect on sales. Some dealers who are now booking for spring delivery report the trade good, heavier in fact than last year. Most of the jobbing

If You Could Get a $1,000 Order By Writing One Letter—Would You?

EARLY last December a hardware merchant in a small town read an advertisement in his favorite trade paper and wrote a letter in reply to it.

"That letter," he told one of our travellers last week, "brought me over a thousand dollars' worth of business—because through it I obtained a Brandram-Henderson agency, with the result that my 1916 paint sales were $1,050 ahead of my best previous year."

This merchant does not hesitate to give much of the credit for his increased paint business to the active assistance given him by the B-H organization.

He is to-day very glad that he wrote that first letter, asking for "the B-H agency proposition," last December.

If **you** are a responsible, progressive merchant, in a locality where we are not already represented, a similar letter written to-day may be followed by the same gratifying results in 1917.

Write the letter, anyhow, and when our complete proposition is before you, see if you're willing to turn it down.

BRANDRAM-HENDERSON LIMITED

Montreal, St. John, Halifax, Toronto, Winnipeg

If interested, tear out this page and keep with letters to be answered.

houses have not started their travelers on the road to book for spring delivery. They expect to start them out about January 1. Advances in bluetone have been recorded in the primary market and there is a firmness in the local market in accord therewith. Linseed oil is holding steady at the quotations of last week. Turpentine is in firm market with sales somewhat limited. White lead is in very firm market and an advance in this product can be looked for in the not distant future. Glass has not changed locally but the American manufacturers have announced that there will be an advance of 20 per cent. over the present selling price to the Canadian trade. Gum shellac has advanced in accord with the higher prices in the primary market.

Linseed Oil Situation Still a Puzzling One

LINSEED OIL.—The market for linseed oil has held steady during the week, although there is a tendency to firmness in the face of the market for flaxseed. Receipts of flax continue heavy at Winnipeg, averaging around 50 cars per day at Winnipeg during the past week. On Wednesday of this week the market for spot flaxseed closed at $2.63¾, as compared with $2.56¾ one week previously. At the opening of the market on Thursday there was a firmness with an inclination toward higher levels. In the face of the seed situation there has been no disposition to move prices either upward or downward. It is a waiting market—waiting to see what course the seed will take in a more pronounced direction. Demand for oil has been fair during the week. In some quarters, oil cake is still reported in good demand with prices inclining toward higher levels. Again in other quarters there is a noticeable falling off in the amount of this commodity being used by farmers as feed. There has been considerable used in getting stock in shape for the winter fairs. Following is the range of quotations:

	Raw.	Boiled
1 to 2 barrels ..	$1.10-1.20	$1.12½-1.23
3 to 5 barrels ..	1.09-1.10	1.11½-1.24
6 to 9 barrels ..	1.08-1.18	1.10½-1.23

Gasoline Steady, But Crude Has Advanced

GASOLINE.—The market in gasoline has held steady during the week. There is a firmness in the primary market, however, due to the fact that crude oil in the Pennsylvania field has advanced 15c per barrel to $2.75, the highest point in the history of the oil industry. The demand for gasoline at this time of the year is not as heavy as during the motoring season and consequently the price of crude will in all probability not affect the price of gasoline in the immediate future. In the Mid-Continent oil fields there have been no advances in crude as yet, but an advance in the Pennsylvania field quite often heralds an advance in the other oil-producing districts. There is a falling off in production in the Mid-Continent field as evidenced by the fact that the Cushing wells which two years ago were producing at the rate of 300,000 barrels per day are now producing only 50,000 barrels per day. It is from the Mid-Continent field that most of the crude oil for use by Canadian refiners is secured. Coal oil on the other hand, in big demand at this time of the year, has advanced 1c per gallon and this in part absorbs the firmness in oil market generally. Gasoline is still quoted at 26½c to 27c and benzine 1c under gasoline.

Paints Firm at Recent Advance

MIXED PAINT. — Ready mixed paints are holding firm at the advanced prices reported last week. There are some retailers who are sorry that they did not get in their orders at the old price. However they had plenty of warning that prices were going to advance. Those who took the advice supplied from week to week and who studied the situation covered for their requirements and are in a very fortunate position.

WHITE LEAD.—White lead in oil is very firm due partly to the high price of oil and to the continued high price of pig lead. The U.S. Trust on Wednesday of this week advanced their price on pig lead to the price which the Independents had been asking for some time past. It would appear therefore that higher prices on white lead in oil may be expected. The demand for lead is only fair. The price locally is $13.95 per 100 lbs. in ton lots and $14.25 per 100 lbs. in less than ton lots.

Turpentine Firm In Primary Market

TURPENTINE. — Turpentine continues firm at last week's prices and the demand is fair. There is a feeling in some quarters that turpentine will not be lower, but may advance further. The price however, will be governed largely by the demand which at present is not heavy. The *Savannah Weekly Naval Stores Review*, in referring to the market this week at Savannah states as follows:—

"Turpentine is back to fifty cents again, with an active demand. Few believe that even on a reaction, if any should come, it will ever get more than one-half to one cent below that figure, while the general opinion is that higher values loom up ahead and that after the holiday season, if not before, 55 cents will be chalked up as the official quotation at the Savannah Board of Trade. The crop is well in, December will bring very moderate receipts, and after that for about four months there will be constant drafts on the reserve stocks, which are strongly held. The situation favors higher values, from whatever point it is viewed. While 55 cents is talked of and accepted as very probable there are some who predict higher values than that and who look for a closer approach to 60 cents before the next crop begins to move in any volume. Reviewing the season there is a feeling that turpentine should never have gone as low as it did, that a proper movement to support the commodity would have meant 50 cents for the greater part of the crop, and that the consumers have had the benefit of very reasonable prices for spirits.

Reports indicate that there will be persistent buying from now until next spring. The feeling has developed that in turpentine, as with regard to rosins, the usual holiday dullness will be considerably minimized, that there will be little let up in general industrial operations in the last half of the month, and that there will be a steady movement of the article into consumption. Dealers report a good many orders of late, not of large proportions but in the aggregate taking considerable turpentine. Stocks at the main primary markets are dropping down to last year's figures and the close of the season, after all, will, it is thought, not show any visible supplies to alarm one.

There is a wide range of prices quoted in Toronto as follows:—1 barrel lots (per Imp. gal.), 71c-79c; 2 to 5 barrels, 70c-78c; 6 to 9 barrels, 69c-77c; 5 gallons, 76c-86c.

Glass Prices Have Advanced in U.S.

GLASS.—In the United States a big advance has been announced by the manufacturers of window glass, amounting to 20 per cent. Canadian dealers have not yet put the advance into effect but it is stated if glass were advanced in conformity to the point where it is now selling in the United States that it would be selling net list in Canada instead of 20 per cent. This firmness in the American market undoubtedly presages higher prices among Canadian dealers. However, there are fairly heavy stocks on hand at the present time.

(Continued on page 36.)



HANDLE YOUR PAINT OILS WITH A

BOWSER
ESTABLISHED 1885

Safe Oil Storage System

with as much comfort as original package from the shelves.

A Bowser System saves floor space, converts losses into profits, and measures accurately every drop of oil handled. The intallation is permanent and will last a lifetime. They are made in all sizes from single units up to the largest battery formation.

Each equipment is air-tight, fire-proof and insures accurate and continuous record being kept of all oils used.

Write for free illustrated booklet, telling more about this interesting subject.

S. F. BOWSER & CO., Inc.
TORONTO, ONTARIO

Sales Offices in All Centers *Representatives Everywhere*



IN the battery of melting kettles shown above we make 11,500 gallons of varnish at a single batch, and our storage tanks contain one and a half million gallons of varnish ready to ship.

These exceptionally large facilities for manufacturing and storage enable us to ensure ripe and uniform varnish at all times.

All varnishes, enamels, etc. made by Berry Brothers are staples of the painter's supply trade. They are safe to recommend and easy to sell because the label is recognized by consumers as a guarantee of quality.

Write for price list and interesting dealers' proposition.

BERRY BROTHERS
INCORPORATED
World's Largest Varnish Makers
Established 1858
Walkerville, Ontario

(432)

HOCKEY STICKS

One Quality—The Best

Made from the best air-dried, well-seasoned Rock Elm, in all the popular models.

Used by all the well-known amateur and professional players.

Prompt shipments from stock.

We also manufacture BASE-BALL BATS, TENNIS POLES, TENNIS MARKERS, DUMB-BELLS, INDIAN CLUBS, BOWLING ALLEY PINS, etc., etc.

The HILBORN COMPANY
AYR, ONTARIO

If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can Frequently make purchases at better prices.

AMMUNITION

Dominion Metallics—B.B. Caps, 25%; C. B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle smokeless, 7½%; other rim fire, 10%; center fire pistol, add. 35% list; center fire sporting, add. 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add. 35% list; empty shot shells, 5%; blanks, add. 25%; bullets, add. 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, 2½% off list; "Regal" Dense Smokeless Powder, 2½% off list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

Shot, standard, 100 lbs., Toronto, $14.50; Montreal, $14.25; net extras, as follows, subject to cash discount only; Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16....$	5.00	12/16....$	7.00
4/16....	5.00	13/16....	8.00
5/16....	5.00	14/16....	8.00
6/16....	5.00	15/16....	9.00
7/16....	5.00	16/16....	9.00
8/16....	5.00	18/16....	10.50
9/16....	5.50	20/16....	12.00
10/16....	6.00	24/16....	15.00
11/16....	7.00		

Discounts from Standard List prices:

Common, 65%.
Ford's Auger Bits, 30 and 10%.
Irwin Auger Bits, 40%.
Gilmour Auger Bits, 60%.
Rockford Auger Bits, 50 and 10%.

F. O. B. Toronto, Montreal, London and Hamilton.

AUGERS, POST

B.T.—8 in. net	3 00
B.T.—10 in. net	3 30
B.T.—12 in. net	3 90

AXES

Single Bit, doz.	8 00	10 50
Double Bit	12 00	14 00
Boys' Axes	6 25	7 50
Hunters' Axes	5 50	7 00
Bench—No. 2, doz.		10 00
No. 3, doz.		10 80
No. 4, doz.		11 60
No. 5, doz.		13 20

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 12c to 60c lb.

BELTING (Leather).

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 10%.
Standard Quality, 30, 10, 10%.
Side Lace Leather, lb.....$1 20
Cut Lace Leather, lb..... 1 40

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

BOLTS AND NUTS

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 25%.
Carriage Bolts ($1), list, 7-16 in., 10%.
Machine Bolts, ⅜ in. dia. and smaller, 25%.
Machine Bolts, 7-16 in. dia. and larger, 15%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 15%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 10%.
Coach and Lag Screws, 35%.
Skein Bolts, 30%.
Square Head Blank Bolts, 15%.
Bolt Ends, 15%.
Plow Bolts, 15%.
Elevator Bolts, 20%.
Fancy Head Bolts, 15%.
Shaft Bolts ($3 list), 15%.
Step Bolts, large head ($3) list, 15%.
Whiffletree Bolts, 15%.
Nuts, square, $1 off list.
Nuts, hexagon, $1 off list.
Stove Rods, per lb., 9¼c.
Stove Bolts, 55%.
Tire Bolts, 40%.

F.O.B. Toronto, Montreal, London and Hamilton.

BORAX

Lump, Crystal Borax, lb.. 0 10½

BRASS

	Per lb.
Springs, sheets, 8 in. wide, up to 20 gauge	0 60
Rods, base ½ to 1 in. round	0 55
Tubing, seamless base	0 57
Tubing, iron pipe size, 1 in. base	0 52
Copper I.P.S.	0 54

BARS (Clothes)

3 sections, 4 ft., doz.....	4 80
3 sections, 5 ft., doz.....	6 00
3 sections, 6 ft., doz.....	7 20

BOILERS (Range)

30-gal. Standard	10 00
30-gal. extra heavy	12 50

BOARDS, BAKE

	Per doz. London	
No. 1—18 in.x24 in..	6 00	6 00
No. 2—18 in.x28 in..	6 50	7 20
No. 3—20 in.x30 in..	7 25	7 80

BOARDS (Ironing)

Size 12x60 ins., doz.....	7 20
Size 14x60 ins., doz.....	8 40
Folding, 14x58 ins., doz.....	16 50
Cork covered, doz.	24 00

BOARDS (Sleeve)

Basswood, stationary, doz.	2 00
Folding, per doz.	3 50

BOARDS STOVE

Wood lined, 50, 10%.
Paper lined, 60%.

BOARDS (Wash)

	Tin Plate	Zinc
Pony .....Dozens		$1 75
Crown		3 55
Dandy		3 75
Improved Globe	2 65	3 85
Standard Globe	2 75	3 95
Original Globe	3 00	4 25
Newmarket King		4 25
Diam'd King (Glass)		4 50
Western King (Enamel)		4 75
Wood, double faced		1 70

Subject to small discounts for quantities.

BUTTS

Wrought Steel:—

No. 840	25%
No. 800 .....20 &	5%
No. 838	25%
No. 808	25%
No. 804 .....30 &	5%
Nos. 802, 842, 844	20%
Nos. 810 and 814 .....15.5%	
Nos. 820 and 910	30%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

Milk cans, 5%.
Cream cans, 20%.
Railway cans, 20, 5%.
Hand delivery cans, 25%.
Cream cans, 20%.

CHAIN

Quotations nominal.

Proof coil, per 100 lbs., ¼, $9.45; 5-16, $9.10; ⅜, $8.35; 7-16, $7.15; ½, $6.95; 9-16, $6.95; ⅝, $6.80; ¾, $6.70; ⅞, $6.55; 1, $6.40

Electric Weld Coil Chain—BB 3-16 in., $10; ¼ in., $7.25; 5-16 in., $6.75; ⅜ in., $5.75; 7-16 in., $5.25 per 100 lbs.

Electric Weld Loading Chain ¼ in., $11.50 per 100 lbs.

Cow Chains, 33⅓%.

CHURNS

List prices: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

Discount of 30% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 27½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 25%, out of stock.

CHOPPERS, FOOD

Universal No. 0.....$12.20 doz.	
1.....	15.00 doz.
2.....	18.00 doz.
3.....	24.00 doz.

COPPER

	Montreal	Toronto
Casting ingot, see weekly report		
Bars, ½ to 2 in.....	53 00	53 00
Plain sheets, 14 oz., 14x28 in.. 14x60 in.	53 50	52 50
Copper sheet, tinned, 14x60, 14 oz.	54 50	54 25
Copper sheet, planished, 14x60 base.	61 00	60 00
Braziers' in sheets, 6x4 base	52 50	52 00

COMBS

Curry combs, 12½% off list.

CORD (SASH)

No. 6, lb.	0 44½	0 45
No. 7, lb.	0 43½	0 44
Nos. 8, 9, 10, 12...	0 43	0 44

CANADA PLATES

Prices nominal.

	Montreal	Toronto
Ordinary, 52 sheets	6 75	6 75
All bright, 52 sheets	7 50	7 00

	Galvanized		
	Apollo	Crown	Gorbals
18x24x52 ..	6 25	7 50	7 50
60 ..	6 50	7 75	7 75

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base .....$	20 00
IX, 20x28 base	24 00
IXX, 20 x 28 base	28 00
IXXX, 20 x 28 base	32 00
Raven and Murex Grades—	
IC, 20 x 28 base, 56 sheets.	8 00
IX, 20 x 28 base, 56 sheets	9 00
IXX, 20 x 28 base, 56 sheets	10 50
IXXX, 20x28 base, 56 shts.	12 00
"Allaway's Best" Standard Quality.	
IC, 14x20 base	8 75
IX, 14x20 base	9 75
IXX, 14x20 base	10 75

CHARCOAL TERNE PLATES

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 200 lbs., $14; 216 lbs., $15.

COKES, BRIGHT

Bessemer Steel—	
10x14x20 base	7 75
20x28, double box	15 50

CLOCKS

Lookout	
Sleepmetre	
Good Morning	
Big Ben	2 40

CROWBARS, 5¼c per lb.

DRILLS

London—
Bit Stock Drills, 50%.
Rd. Shk., 40%.
Wood Drills, 20%.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base....	7 00	7 00
I X, 14 x 20 base....	8 25	8 25
I X X, 14 x 20 base	9 50	9 50

FILES AND RASPS.

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer....	60, 2½
Kearney & Foot, Arcade...	60, 2½
J. Barton Smith Eagle...	60, 2½
Disston Brand	60, 2½
McClellan Globe	60, 2½
Nicholson	50
Black Diamond	50
Delta Files	47½
Globe	60, 2½
Vulcan Brand	60, 2½

F.O.B. Toronto, Montreal, London and Hamilton.



Paint Prices may be Considerably Advanced

It is quite probable that in the near future the prices of paints and other finishes will experience advances in proportion to those made in other lines of manufactured goods.

Any advance that may be made in the prices of S-W products will be justified and only when absolutely necessary because of the ever-increasing costs of raw materials and manufacturing. S-W Quality will never be lessened.

We are not prepared to state definitely when prices will advance, but we feel that dealers will be well advised to get their orders in at once for enough stock to carry them through the coming selling season.

Ask us for particulars of our exclusive Agency proposition.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited
PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.
Head Office : Montreal



If interested, tear out this page and keep with letters to be answered.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	1 50
Smaller sizes	2 00
Mounted No. 115, each	3 75
Bi.-Treadle, each	4 25

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 7 75
Russet rope shank, 1¼ in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1¼ in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL)

7-16 in. gross $14.40; 9-16 in. $21.60.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	11 00
Masons, 5 lbs. and over, per cwt.	13 00
Napping, up to 2 lbs.	0 13½

HANDLES (WOOD) Net

Prices on handles under revision.

Axe, No. 3 culls, doz.	1 01
Axe, No. 1 hickory, doz.	2 14
Axe, 2nd growth, doz.	3 00

Extra quality, 40 per cent.

All second growth hickory handles, 40%; all pick handles, 35%; all other hickory handles, 37%; all ash and maple axe handles, 40%; all hickory team neck yokes, oval and round whiffletrees and wagon doubletrees and eveners, 25%; all oak, ash and rock elm team neckyokes and singletrees, 30%; all doubletrees and eveners, 25%; all hickory cant hooks and pevies changed to 25%; all maple cant hooks and pevies changed to 35%.

Second growth and No. 1 neckyokes, ash and hickory heavy team neck yokes and whiffletrees are struck off the list, and in future all these goods will be known as: White ash and hickory neckyokes and single teams, and will be sold at the present list price of second growth.

Boys' axe handles, 28 in., extra, $2.50; No. 1, $2; No. 2, $1.60; maple, $1.75; ash, $1.90 per dozen.

Prospectors, miners and drift pick handles, 32 in., $3.20; 34 in. and 36 in., $3.40 per dozen.

Manure fork handles, short, $3.60 per dozen.

Hickory pick handles, No. 1, $3, and No. 2, $1.75 per dozen.

Hickory axe handles, No. 3, 30 in. to 36 in., $1.60 per dozen.

All second growth ash hay fork, manure fork, shovel and spade, hoe and rake handles, 30%; extra quality, 40%, and No. 1, 45%.

F.O.B. Toronto, London, Montreal, Hamilton and St. Thomas.

HANGERS, BARN & PARLOR

Atlas, No. 0	6 65
Atlas, No. 1	7 30
Atlas, No. 2	8 50
Stearns, 4 in.	6 00
Stearns, 5 in.	8 40
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
New Milo, flexible, doz.	....
Steel King Hangers, doz. sets	....
Storm King and safety hangers, doz.	6 75
Steel track, 1¼ in.	6 00

HEATERS (OIL)

Perfection No. 120, N.P., ea.	$3 20
Perfection No. 130, N.P., ea.	3 45
Perfection No. 125, Jap., ea.	3 05

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 30 and 5% off list.

Light.		
3 in., doz. prs.	1 00	1 00
4 in., doz. prs.	1 20	1 10
5 in., doz. prs.	1 40	1 30
6 in., doz. prs.	1 70	1 50
8 in., doz. prs.	2 50	1 80
10 in., doz. prs.	3 50	2 40

Discount 30 and 5% off list.

Screw Hook and Strap Hinge— Under 12 in., per 100 lbs.	6 50
Over 14 in., per 100 lbs.	6 00
Extra hooks for above, ⅝ in., per lb.	.07
Extra hooks for above, ¾ in., per lb.	6¾

F. O. B. Toronto, London, and Hamilton, Montreal.

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	2 40	3 25
No. 3, per doz.	2 50	3 70
No. 4, per doz.	2 60	4 00
No. 5, per doz.	2 80	....
Little Giant	4 40	....

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, $4.40; No. 1 and smaller, $4.65; show pattern, No. 2 and larger, $4.65; No. 1 and smaller, $4.90; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.85; No. 1 and smaller, $5.10; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $6.25; special countersunk steel, all sizes, 0-4, $6.75; toe weight steel shoes, all sizes, No. 1 to 4, $7.25.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.60; No. 2 and larger, $1.50; "Sharp" No. 2 and larger, $1.70; "Sharp" No. 1 and smaller, $1.80. Put up in 25-lb. boxes.

HOSE, LAWN

Corrugated, ½ in., ft.	0 12
Corrugated, ¾ in., ft.	0 16
Corrugated, 1 in., ft.	0 22

Less 5% for full reels, 500 ft.

HAT AND COAT HOOKS

Coppered wire, 3 in., 75c gross

IRON AND STEEL

	Montreal	Toronto
Common bar iron per 100 lbs.	3 30	3 50
Refined iron, per 100 lbs.	3 55	3 90
Angles	base	4 00 3 90
Horseshoe iron, per 100 lbs.	3 55	3 95
Norway iron	8 00	7 00
Mild steel	4 00	3 65
Band steel	4 00	4 00
Sleigh shoe steel	4 00	3 90
Reeled machinery steel	5 50	6 00
Tire steel	4 20	3 85
Toe calk steel	4 90	4 35
Mining tool steel, per lb.	0 11½	0 13
Cammell Laird, lb.		0 22
Sheet cast steel, lb.	0 20	0 22
Black Diamond tool steel, per lb.	0 13½	0 13
Silver tool steel, lb.	0 17½	0 22
Spring steel	5 50	5 00

IRON, TINNED

72x30 up to 24 gauge, case lots	15 50
72x30, 26 gauge, case lots	16 00

Less than case, 25c per 100 lbs. extra.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	$1 05
Mrs. Potts, No. 50, nickel-plated, per set	1 20
Mrs. Potts, handles, japanned, per doz.	1 00
Sad irons, common, plain, 3, 4 and 5 lbs.	8 50
Sad irons, plain, 6 lbs. up	6 50
Sad irons, common, plated	5 50
Princess Electric, each	3 20
Canadian Beauty, model A	3 00
Canadian Beauty, model B	3 38
Gasoline Sad Irons, each	3 75
No. 70, Asbestos, per doz.	21 00
No. 60, Dover, doz.	16 20

LADDERS, ETC.

(Step Ladders)

Shelf-lock	14c ft.
Ontario	18c ft.
Faultless	22c ft.
Mechanic	27c ft.
Hercules	25c ft.
Perfect	24c ft.
Faultless, extra heavy	27c ft.
Hercules, extra heavy	30c ft.
Mechanic, extra heavy	32c ft.
Chair ladders, each	2 00
B.T. Standard	18c ft.
B.T. Economy	14c ft.
B.T. Iron Bound, 4-9 ft.	26c ft.
B.T. Iron Bound, 10-14 ft.	31c ft.
B.T. Iron Bound, 15-16 ft.	41c ft.
B.T. Iron Bound, 17-20 ft.	51c ft.
Crescent	17c ft.
Household	13c ft.
Standard	20c ft.
Electrician	26c ft.
Heavy duty	46c ft.
Extension	24c ft.

Common and Roped Extension

Up to 32 ft.	17c ft.
36 ft.	19c ft.
40 to 44 ft.	20c ft.
48 to 52 ft.	25c ft.
56 to 60 ft.	30c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	13c ft.
18 ft. to 22 ft.	14c ft.

F.O.B. Toronto, Hamilton, London, Montreal.

LANTERNS Per doz.

Short Globe, doz.	8 00
Jumbo, doz.	9 25
Jap'd Dash, doz.	10 75
Search Dash, doz.	11 25
Searchlight, No. 20, doz.	19 00
All brass	24 25
Little Bobs, A.C., doz.	2 00
Copper, well japanned, doz.	13 75

F.O.B. Toronto, Hamilton, London and Winnipeg.

LANTERN GLOBES

Cold blast, short	0 65	0 75
Cold blast		0 75
Cold blast, short ruby	2 95	3 00
Cold blast, common ruby	2 75	2 00

Less 5c a doz. in 6 doz. lots

F.O.B. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 35
Steel Thumb, No. 3, per doz.	1 80
Steel Thumb, No. 4, per doz.	3 25
Barn Door, No. 5, per doz.	1 80
Barn Door, No. 9, per doz.	2 75

LATHS (METAL) Per sq. yd.

24-gauge, pa'ted metal lath	
24-gauge, pa'ted metal lath	
26-gauge, pa'ted metal lath	
24-gauge, galv. metal lath	
26-gauge, galv. metal lath	

LEAD Montreal Toronto

Pig, see weekly report.	Mont'l	Tor'to Lb.
Lead wool	0 12	0 12
Sheets, 3 lbs. sq. ft.	0 12¾	0 11¾
Sheets, 3½ lbs. sq. ft.	0 12¾	0 11¾
Sheets, 4-6 lbs. sq. ft.	0 12½	0 11½

Cut sheets, ¾c lb. extra.
Cut sheets to size, 1c. lb. extra.

MACHINES (WASHING)

	List Each
Canadian	$ 8 50
Dowswell	8 50
Noiseless	14 50
Hamilton	10 50
Re-Acting	13 00
Snowball	14 00
Momentum	15 50
New Century, style A	16 00
New Century, style B	17 50
Playtime, engine drive	18 00
Ideal Power	26 00
Seafoam, electric	96 00
Seafoam, engine drive	40 00
New Idea, electric	18 00
Sunshine	8 00
Popular, No. 1	9 00
Economic	11 00
Champion	16 00
New Excell-All	17 50
Blue Bell, without stand	16 00
Puritan Water Motor Washer, complete	26 00
Hydro, One Tub, engine drive	41 50
Low pressure water motor washer, each	26 00
Connor ball-bearing, with rack	18 00
I X L	17 50
Gem	15 50
Winner	13 00
Connor Improved	8 50
Jubilee	8 00
Canada First	18 50

Discount, 50%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	8 50
B.T. Bonnie, style B	9 00
B.T. Ideal	12 50
B.T. Ideal Power	14 00
B.T. Ideal Water Motor	24 00
B.T. Cyclone	12 50
B.T. Cyclone Water Motor	25 50
B.T. Vollmar, No. 2	13 00
B.T. Vollmar, No. 3	14 00
Forest City, engine-driven	40 00
Forest City, electric	88 00

Discount on B.T. Goods 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, London, St. Marys, on shipments of ¼ dozen and upwards.

MALLETS Per doz.

Tinsmiths', 2½ x 5½ in.	1 75
Carpenters', round hickory	2 05

MOPS

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	3 75
Mop Sticks, doz.	1 60
Cast head mops, doz.	1 40
Crescent, doz.	1 75
Crank wringing, doz.	6 00

Extra Cloths.

Challenge, doz.	2 10
Woven, cloths, doz.	1 75

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2½ inch.	15c
1 inch.	$	3 inch.	10c
1½ inch.	$	3¼ inch.	10c
1¼ inch.	65c	3½ inch.	10c
1½ inch.	40c	4 inch.	5c
1¾ inch.	40c	4½ inch.	5c
2 inch.	30c	5 inch. base.	
2¼ inch.	30c	5½ inch. base.	
2½ inch.	15c	6 inch. base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.35 base.

Freight equalized on above points.

F. O. B. Montreal, Gananoque, Collingwood, and Owen Sound, $4.40 base.

Freight equalized on above points.

F. O. B. Pt. Arthur, Fort William and Sault Ste. Marie, $4.40 base.

Windsor, Walkerville, F. O. B., factory points, carload freight allowed, $4.42½.

Cut Nails—Montreal, $4 base; Toronto, $4 base; London, $4

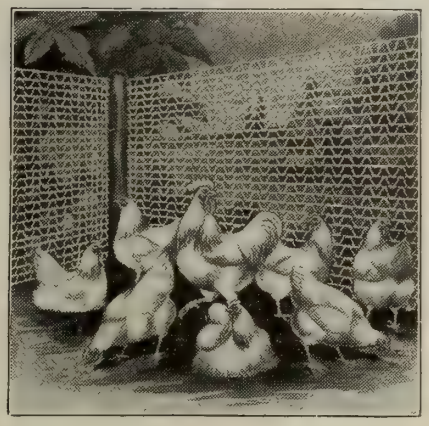
Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

NO Shortage of Poultry Netting

You and your customers want the BEST. We can supply it. ***There is no Poultry Netting made equal to the "U.S."*** The accompanying photographs illustrate its many points of superiority.

Base Board and Top Rail Unnecessary

Our U.S. Poultry Fence is so stiff and strong and stretches so straight and true that the use of top rail, base board and so many posts are unnecessary. Furthermore, where top rail is used chickens can see something to fly to, therefore, the fence must necessarily be higher. If no top rail is used it is not necessary to have the fence so high.

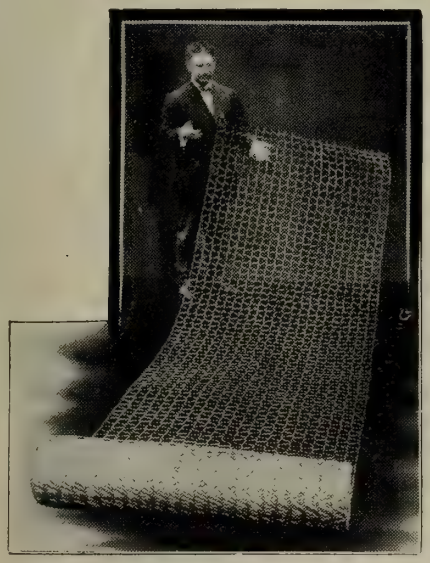


General Appearance

U.S. Poultry Fence costs about the same in the roll as the old style netting, but considering the cost erected and the extra life by reason of its superior quality there is no comparison.

If you would have a poultry yard of which you can be justly proud, you should build it of U.S. Fence, which is strong and satisfactory in every way, which stretches up straight, even and nice without buckling, bagging or sagging.

We have enough "U.S." Netting in stock NOW to fill all orders booked, and to fill all we accept, for Spring delivery.



There have been various statements made this fall to the dealers regarding "U.S." Poultry Netting, one being to the effect that we would not be able to supply this material. We just wish to state that we have sufficient in stock **now** to fill all orders on hand, even if they were doubled, and our bookings are the largest in our history. The above remarks also apply to Black Screen Cloth—we have it **NOW**. Write for catalogue and prices.

Rice Lewis & Son, Limited

Toronto, Dec. 7th, 1916

Exclusive Selling Agents for "U.S." Poultry Netting in Ontario, Quebec, Nova Scotia and New Brunswick.

Rice Lewis & Son, Limited
19 Victoria St., Phone Main 4040, Toronto

Caverhill, Learmont & Co.
Montreal

If interested, tear out this page and keep with letters to be answered.

NAILS (HORSE)
M. R. M. cold forged process

Size	Length	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 35
No. 4,	1¾-inch	4 05
No. 5,	1 15-16	3 50
No. 6,	2⅛	3 25
No. 7,	2 5-16	3 10
No. 8,	2½	2 90
No. 9,	2 11-16	2 80
No. 10,	2⅞	2 70
No. 11,	3 1-16	2 73

London, Hamilton, Montreal, Toronto.

NETTING POULTRY
Manufacturers have withdrawn lists pending issuance of a new one.
List prices per roll of 50 lineal yards. Adopted March, 1909.
2 inch mesh and 19 ga. wire.

12 inch...	$1.80	48 inch...	$ 6.20
18 inch...	2.65	60 inch...	7.70
24 inch...	3.40	72 inch...	9.20
30 inch...	4.00	84 inch...	10.50
36 inch...	4.75	96 inch...	12.00
42 inch...	5.50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3.50	42 inch...	$10.50
18 inch...	5.00	48 inch...	12.00
24 inch...	6.30	60 inch...	15.00
30 inch...	7.75	72 inch...	18.00
36 inch...	9.00		

1 inch mesh and 20 ga. wire.

12 inch...	$ 4.00	42 inch...	$12.00
18 inch...	5.50	48 inch...	14 00
24 inch...	7.00	60 inch...	17.00
30 inch...	8.50	72 inch...	20.00

(¾ inch mesh and 20 ga. wire.)

24 inch...	$10.50	36 inch...	$15.00
30 inch...	12.75		

(½ inch mesh and 22 ga. wire)

24 inch...	$16.50	36 inch...	$24.00
30 inch...	20.10		

Discount at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.
Montreal, Toronto, London, Canadian netting, 27½% off list.
American netting, 20% off list.

POULTRY FENCING

	Per rod
Invincible, 1640	0 68
Invincible, 1848	0 73
Invincible, 2060	0 83

Put up in 10, 20 and 30-rod rolls.

OAKUM

	Per 100 lbs.
Best (American)	19 25
U.S. Navy (American)	18 50
New hemp (English)	15 00
U.S. Navy (English)	15 00
Plumbers (spun)	8 00

OIL

	Montreal	Toronto
Can. prime white petrol	0 14	0 11
Royalite	0 14	0 11
Palacine	0 17½	0 13½
Lampoline	0 13½	0 12½
Electroline	0 16½	0 15½
Castor Oil, per lb.	0 45	0 25
Black Oil (Summer)	0 14½	0 12½
Black Oil (Winter)	0 12½	0 13½
Cylinder Green	0 35	0 35
Paraffine	0 24	0 22
XXX Machine	0 25½	0 21

OLD MATERIALS
Tea lead, 5½c. lb.
Lead, heavy, pipe, etc., 7½c.
Brass, yellow, 16c; red, 19c.
Brass, light, 11c lb.
Zinc, heavy, 8½c lb.
Copper, heavy, 20c lb.
Old cast iron, $14.75 per ton.
Wrought iron, No. 1, $18.75 ton.
Wrought iron, No. 2, $11 ton.
Stove plate, $11.50 ton.
Rubbers, such as old rubber boots and shoes, according to trim, 9¼c lb.; overshoes, lumbermen's rubber boots, etc., 6½c lb.; auto tires, etc., 5½c.
bicycle tires, 2½c.

PACKING

	Per lb.
Fine jute	0 11½
Coarse jute	0 09¾
Square braided hemp	0 25
No. 1 Italian	0 30
No. 2 Italian	0 23

PAPER

	Per 400 ft. roll
Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	0 60
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2 roll	0 70
Surprise Fibre	0 64
Tarred Felt, per 100 lbs.	3 25
Asbestos Sheeting, (per 100 lbs.)	6 00
Carpet Felt, 16 oz. per 100 lbs.	4 00
Carpet Felt, 20 oz., per 100 lbs.	4 00

F.O.B. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PARERS

Gen. Hudson, per doz.	$7 75
Little Star, per doz.	6 50

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.		5 50
6 to 7 lbs., doz.		5 95
7 lbs., doz.		6 75
7 to 8 lbs., doz.		6 25
8 lbs., doz.	7 00	6 50

PINS, COTTER
Cotter pins, 85 and 10% discount.

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	$0 85
5 gross, 4½-in. (loose)	0 90
5 gross, 5-in. (loose)	1 00

PIPE, STANDARD WROUGHT
These prices withdrawn. See market report.

Buttweld—	Black	Galvanized
	Per 100 feet	
⅛"	$ 3 50	$ 5 00
¼"	3 30	5 42
⅜"	3 30	5 43
½"	4 25	5 82
¾"	5 18	7 30
1"	7 65	10 80
1¼"	10 35	14 61
1½"	12 38	17 46
2"	16 65	23 50
2½"	26 33	37 15
3"	34 43	48 58
3½"	43 24	60 26
4"	51 23	71 40
Lapweld—		
2"	19 24	25 72
2½"	28 67	38 90
3"	37 49	50 87
3½"	46 92	63 94
4"	55 59	75 76
4½"	64 77	88 27
5"	75 48	102 90
6"	97 92	133 40
7"	130 90	174 90
8" L	137 50	183 80
8"	158 40	211 70
9"	189 80	253 60
10" L	176 00	235 20
10"	226 60	302 80

Terms 2% 30 days, approved credit.
Prices Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES
4" and under, 70%.
4½" and larger, 65%.
4" and under, running thread, 50%.
Standard couplings, 4" and under, 55%.
4½" and larger, 35%.
Terms 2% 30 days. Approved credit.

PIPE (CONDUCTOR)

	Plain	List
2 in., in 10-ft. lengths, list		8 00
3 in., in 10-ft. lengths, list		9 70
4 in., in 10-ft. lengths, list		12 80
5 in., in 10-ft. lengths, list		17 50
6 in., in 10-ft. lengths, list		21 30

Above subject to 45% trade discount.

PIPE, LEAD

Lead pipe, lb.	0 14
Lead waste pipe, lb.	0 15

Lead traps or bends, net list.

PIPE (SOIL)
Medium and extra heavy pipe up to and including 6". 55% off; 6" soil pipe, 40% off; 4" medium soil pipe, S.H., 23 4-5c ft.; medium and extra heavy fittings up to and including 6", 60% off.

PIPE (STOVE)
Prices per 100 lengths:

Common,	3"	9 81
	4"	11 47
	5"	11 47
	6"	11 47
	7"	12 69
Bright,	3"	11 47
	4"	12 91
	5"	14 33
	6"	14 33
	7"	15 14
Light elbows,	6", doz.	1 45
	7", doz.	1 60

PITCH

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

POLISH

O-Cedar, 4-oz. bottles	$ 2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1 gal. cans	24 00

PUMPS
B.T. Pump, No. 1, net ....
B.T. Pump, No. 2, net ....
B.T. Pump, No. 3, net ....
B.T. Pump, No. 4, net ....
B.T. Pump, No. 5, net ....
B.T. Pump, No. 6, net ....
B.T. Pump, No. 7, net ....

RIVETS AND BURRS
Iron rivets, blacked and tinned, 30. Iron Burrs 30.
Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.
Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

ROOFING

	Per square
Samson, 1-ply, roll	1 60
Samson, 2-ply, roll	2 15
Samson, 3-ply, roll	2 65
Pluvius, 1-ply	1 35
Pluvius, 2-ply	1 80
R. S. Special, 1-ply	1 05
R. S. Special, 2-ply	1 30
R. S. Special, 3-ply	1 60
Amazon, 1 ply	2 00
Amazon, 2 ply	2 50
Amazon, 3 ply	3 00
Everlastic, 1 ply	1 55
Everlastic, 2 ply	1 80
Everlastic, 3 ply	2 05
Liquid roofing cement, per gal., in barrels	0 22
5 and 10 gal. lots, per gal.	0 24
Coal Tar, bbl.	4 50

Roofing Pitch, 85c per 100 lbs.
F.o.b. Toronto, London, Montreal.

ROPE

	Lb.
Pure Manila basis	23½
British Manila basis	19
New Zealand hemp basis	19
Sisal basis	17
Single lath yarn basis	17

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Double lath yarn	17½
Yacht marline, tarred	46
White polished halyards	23
Hemp, deep sea line basis	36
Hemp, tarred ratline basis	32
Hemp, tarred bolt rope basis	34
Marline and Houseline	34
Jute rope basis	15-16
Italian rope basis	21
Cotton, ⅛ lb.	0 40 0 45
5-32 lb.	0 39 0 42¾
3-16 lb.	0 36½ 0 40
¼ lb. and up	0 35 0 38¾

F. O. B. Toronto, Hamilton, London, Montreal.

SCALES
Prices on Champion scales are as follows:
Champion, 4-lb., $4.60, plus 20c for stamping; Champion 10-lb., $6, plus 30c for stamping. Champion 240-lb., $9, plus 50c for stamping. Champion 600-lb., $25, plus $1 for stamping. Champion 1200-lb., $30, plus $1 for stamping. Champion 2000-lb., $39, plus $1 for stamping. Champion 2000-lb. with drop lever, $46, plus $1 for stamping. Household, 10-lb., $4. 10c net extra for stamping; 25-lb., $5.20, 30c net extra for stamping. Discount from list on above 25%.

SCRAPERS

Fox, medium, doz.	2 25
Bull Dog, half doz.	3 50

SCREWS
Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	75
Wood, R. H., bright	70
Wood, O. H., bright	70
Wood, F. H. Brass	42½
Wood, R. H., brass	40
Wood, O. H., brass	40
Wood, F. H., bronze	35
Wood, R. H., bronze	32½
Wood, O. H., bronze	32½
Square cap	35
Hexagon cap	35

F.O.B. Toronto, Hamilton, London and Montreal.

Re Gauges and Prices of Sheets.
Prices on black and galvanized sheets given below are purely nominal. The market has reached a state where prices are quoted only on application and for immediate acceptance.
On account of it being practically impossible to secure galvanized sheets from England, owing to the war, American mills have decided that they will no longer roll the English gauges to meet this competition. However, they will continue to roll at 10¾ oz., which will be known as such or a 30 gauge, and will take the place of the former English 28 gauge.

SHEETS (BLACK)

	Montreal 100 lbs.	Toronto 100 lbs.
10 gauge	5 50	5 50
12 gauge	5 60	5 60
14 gauge	5 35	5 30
16 gauge	5 40	5 40
18-20 gauge	4 70	4 90
22-24 gauge	4 80	4 95
26 gauge	4 85	5 00
28 gauge	4 95	5 15

SHEETS, CORRUGATED

	Per 100 sq. feet. Per 100 sq. ft. Galvanized
28 ga.	$ 5 50
26 ga.	6 00
24 ga.	8 00
22 ga.	9 50
20 ga.	11 00
18 ga.	13 50

Above prices are subject to 7½ per cent. discount to dealers.

SHEETS, GALVANIZED
Premier Galvanized
Per 100 lbs. f.o.b. Hamilton and Toronto.

10¾ oz	$ 7 50
U.S. 28	7 20
U.S. 26	6 90
22 and 24	6 75
18 and 20	6 60
14 and 16	6 50

Colborne Crown—16-20 gauge, $8.05; 22-24 gauge, $8.25; 26 gauge, $8.50; 28 gauge, $8.75. Less 25c in cash lots.

Apollo Brand.	Montreal	Toronto
14 gauge	7 35	5 80
16 gauge	7 35	6 00
18-20 gauge	7 45	6 25
22-24 gauge	7 55	6 45
26 gauge	7 80	6 65
28 gauge	8 05	7 00
10¾ ozs.	8 30	7 45

Add 25c for less than case lots.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16-20	8 30	6 65	7 15
22-24	8 50	6 95	7 25
26	8 75	7 10	7 50
28	9 00	7 40	7 75

Get 25c in case lots.

SHINGLES

	Per square
Standard galvanized	$6 50
Shipping weight, 90 lbs.	
Standard painted	4 50
Shipping weight, 80 lbs.	

Discount 7½%.

SIFTERS

Common, doz.	$2 00
Rocker, No. 1, each	4 60
Banner, each	2 40
Samuels, each	4 85

SKATES

Boys' Hockey, polished	0 60
Scotia	1 96
Dreadnought	2 10
MicMac	3 15
Regal	3 85
Velox	4 20
Centaur, plain	1 40
Centaur, puck stop	1 60
Dunne Round Tube	3 00
Dunne Diamond Tube	3 50
Extension Bob Skates	0 30
Star Acme Spring	0 70

STICKS (HOCKEY)

Boys' red sticks, doz.	0 70
Men's elm, doz.	1 10
Selected	2 50
High quality	3 75
Grooved handle	4 40
Special goal	5 00
Mic-Mac	4 60
Mic-Mac goal	6 00
Rex	6 50
Juvenile pucks, doz.	0 70
Regulation No. 1	1 25

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Let Us Tell You—

that the paint you sell is going to be either a standing knock or a standing boost for your store every day for years to come.

Let Us Tell You—

what we, Lowe Brothers, have learned in over 50 years of scientific, up-to-date QUALITY paint-making and how our knowledge benefits our dealers.

Let Us Tell You—

what we, Lowe Brothers, have learned in that 50 years of scientific **paint-selling** and **advertising**, and how we make you the paint authority in your town.

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what we do, and who you do, in creating the most efficient, co-operative, shoulder-to-shoulder paint-success you or your town ever experienced.

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If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

For Province of Ontario (East of but not including Port Arthur), Province of Quebec, and Maritime Provinces.

	1st Grade	2nd Grade	4th Grade
Shovels	45%	40%	20 and 7½%
Draining Tools	45%	45%	.....
Hollow Back Scoops	30 and 10%	....	20/10 and 5%
Hollow Backs, Sand Shovels and Coal Shovels	45%	....	20 and 7½%
Riveted Back Scoops	35%	35%	35%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	35%		

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	—Per Dozen—		
	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	16.80	.....	13.80
Sand Shovels, No. 2, black	16.00	.....	11.50
Hollow Back Shovels, No. 2, blk.	18.00	.....	10.50
Coal Shovel, No. 2, black	17.50	.....	12.00
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:
Full polished .....50c per dozen net
Half polished .....25c per dozen net

F.O.B. London, Hamilton, Toronto, Peterboro, Gananoque, Ottawa Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

Freight will be equalized on railway rates only.

SOLDERING COPPERS.

Base, per lb., 61c cents.

SOLDER, BAR

Guaranteed	0 31½
Strictly	0 29½
Commercial	0 27½

SOLDER, WIPING

Star extra	0 28½
Easy	0 26½
Acme	0 25¾

SPOUTS

Warner Malleable Winged Shank, per 1,000 .....$18 00

STAPLES Per cwt.

Fence staples, bright,. kegs	4 55
Fence staples, galv., in kegs	5 40
Fence hooks, galv.	5 40

In 25-lb. boxes add 25c extra.
Montreal, Hamilton, Toronto and London.

SWEEPERS, CARPET Bissell's

Boudoir	31 00
Champion Nic.	25 00
Champion Jap.	23 00
Univ. japd., cyco bearing	26 00
Univ. N.P., cyco bearing	29 00
Grand Rapid, japd., ball-bearing	28 00
Grand Rapid, N.P., ball-bearing	31 00
Princess, N.P., ball-bearing.	32 00
Elite, ball-bearing	36 00
Am. Queen, N.P., bal-bear.	34 00
Parlor Queen	37 00

F.O.B. Toronto, London, Hamilton, Montreal.

SWEEPERS (Vacuum)

Grand Rapids Vac, doz.	$77 00
Household Vac, doz.	63 00
Superba Vac. doz.	92 00

F.O.B. Toronto, Hamilton, London and Montreal.

TACKS Discount.

Revised Hardware Tack List adopted Jan. 1, 1916.	75%
Double pointed tacks	60, 10%
Shoe Findings List adopted Aug. 10, 1916.	75%
List of Capped Goods adopted Jan. 1, 1916.	75%

F.o.b. Toronto, Hamilton, Montreal, London.

TAPES—Lufkins

Ass skin, No. 712, 50 ft., doz.	
Ass skin, No. 714, 66 ft., doz.	
Linen, No. 404, 66 ft., each.	
Metallic, No. 603, 50 ft., ea.	
Challenge steel, No. 263, 50 ft., each	
Reliable Jr., No. 103, 50 ft.	

TIES, COW

Open Ring, Closed Ring, 32½%.
3 Chain and 4 Chain, 32½%.
Stall Fixture Bars, 25%.
Tie Out Chains, 70%.

TINNERS' TRIMMINGS

Discount, 27½%.
Plain, 66 2-3%.
Re-tinned, 60 and 10%.

TOOLS, HARVEST

Ordinary brands, 40%.
Samson and Sovereign, 30 and 10%.

TROUGH (EAVE)

G. G. Square bead and half round

Size in girth	Per 100 feet
8 in.	$ 6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00

Discount 45 and 2%.

TRACK

B.T. Single Rail	24c ft
B.T. Double Angle	22c ft.
B.T. Double Tee	20c ft.

Discount off above, 40%.
F.O.B. Fergus.

TRAPS (GAME) %

Victor	67½
Jump	60-5
Hawley & Norton	55
Newhouse	35

F.O.B. Toronto, London, Hamilton, Montreal.

TRESTLES

6 ft., each	$1.50	14 ft., each	$4.20
8 ft., each	2.00	16 ft., each	4.80
10 ft., each	2.50	18 ft., each	5.40
12 ft., each	3.60	20 ft., each	6.00

TWINE (Binder) Per lb.

Prices Withdrawn.

TWINE (COTTON)

3-ply wrapping	42-44½
4-ply wrapping	43-48

WOOD TUBS

No. 0, per daz.	12 10
No. 1, per doz.	10 45
No. 2, per doz.	8 80
No. 3, per doz.	7 70

VALVES %

Ground work	50
Compression work, standard	60
High grade	53
Cushion work	45
Fuller work, standard	59
High grade	52
Basin cocks, No. 0, standard	58
High grade	52
Nos. 1 and 2, standard	54
High grade	46
Bath cocks	60
Flatway stop and waste cocks, standard	58
High grade	55
Steam cocks	65
Globe, angle, and check valves, standard	30
High grade	25
Radiator valves, standard	40
High grade	30
Patent quick opening valves	60

WARE, COPPER AND NICKEL

Copper boilers, kettles, net list.
Copper tea and coffee pots, net list.

WARE, JAPANNED

Coal hods, 10%.
Japanned ware, white, 7½%.
Japanned feed pans, 30%.

WARE, ENAMELED

Scotch grey, 65%.
White wares, 60, 10%.
White decorated, 5%.
Colonial, 50, 2½%.
Premier, 35%.
Enameled street signs, on application.

WARE, GALVANIZED.

Dufferin pattern pails, list.
English pattern, list.
Galvanized washtubs, list.
Galvanized coal hods, plus 10%.
Other lines, list.

WARE, STAMPED. Plain 60, 10%

Retinned, 60, 5%.

WASHERS, IRON.

Full box, 20%. Price less 50 lbs. add 1c lb.; less 25 lbs., 2c lb.

WEATHERSTRIP

Wood and felt, 75%.
Swan Hardwood, set 75c.
Frost King, doz, $4.40.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs	$2 50	$ 3 40
Sectional, ½ lb., per 100 lbs.	2 50	3 40
Solid, 3 to 30 lbs., per cwt.	2 00	2 25

WEIGHTS. Horse, 5½c lb.

WHEELBARROWS.

Navvy, steel wheel, doz.	37 50
Garden, steel wheel, doz.	48 00
Light garden, each	33 75
Heavy garden, L-side, each.	3 75
Heavy farm, solid side, ea.	3 75

WHIFFLETREES (Steel).

No. 70—F.D. & B.D. Whiffletrees—

28", each	$0 70
34", each	0 90
36", each	1 00
No. 73—Doubletrees, 44", ea.	1 25
No. 74—Doubletrees, lumbermen's, 44", each	1 30
Neckyokes—34", each	0 81
36", each	1 20
40", each	1 29
44", each	1 35
Plow Sets—No. 79, each	2 37
No. 80, each	2 45
No. 81, each	2 50
No. 82, each	3 05
No. 72—Singletrees, 40", ea.	1 14
2-Horse Sets, Nos. 75, 76, 77, set	5 40

F.O.B. Hamilton.

WIRE GOODS

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70 %
Brass Screw Hooks	70 %
Brass Gate Hooks and Eyes	70 %

F.O.B. Toronto, Montreal, London, Hamilton.

WIRE

Copper wire list, plus 10%.
Brass wire, 3 to 24 gauge, add 40%; 25 to 36 gauge, add 25%.

WIRE, CUT HAY BALING.

No. 9, $4.40; No. 10, $4.40; No. 11, $4.55; No. 12 and 13, $4.65; No. 13½, $4.75; No. 14, $5.10; No. 15, $5.15. Plus 7½%.

F.o.b. Toronto, Hamilton and Montreal.

WIRE, STOVE PIPE.

No. 18, $5.90; No. 19, $6.40.
F.o.b. Toronto, Hamilton, Montreal, and freight equalized.

WIRE, FINE STEEL.

Fine steel, list, plus 20%. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $3; Nos. 26-31, $5; Nos. 32-34, $7; Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

Montreal and Toronto, No. 13, $4.60; No. 14, $4.65; No. 15, $4.75.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, $4.70 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE CLOTH.

Black Fly Screen Cloth, $2.75 per 100 sq. ft. in 100-ft. rolls; $2.80 in 50-ft. rolls. Bronze, 14c. sq. ft.

WIRE (FENCE)

	Montreal
Barb	$5 25
Nos. 6, 7, 8, plain galv.	5 70
No. 9, plain galv.	5 25
No. 10 "	5 75
No. 11 "	5 80
No. 12 "	5 40
No. 13 "	5 50
No. 14 "	6 10
No. 15 "	6 50
No. 16 "	6 60
No. 18 "	8 00
No. 9, coil spring	5 30
No. 1, coil spring	5 45

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

WIRE BALE TIES.

Single Loop—	Per cwt.
No. 12	$ 5 00
No. 13	5 10
No. 13½	5 15
No. 14	5 25
No. 15	5 45
No. 16	5 70

WRINGERS.

Royal Can., 11 in., doz. list.	$ 84 80
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite, 511E	105 80
Unexcelled, 1041E	129 40
Easy Work	90 50
Challenge, 2111E	94 30
Gem, 141E	91 80
Sunlight, 111	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 36
Safety	97 50
Rapid	82 80
Universal	63 00
Eureka, 10"	65 00
Eureka, 11"	71 00
Eclipse	97 70

Discount off above list 50%
Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES

Regular, 65%.
Trimo, 55% off list; parts, 50 and 5%; Stillson, 57½%; parts, 55%.
Coes, 10%.

WRINGERS—MOP.

White, No. 1, each. 1 50

ZINC (SHEET) Montreal Toronto

5 cwt. casks	0 25
Part cask	0 25½



DRY COLORS?

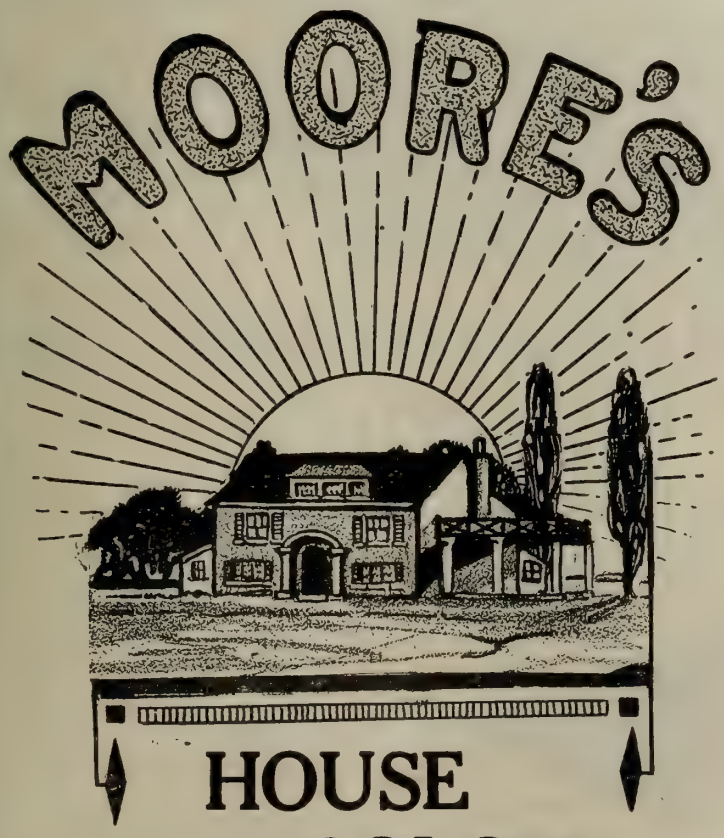
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Reds Greens

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The Big Money-Making Line of Paints

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Drop us a card for full particulars re our agency proposition.

BENJAMIN MOORE & CO.
Limited
WEST TORONTO, CANADA

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors—2½ lb. packages, $6.80 per 100 lbs.; 5 lb. packages, $6.60 per 100 lbs.; White, 5-lb., $6; 2½-lb., $6.20 per 100 lbs.

BEESWAX

Small quantities, per lb... 0 50
Larger quantities, per lb.. 0 45

BLUE STONE

	Montreal	Toronto
Per lb.	0 14	0 16

London, 20.

BRONZING LIQUID

Bronzing liquid, No. 1 ....$1 20
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz. $16 13
Weighted, 20 lbs., doz. 18 50

COATING

Cement Coating $2 55 2 40

COLORS (DRY) Per lb.

Raw Umber, 100 lb. keg.. 5–12c
Burnt Umber, 100 lbs..... 5–12c
Raw Sienne, 100 lb. kegs.. 5–12c
Burnt Sienna, 100 lb. kegs 5–12c
Imp. green, 100 lb. kegs... 0 22
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs.. 0 12
Indian red, No. 1, 100 lb. k. 0 05
Venetian red, best bright. 0 04
Venetian red, No. 1 ..... 0 02
Drop black, pure dry 0 25
Golden ochre, 100 lb. kegs 0 06
White ochre, 100 lb. kegs. 0 03
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02¾
Spruce ochre, 100 lb. kegs 0 03½
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure 0 13
Indian red 0 18
Chrome yellow, pure 30–35
Golden ochre, pure 0 18
French spruce ochre, pure 0 15
Chrome green, pure 15–22
French permanent green, pure 0 20
Signwriters' black, pure.. 0 24
Marine black, 25-lb. Irons 0 07
Lampblack 0 21

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins ..
Alba-Gloss enamel 4 50
Anchor Floorlustre 2 10
O.P.W. Sunshine White .. 4 10
Old Dutch Enamel 4 00
Jas-per-lac floor enamel .. 1 90
Jas-per-lac art enamel 3 10
Martin's Enamel 4 25
Mooramel 4 35

FILLER Gal.

Luxeberry Enamel $5 00
Screen Enamel, BB. 1 65

FORMALDEHYDE Per bbl.

Demi-johns, 50 lbs. 0 15½
$1.10 for demi-john extra.

GLUE Per lb.

French medal 0 20
English common sheet .. ....
English prima 0 25
White pigsfoot 0 23¾
Perfection amber, ground, No. 1230 ..... 0 20
Cake, bone, 112-lb. bags.. 0 12
Hide, 112 lb. bags 0 35
Gelatine, 112 lb. bags 0 45
Ground glues, 112 lb. bags—
No. 1 ..... 0 20
Extra 0 18
Dreadnought, lb. 0 14½

GLASS

	Single Thick	Double Thick
(Under 25)	$7 80	$11 90
26 to 34	8 15	12 85
25 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84		22 75
85 to 90		24 35
91 to 94		25 00
95 to 100		29 00
101 to 105		32 00
106 to 110		37 00

Toronto, London and Hamilton:—Single or Double Thick—20% off above; 50 cases or over, open, cut lights, 50 and 5%.

Montreal:—Single or Double Thick, 15 and 5%; 50 cases and over open.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamilton and London, city price, 20% off; country discount, 20 and 5% off.

F.O.B. warehouse on orders up to $75 gross list value. Orders over $75 delivered free.

London and Hamilton prices same as Toronto.

GLAZIERS' POINTS

Zinc coated, 18c per lb.
Zinc, pure, prices withdrawn.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor Pure	$13 80	$13 95
Green Seal	13 80	13 95
Tiger Pure	13 80	13 95
Ramsays Pure	13 80	13 95
Moores Pure	13 80	13 95
O.P.W. Dec. Pure.	13 80	13 95
Red Seal	13 80	13 95
Decorator's Pure .	13 80	13 95
O.P.W. English ..	14 05	14 20
Elephant Genuine.	14 05	14 20

B.B. Genuine Lead, less than tons, $15.65 Toronto; $15.50 Montreal. Ton lots 5% off.

Stephens Decorators Pure, Wpg., $14.85; Stephens Perfect, Wpg., $13.35.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt..	13 50	13 50
Genuine, 100-pound kegs, per cwt..	13 87½	13 87½
Less quantity		0 13

LEAD, ARSENATE OF

Per 100 lbs.	Dry	Paste
1-lb. bottles	$35 00	$21 00
2-lb. bottles	....	18 00
5-lb. bottles	31 00	14 00
10-lb. bottles	29 00	....
25-lb. irons	25 50	13 00
50-lb irons	....	12 50
100-lb. irons	24 00	11 75
200-lb irons	....	11 60
Barrels	....	11 00

F.o.b. Toronto, Montreal and Hamilton.

MURESCO

Tints in 5 lb. packages, per 100 lbs., $6. White in 5 lb. pkgs., per 100 lbs., $5.40.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED.

Price per gallon in quarts.

B.H. English white	$3 05
B.H. English, colors	2 80
Fresco Tone, white	2 70
Fresco Tone, colors	2 50
Moore's House Colors	2 50
Moore's Floor Paint	2 20
Moore's Egyptian Paint	1 95
Moore's Sani-Flat	2 40
C.P.C. Pure, white	2 95
C.P.C. Pure, colors	2 55
O.P.W. Can. Brand, white..	2 80
O.P.W. Can. Brand, colors.	2 60
O.P.W. Can. Brand, floor..	2 20
O.P.W. Flat Wall, white ..	2 70
O.P.W. Flat Wall, colors..	2 50
Ramsay's Pure, white	2 85
Ramsay's Pure, colors	2 60
Martin-Senour, 100% white.	3 05
Martin-Senour, 100% colors.	2 80
Senour's Floor Paint	2 50
Senour's Porch Paint	2 80
Senour's New-Tone, white..	2 70
Senour's New-Tone, colors.	2 50
Sherwin-Williams, white ..	3 05
Sherwin-Williams, colors ..	2 80
Flat Tone, white	2 70
Flat Tone, colors	2 50
Lowe Bros. H.S., white ...	3 05
Lowe Bros. H.S., colors	2 80
Mellotone, white	2 70
Mellotone, colors	2 50
Minerva, white	2 85
Minerva, colors	2 65
Stephens O. White, Wpg..	3 10
Stephens House (Wpg.)....	2 85
Stephens Floor (Wpg.).....	2 55
Silkstone (Wpg.)	2 50

PARIS GREEN

	Muntro's	C.P. Co.	Bergers
600-lb. bbls.	42¾	38¾	29½
250-lb. kegs	43	39	39¾
100-lb. drums	44	40	40¾
50-lb. drums	44	40	40¾
25-lb. drums	44¼	40¼	41
1-lb. 100s, pkgs.	46¼	42¼	43
½-lb. 100s	48¾	44¼	45
1-lb. 100s, tins	47¼	43¼	46

Prices f.o.b. Toronto, Hamilton London and Montreal.

PARIS, PLASTER

Per bbl. $2.25-2.50

PASTE WOOD FILLER

	Pound
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
½ barrels	0 06½
Barrels	0 06

PUTTY Standard

	Montreal	Toronto
Bulk, in casks	2 70	2 80
Bulk, 100-lb drums	2 90	3 00
Bulk, 25-lb. drums.	3 00	3 10
Bladders, in bbls..	3 30	3 40

Pure Putty, 70c cwt. advance. London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal., $2.75.
Pure Orange, gal., $2.55.
Gum, 41c lb.; finest orange, 49c lb.; finest white, 60c lb.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	2 10
Cumoff	2 10
Dreadnought, gal	2 75
O.P.W. Presto	2 25
Lingerwett	2 65

TURPENTINE

	Montreal	Toronto

See weekly report for prices.

SLATING Gal

Liquid Slating, B.B.....

STAINS Gal.

Oil and Spirit, Berry Bros. $2
Water Stains, Berry Bros.. 1
Berrycraft, stain finish ..
Creo-lac .. ..
C.P. Oil Stans .. ..
Sun Varnish Stains .....

VARNISHES Per gal cans

Brandram-Henderson, L "Gold Medal" .....
Copaline Varnish .....
C. P. Co.'s Sun Varnish ..
Dependon Light Hard O Finish ... .
Dulgloss ....
Elastic Interior ... .
Elastic Exterior ... .
Elastic Excello ... .
Everlastic (Floor) .. ....
Elastilite ... ...
"Flint-Lac" coach .....
Flattine Floor Finish ...
Gold sized Japan .....
House painter's White Jap
Jas-per-ite exterior finishi
Jas-per-ite pale hard oil .
Jas-per-ite floor finish ..
Kopi ....
Kyanize cabinet rubbing
Kyanize spar .....
Liquid granite .....
Luxeberry light .....
Luxeberry spar .....
Luxeberry exterior .....
Marble-ite ... .
Mar-Not ....
Martin-Senour finest interi
Martin-Senour Wood-Var.
Maritime spar varnish ..
No. 1 Furniture Varnish
Sherwin-Williams "Kopa Varnish ....
Stove-Pipe Varnish, ½ pint gross .. ..
Sun Waterproof Floor Fini
Sun-Spar Varnish .....
Stephens Luminette ....
Stephens Exalite .....

WATER PAINTS

Opalite, 300 lb. bbls. 0 12
Opalite, 100 lb. kegs 0 12½
1 gal. package, per pkg... 0 65
½ gal. package, per pkg.. 0 35
Coralite, 5-lb. pkgs 0 04½

WASTE (POLISHING)

Cream 0 20

WASTE, WHITE WIPING

XXX Extra 0 18
X Grand 0 17
XLCR 0 16
X Empire 0 15
X Press 0 14

WASTE, COLORING WIPING

Fancy 0 14
Lion 0 12½
..Standard 0 11
Popular 0 10
Keen 0 09

WASTE, WOOL PACKING

Arrow 24
Axle 18
Anvil 14
Anchor 11

WIPERS, WASHED COTTON

Select White 12
Mixed Colored 10
Dark Colored 9
This line subject to trade discount for quantity.

WAX .. ..Per lb.

C. P. Floor Wax 0 30
Ronuk Floor Wax, lb. 0 38
Berry Bros. 0 37
Anchor 0 33
O.P.W. Lion Brand 0 30
Old English 41–44c
Johnsons 41–44c
Gold Medal 0 30

WHITING

Paris white 1 90
Plain, in bbls. 1 75
Gliders, bolted, in bbls. 1 85
Per 100 lbs.

WOOL ALCOHOL Per gal.

In gallons 1 25
Barrels 0 87
$4 extra for barrels.



When The

DOUGALL SALESMAN

Calls—

Let him give details regarding

UNIVERNISH

FLEXIBLE AS SILK

It's a splendid varnish to recommend to your customers for any and every purpose, and it's a good seller and a money-maker for you.

Manufactured only by

THE DOUGALL VARNISH CO., LIMITED, MONTREAL

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $15.25; chilled, $16.75; buckshot, $16.05; ball, $16.45.

ANVILS

Peter Wright, 80 lbs. and up, 14½c per lb.; clip horn, 15½c.

Norris, 41 to 56 lbs., 15c; 57 to 70 lbs., 13½c; 71 to 83 lbs., 12½c; 84 lbs. and over, 12c.

AXES

Single Bit	$ 7 50	$12 50
Double Bit	13 00	15 00
Broad Axes	28 00	31 00

BARS, CROW. $5.50 per 100 lbs.

BAR IRON

Bar iron, $3.50; Swedish iron, $5; sleigh shoe, steel, $3.50; spring steel, $4; machinery steel, $4.50; tool steel, Black Diamond, 100 lbs., $10.25.

BELTING

Rubber, 6 in. and under, 50 and 10%; over 6 in., 50%.

Agricultural or No. 1 leather belting, 40, 12½ and 2½ p.c. off list.

Standard, 30, 10 and 10 p.c. off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.20 per lb.; cut, $1.35 per lb.; rawhide, sides, $1.15; cut, $1.50.

Blue Stone (Vitrol) 14c lb.

BOLTS

Carriage, ⅜ and smaller, 20%; 7-16 and larger, 5%; machine, ⅜ and under, 20%; 7-16 and over, 10%; machine set screws, 35%; plough bolts, 10%; nuts, small lots, 2c advance over list; case lots, 1c advance over list; stove bolts, 50%; shaft bolts, 20%; tire bolts, 30%; sleigh shoe bolts to ⅜, 10%; 7-16 and up, 5%.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, 85c to $1.45 per roll, cording to quality; plain, 55c to to $1.25.

CHAIN

Coil, 3-16 in., $10.75; ¼, $8; 5-16, $7.10; ⅜, $6.25; 7-16, $6; ½, $5.75; 9-16, $5.75; ⅝, $5.65; ¾, $5.50; Logging, 5-16, 7½c; ⅜, 6½c; tie out, 70%.

CHURNS

Barrel, No. 0, $5.60; No. 1, $5.60; No. 2, $6.25; No. 3, $6.90; No. 4, $8.15 each

CLEVISES, MALL. 8½c per lb.

CLIPPERS

Stewart's 25 p.c. off Canadian list.

COPPER.

Sheet and planished copper, 6[illegible]c per lb. Tinned, 50c; Braziers' soft copper, 10-24 ft., 26c; 27½c.

DRILLS

Bit stock, 45 p.c.; Blacksmith, ½ in. round shank, 40 p.c.

EAVETROUGH

Eavetrough, 8 in., per 100 ft., $3.70; 10 in., $4.50; 12 in., $5.50.

Conductor pipe, 2 in., per 100 ft., $4.50; 3 in., $5.25; 4 in., $6.50.

ENAMELWARE

Canada, 20, 10; Imperial, 40, 10; Premier, 20, 10; Colonial, 40, 10; white, 60; diamond, 20, 10; pearl, 40, 10%.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE.

10% advance on net list, except heavy tubs and heavy pails, which are net list.

GLASS, WINDOW

	Single	Double
Up to 25 in.	7 25	11 00
26 to 40	8 25	12 75
41 to 50	10 75	14 25
51 to 60	11 25	15 00
61 to 70	12 25	16 00

GLASS (Plate)

30 p.c. off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES

Per 100 lbs., $1.75.

Mounted on steel frames, $4.50.

HINGES

Light T and strap, 22½%.

Corrugated Strap Hinges — 4, $1.25; 5, $1.75; 6, $2.40; 8, $3.90; 10, $5.75; 12, $8.80.

Corrugated Tee Hinges — 4, $1.55; 5, $2.35; 6, $2.85; 8, $5; 10, $7.15; 12, $10.10.

HORSESHOES

Iron, No. 0 to 1, $5.40; No. 2 and larger, $5.15; snowshoes, No. 0 to No. 1, $5.65; No. 2 and larger, $5.40; steel, No. 0 to 1, $5.85; No. 2 and larger, $5.60; featherweight, $7.

JACKSCREWS

55 per cent. off list.

IRON BAND.

1½ in., $4.05; 1¼, $4.05; 1 in., $4.15. Apollo and

IRON GALVANIZED

Per 100 Ft.	Premier	"Fleur de Lis"
10¾ oz. or 28 Eng.	7 75	7 75
28 Am. or 26 Eng.	7 40	7 40
26 Am. or 26 spec.	7 15	7 15
24	6 95	6 95
22	6 95	6 95
18 and 20	6 75	6 75
16 Am.	6 75	6 75

IRONS, SAD

Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.

Mrs. Pott's No. 55, set	0 95
Mrs. Potts No. 50 set	1 00

Mrs. Pott's common sad iron handles, 85c dozen. Mrs. Pott's improved, $1.10 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., $4.80; per doz., 65c; B, per case 6 doz., $4.50; per doz., 85c.

LANTERNS

No. 2, plain	8 25
No. 20, X-ray	12 00
No. 22, Dash-board	10 75
Short Globe, doz.	8 25

LEAD PIPE, $13.40.

LEAD WASTE, $14.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, $6.75; cutter, $6.75.

NAILS

Wire, f.o.b. Fort William, $4.40 base; Winnipeg, $4.80 base. Cut, f.o.b., Winnipeg, $4.40.

NAILS, HORSE

Capewell, 10 per cent off list.

NETTING. Poultry, 37½%.

Banner Netting, 24 in., $3.50; 36 in., $4.50; 48 in., $5.25; 60 in., $6.25; 72 in., $7.

NUTS

Square, small lots, 2c advance over list; case lots, 1c advance over list; Hexagon, small lots, 2c advance over list; case lots, 1c advance over list.

OIL CANS

	Tin	Galvanized
½ gal., dome top	$3 08	$...
1 gal., dome top	3 74	4 25
2 gal., dome top	5 83	6 75
5 gal., dome top	9 29	14 85

OILS

"Buffolite," 20c; Ideal Thresher, 35c; "B" Castor machine oil, 30c; Buffalo Engine gasoline, 31c; Buffalo "A" gas engine oil, 45c; Royal gasoline, 32c; Family Safety coal oil, 19½c; "Engoline" engine coal oil, 15*c; Summer Black oil, 19c; Kelso engine oil, 45c; Silver Star oil, 16*c; Royalite oil, 17c; Standard gas engine oil, 42c; Prairie Harvester oil, 40c.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c; less than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $14; 15 lb. for less.

PICKS, Clay, 6-7, $6.25 per dozen.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	$ 4 01	$ 6 48
⅜ inch	4 10	6 57
½ inch	5 27	7 11
¾ inch	6 44	8 87
1 inch	9 54	13 14
1¼ inch	12 78	17 73
1½ inch	15 39	21 20
2 inch	20 75	28 53
2½ inch	32 76	45 10
3 inch	42 84	58 95
3½ inch	53 70	....
4 inch	63 70	....
4½ inch	80 10	....
5 inch	93 60	....
6 inch	121 50	....

PLASTER, Paris, per bbl., $3.75.

PARIS GREEN

In 1-lb. pkgs., full cases, 44c lb.; less, 44c lb. In ½-lb. pkgs., full cases, 46c lb; less, 46½c lb.

PLATES, CANADA

18 x 21 per box, half polish, $6.25; full polished, $7.25; 18 x 24, half polished, $6.25; full polished, $7.25; 20 x 28, half polished, $6.50; full polished, $7.50.

PLOW SHARES.....10c per lb.

POINTS

Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. irons	3 50
25-lb. irons, per cwt.	3 80
1½-lb. tins	0 07

RIVETS AND BURRS

Iron rivets, 25 per cent.; copper, No. 7, 66c lb.; No. 8, 66c; No. 9, 67c; No. 10, 71c; No. 12, 75c.

Five-lb. assorted boxes, No. 8 gauge, 74c lb.; No. 10 gauge, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 68c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 18c base; pure Manila, 25c base; British Manila, 20c base; lath yarn, 18c base; African hemp, 20c base; cotton rope, ¼ and over, 40c.

Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell.) 20 per cent. off.

SAWS, BUCK

Happy Medium, $7; Watch Spring, $7.25; Lance Tooth or Lightning Blades, $7.75; New Century, $9.25.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 40%.

STEEL SHEETS, BLACK

10 gauge	5 55
12 gauge	5 60
14 gauge	5 50
16 gauge	5 60
18-20 gauge	5 00
22-24 gauge	5 05
26 gauge	5 15
28 gauge	5 25

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $9.40 per doz.; D.H., Rd. Pt., $9.40; L.H., Sqr. Pt., $9.40; D.H., Rd. Pt., $9.40; Bulldog and Jones, D.H., Rd. Pt., $10.95; D.H., Sqr. Pt., $10.95; L.H., Rd. Pt., $10.95; L.H., Sqr. Pt., $10.95; Black Cat and Crescent Scoops—No 4, $10.15 per dozen; No. 6, $10.80; No. 8, $11.50; No. 10, $12.20. Moose and Jones Scoops—No. 4, $11.20; No. 6, $11.85; No. 8, $12.50; No. 10, $13.05 per dozen.

SOLDER. Per pound, 32 to 33c.

SPIKES

Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES

Bright wire, per cwt., $4.40 at Fort William, $4.80 Winnipeg; galvanized staples, $5.20 Fort William, $5.60 Winnipeg.

STEEL

Sleighshoe, $3.50 base per cwt.; plow, common, $5.50; crucible plow, $6.60; angle, $4; harrow, $3.25 base; east, octagon tool steel, 10¼c base; square tool, 11¼c base; spring, $4; machine, $4.50 base; tire, $4.

STEEL HOOPS

½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES

40 per cent. off list.

TACKS. Carpet, 70-10% off list.

TIES. Cow, 40 per cent.

TIN AND TIN PLATE

20 x 28 I.C.	$18 00
20 x 28 I.X.	19 50
20 x 33 I.C.	20 50
20 x 33 I.X.	22 50
Terne plates	15 50

TURPENTINE

See weekly paint report.

VISES

Peter Wright's solid box vises, 45 lbs. and over, 15c lb.

Norris vises, 45 lbs. and under, $7.50 each; over 45 lbs., 18c lb.

WASHERS

Iron, small lots, 25 p.c. + 75c; full boxes, iron, 30 p.c. + 75c.

WHITE LEAD

Decorators' pure, ton lots, $14.55; less than ton lots, $14.85.

WIRE, BARB

Lyman, 4-point, $3.80 f.o.b. Ft. William, $4.10 Winnipeg; Glidden Cattle, 2-pt., $3.65 Ft. William, $3.95 Winnipeg; Baker 2-pt., $3.60 Ft. William, $3.90 Winnipeg; plain twist, cwt., Ft. William, $4.05; Winnipeg, $4.45; plain galvanized, Ft. William, No. 9, $4.35; No. 12, $4.60; Winnipeg, No. 9, $4.75; No. 12, $5; coil spring, Ft. William, No. 9, $4.20; No. 12, $4.50; Winnipeg, No. 9, $4.60; No. 12, $4.80.

Patented screen in 100-ft. rolls, $2.50 per hundred sq. ft.; in 50-ft. rolls, $2.60 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $5.85 Winnipeg; $5.45 Fort William.

Brass snare wire, per lb., 80c.

WIRE, ANNEALED.

No. 9, $4.90; 10, $4.95; 12, $5.10; 14, $5.25; 15, $5.40; 16, $5.55 per 100 lbs.

WRINGERS

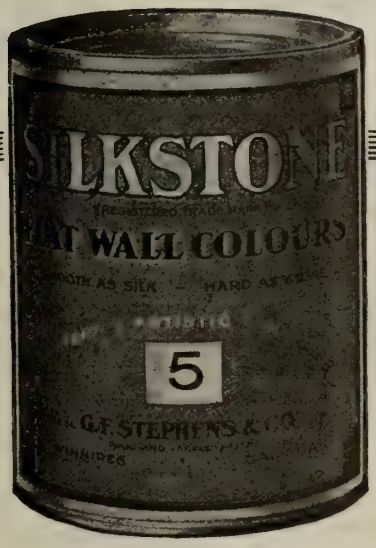
Royal Canadian, $43.40 per doz.; Eze, $46.90 per doz.; Bicycle, $51.65 per doz.; Ajax, $8.75 each.

Stephens

SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS



A Business Builder

SILKSTONE meets a need where economy is a consideration. It is an economical Flat Wall Paint that is easily applied. Will not lose its beauty when washed with soap. It gives universal satisfaction.

A Producer of Profits

SILKSTONE makes fast friends. It is **Sanitary** and **Durable.** Dries as smooth as silk, hard as stone.

Test its Selling Qualities. Send us a trial order. We have an attractive agency proposition for dealers in towns where we are not represented.

Write for particulars.



G. F. Stephens & Co., Limited

PAINT AND VARNISH MAKERS

WINNIPEG and CALGARY



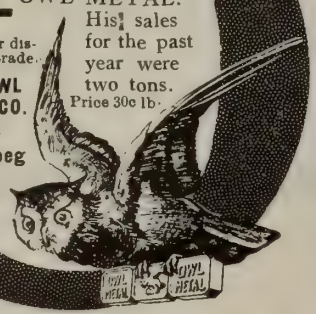
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OWL BABBITT METAL

With difficulty we induced a customer to stock a few pounds of OWL METAL. His sales for the past year were two tons. Price 30c lb.

Write for discount to trade.

THE OWL METAL CO. LTD. Winnipeg



NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

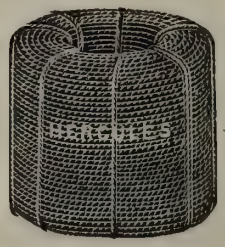
FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

SASH CORD

THE BEST MADE



Star Brand Cotton Rope.
Star Brand Cotton Clothes Line.
Star Brand Cotton Twine.
WHOLESALE DEALERS SELL THEM

SEYMOUR SHEARS

have been the Standard for over eighty years

TAILOR SHEARS
TRIMMERS
BANKER SHEARS



BARBER SHEARS
LADIES' SCISSORS



TINNER SNIPS

Catalog illustrating full line of Seymour Shears gladly sent on request.

Selling Agents, WIEBUSCH & HILGER, Limited, New York
A. MacFARLANE & CO., Montreal
Canadian Agents.

When writing advertiser kindly mention that you saw his ad. in this paper.

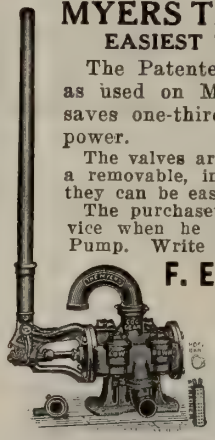
MYERS TANK PUMPS

EASIEST TO OPERATE

The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

The purchaser buys the most service when he buys a Myers Tank Pump. Write for booklet.



F. E. Myers & Bro.
Ashland, Ohio.

J. H. Ashdown, Hdwe. Co., Ltd., Winnipeg, Calgary & Branches.

Lewis Bros., Ltd., Montreal, Distributors of Myers Pumps.

ONTARIO OIL & TURPENTINE COMPANY

TORONTO, ONTARIO
SUCCESSORS TO
Colonial Varnish & Color Co.
TORONTO, ONT.

TURPENTINE IMPORTERS
AND
LINSEED OIL DEALERS

We import Pure White Gum Spirits of Turpentine in new white oak barrels.

Prices quoted Jobbers and Manufacturers on application.

WHOLESALE ONLY



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

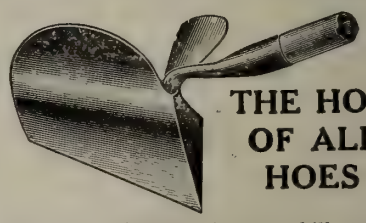
KNIFE POLISH

JOHN OAKEY & SONS Limited

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

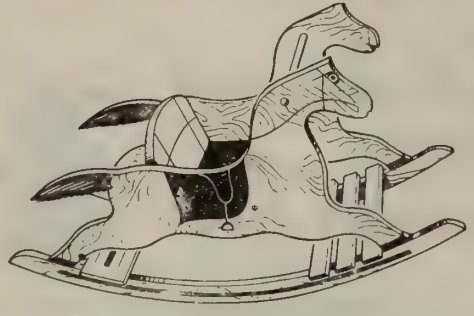


THE HOE OF ALL HOES

Breaks up the ground, plows, hills, cuts weeds and cultivates the soil and does the work in half the time, and better, easier and more satisfactorily.

Manufactured by
SCHOENER MFG. COMPANY
St. Cloud, Minn.
Western Canadian Distributors:
Merrick-Anderson Co., Winnipeg, Man.

Shoo-Fly Rocker | **A Big Profit Proposition**



We present extra value in these Shoo-Fly Rockers. They are hand finished in Dapple Gray in contrast to the regular machine finish in burl-walnut. Bridles, saddles and trimmings are handsomely painted in bright colors.

The beauty invites purchases, and then strength and service gives the utmost in satisfaction.

The Schultz Brothers Co., Limited
Brantford, Ont.



PIONEERS
of
PURE PAINT



Are you informed as to exactly what ingredients are used in the paint you are selling?

Do the manufacturers of your line of paint take you into their confidence in this respect?

MARTIN-SENOUR PAINTS AND VARNISHES

No matter how high the prices of raw materials, such as *Pure White Lead, Pure Oxide of Zinc* and *Pure Linseed Oil* may go (these are recognized to be the best ingredients for the manufacture of house paints), there will be absolutely no deviation from the guaranteed formula of Martin-Senour 100% Pure Paint. This guarantee, which is plainly printed on the label of every can, is the best assurance for both dealer and customer that each is giving or getting the most value procurable.

Is not this protection worth having in these times of rising costs? This guarantee printed on the can will dispel any suspicion in the customer's mind that inferior ingredients have been substituted to the detriment of the paint in order to conform to a price.

The Martin-Senour Dealer Agent, besides selling the best paint in his district, is alone in this respect, as no other line of paint is marketed under such a guarantee.

Drop us a line for full details of our exclusive Dealer Agency plan.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX · LINCOLN · TORONTO

If interested, tear out this page and keep with letters to be answered.

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**



ICE TOOLS

Every Farmer, Butcher and Dairyman cuts ice. We have a tool for every use. Write for particulars and prices.

We also have a full line of Snow Plows, etc., for municipal work

ROBERT DONALDSON & SONS, Montreal



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

LET US QUOTE YOU

Auger Bits, Bolts and Nuts, Bolster Springs, Chain, Drills, Files, Handles, Horseshoes.

IRON AND STEEL HARDWARE TOOLS

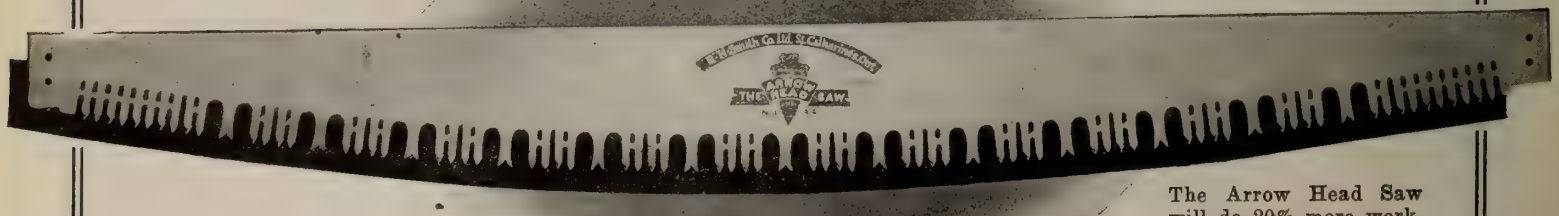
WILKINSON AND KOMPASS
TORONTO HAMILTON WINNIPEG

WE SHIP PROMPTLY

Cotter Pins, Rivets and Burrs, Cap and Set Screws, Wood Screws, Tacks, Washers, Varnishes, Waste.

C. J. SHURLY, President
R. F. SHURLY, Vice-Pres.

FRED. SHURLY, Gen. Man. & Treas.
M. M. PARK, Sec.
H. W. BYRNE, Gen. Supt.



A good saw should have strength, elasticity, toughness and endurance. You get these qualities in full degree in Arrow Head Saws, made from Vanadium Steel. The steel of ultimate quality.

ARROW HEAD SAWS

The Arrow Head Saw will do 20% more work. This has been proven. These saws therefore are good for you to supply your customers. They are profitable to you, and they enhance your reputation for supplying a good article. Protect yourself by ordering now. Your jobber has the goods.

R. H. SMITH CO., LIMITED, St. Catharines, Ontario

NAILS

Wire Nails

All Standard and Special Gauges

Nail Wire, Rivet Wire

Oiled and Annealed Wire—Galvanized Wires
Plain Barbed and Coiled Spring.

PROMPT SHIPMENT FROM STOCKS AT
MONTREAL—TORONTO and HEAD OF LAKES

Dominion Iron & Steel Company, Ltd.

SYDNEY, N. S.; MONTREAL, QUE.;
TORONTO, ONT.

WIRE

JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office



Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Our new Catalogue fully illustrated, mailed free on Application to wholesale Hardware Merchants.

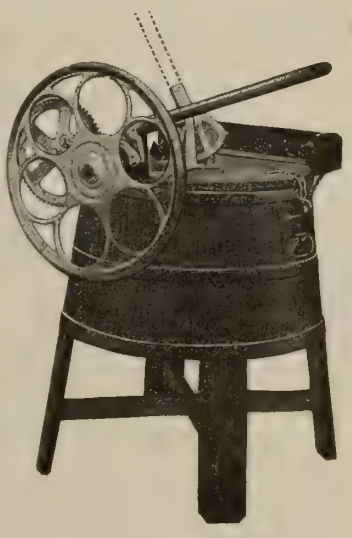
Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W., Toronto
Western: W. T. McArthur & Co., 1128 Homer St., Vancouver, B.C.

The "LONDON" No. 1 Washer

This is a hand machine, the list price $10.00, tells you that you can sell it. A liberal trade discount assures you a very fine profit.

Tub is made from kiln-dried Cypress. Legs are cross-braced and absolutely rigid. Metal parts are few, simple and interchangeable. Dasher is very strong. Gears are machine cut, insuring a smooth running machine.

We make other washers, No. 2, a Gearless Water Motor Washer; No. 3, a complete machine operated by Electricity; No. 4, Power Washer for gasoline engine or other power, and No. 5, a greatly improved hand power washer. They are machines you can sell and make good money on.



London No. 1
Hand power with cut gears

Send for our catalogue. Show our catalogue to your customer. It will help you make sales.

THE LONDON FOUNDRY CO., LTD.
LONDON, ONTARIO

If interested, tear out this page and keep with letters to be answered.

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts Boiler Rivets, Tinners' Rivets, Etc.

TRADE MARK

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - - MONTREAL

Extra Money

Are you in need of "Extra Money" that will provide for a "Few Extras" that will make life more enjoyable? If you are and your present income isn't sufficient to take care of every desire, let us tell you all about our plan, and how splendidly it will fit into your present needs.

We want representatives in every district in Canada to look after our subscription *business*. We want to secure the services of bright, active young men and women, the kind that will produce more money for themselves and results for us.

If you are looking for such an opportunity, write us to-day. Say on your card, "I am in need of extra money, tell me about your plan."

THE MACLEAN PUBLISHING CO., Limited

143-153 UNIVERSITY AVENUE TORONTO, CANADA



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

"BEST'S" No. 21 WEATHER STRIP



Double Felt and Zinc.

Write for Samples and Prices

Best Weather Strip Co., Ltd. Hamilton Ont.

Trulite The Original Short Globe Lantern.

Made only by

Ontario Lantern & Lamp Co.,

HAMILTON, CANADA Limited

BEAR BRAND LAMP BLACKS



A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.

133 WILLIAM ST. NEW YORK

BOLTS, RIVETS, WIRE & WIRE NAILS

Quality Rite Prices Rite



Quick Service

NORTHERN BOLT & SCREW CO., LIMITED, Owen Sound, Ont.

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED

NIAGARA FALLS, CANADA

WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES



"CONDOR"

—the name that means quality and service in lamps—more light, less current. A money-saver, a money-maker. Write

The Basters, Jackson Co.

22 College Street, TORONTO



FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

Stencil Inks

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

The PARMENTER BULLOCH CO., Ltd

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Feiloe Plates.



Winter is Here

Weatherstrip wanted for doors. Specify Swan Brand. Made of solid oak, and best green felt. Comes ready to put up.

SWAN MFG. CO.
Winnipeg

One Inch Space
$1.00 Per Issue
on Yearly Order.



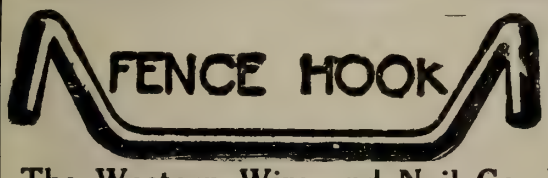
Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry
PERTH, ONT.



GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKETS ON WIRE FENCES



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, London, Ont.

C. S. TURNER CO.

147 Bannatyne Ave. East, Winnipeg

Manufacturers' Agents

Excellent Storage, Forwarding, and Distributing Facilities.

You can talk across the continent for two cents per word with a WANT AD. in this paper.

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Hardware and Metal, and let it assist you in filling your needs.

If interested, tear out this page and keep with letters to be answered.

The First Coat for Metal Work

is exceedingly important and it should be such that it will completely protect the surface from elements causing corrosion or rust.

CARTER'S Dry Red Lead

is the highest standard quality and gives a full, heavy bodied mixture that assures absolute protection for every kind of metal construction.

We make Orange Lead and Litharge. Special Red Lead and Litharge for Color, Varnish and Rubber Making. Oxides for Potters and Storage Battery Makers.

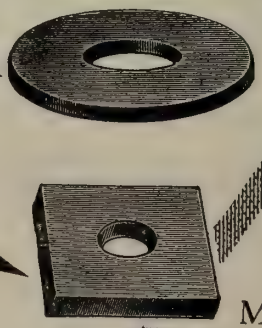
Our products are wholly Canadian made and equal in quality to the best imported goods.

Send a post card for prices.

The Carter White Lead Co.
of Canada, Limited
91 Delorimier Avenue
Montreal

Wrought and Steel Plate WASHERS

of all descriptions



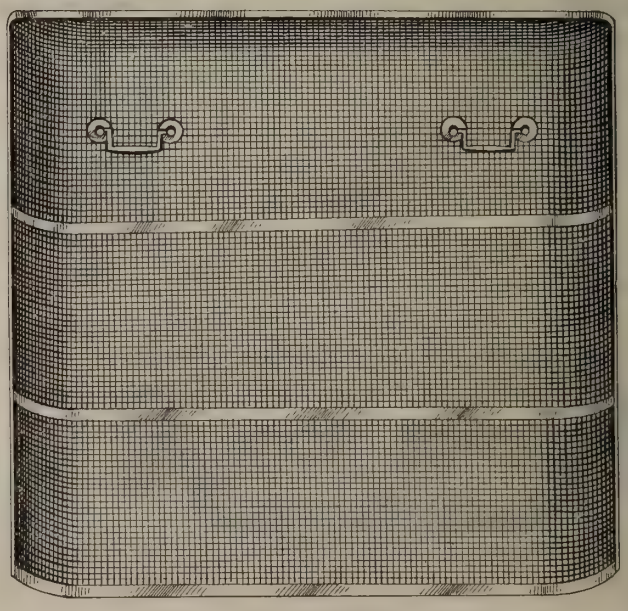
Annealed Rivet Burrs.
Felloe Plates.
Sheared and Punched Plates.
Malleable Washers and Cast Iron Washers.

Round & Square
Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company
Milwaukee, Wis.

Fire-place Screens



"XL" MISSION

We recommend this as being the most handsome screen on the market.

Our line is complete and of the highest quality.

Canada Wire & Iron Goods Co., Hamilton

We manufacture all grades of Wire Cloth and General Wire Work. We solicit your enquiries.

If interested, tear out this page and keep with letters to be answered.



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES



The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Big Profits Selling

Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless and Champion.

Made of the best of Hickory, nicely finished.

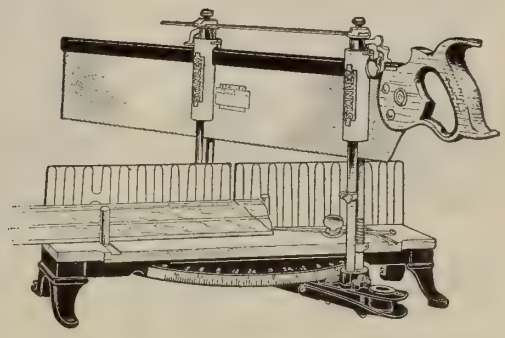
All leading Jobbers stock them.

Write for prices.

J. H. Still Mfg. Co.

ST. THOMAS, ONT.

Stanley Tools



Stanley Mitre Boxes

Made in Canada

Every mechanic that visits your store would be interested in a STANLEY MITRE BOX.

They are strong, durable and accurate, and have a number of striking features that appeal to those who handle tools.

Special circular upon request.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO



MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

If interested, tear out this page and keep with letters to be answered.

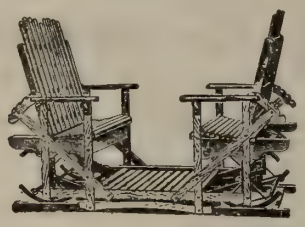
Addition to Electro Assortment

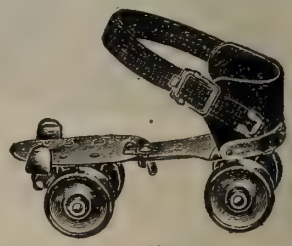
ON this page is shown an addition to Hardware and Metal's electro assortment for retail hardware dealers. With the cuts shown below the assortment now totals 219. These electros are supplied to hardwaremen at the small cost of twenty cents each. Cash with order. Sheets showing the whole assortment will be mailed on request. Since the introduction of this service by Hardware and Metal, orders have been received from all parts of Canada and many of the largest retail concerns in Canada are now using Hardware and Metal electros regularly in their newspaper and circular advertising. Many merchants in the small towns have also taken advantage of this service. Be sure and order by number.


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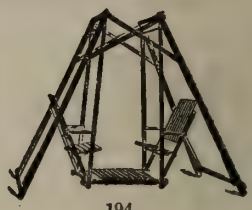

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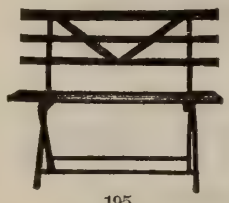

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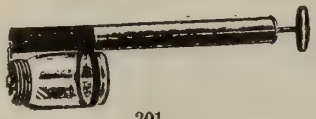

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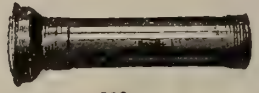

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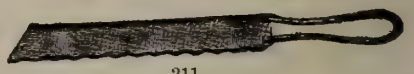

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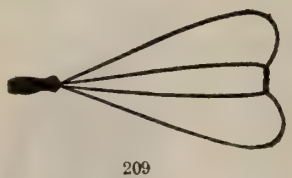

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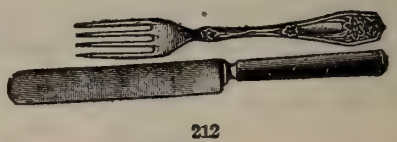

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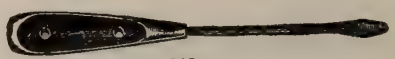

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Progressive Manufacturers

of products in which sheet plate or plate metal is employed are increasing their profits and laying foundations for future prosperity by adopting

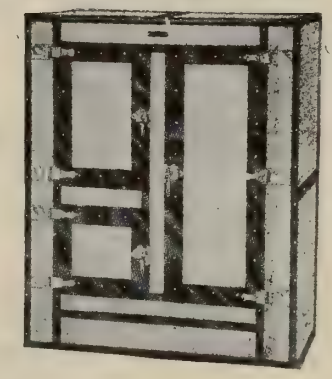
ARMCO IRON



ENAMELED TABLE TOP

Sanitary, smooth, convenient, made to fit over top of ordinary wooden table. Manufactured by Enamel Products Co. of Cleveland, Ohio. Perfect and lasting enamel on an Armco Iron base.





THE LEONARD CLEANABLE REFRIGERATOR, made by The Grand Rapids Refrigerator Co. of Grand Rapids, Mich. Armco Iron used exclusively for enamel base. A handsome and successful product made possible by the employment of the best of materials.

Over seventy-five leading stove manufacturers use Armco Iron. By many it is employed in all the sheet metal portions of their products because of its established superiority in Rust-Resistance. Others have been led to its adoption for exterior surfaces by its beautiful tint and finish in the form of polished iron. Very many avail themselves of the advantages it offers as a base for enamel.

Armco Iron's superiority for enameling arises from its remarkable purity. Imperfections in enameled surfaces come from impurities in the metal beneath. Chief of these are tiny pockets of gas. This gas expands rapidly and irresistibly in the heat required to bake the enamel. As the gas expands it forces through the surrounding metal and enamel coating. Some manufacturers have found that the use of Armco Iron almost entirely does away with enameling culls.

The American Rolling Mill Company

Middletown, Ohio

AMERICAN ARMCO INGOT IRON

The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

Licensed Manufacturers Under Patents Granted to The International Metal Products Co.

Armco Iron Blue Annealed Sheets and Tank Plate, Black, Galvanized, Polished and Special Finish Sheets, Roofing, Pipe and Metal Lath.

Branch Offices at New York, Chicago, Cincinnati, Pittsburgh, Atlanta, Cleveland, Detroit, St. Louis and San Francisco.

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Brooms
Brushes
Wrapping Papers
Twines

COTTON
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HEMP

or

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HAMILTON and WINNIPEG

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The Government is preaching it. Bankers are, Editors are. For war costs must be paid, and economy and thrift, personal and domestic, will pay our share of the appalling war debt that daily mounts higher.

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Put it up to your customer TO SAVE COAL and you'll have no trouble to sell the

CANADA
Dustless Ash Sifter

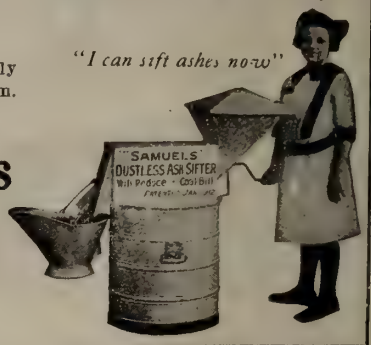
(See illustration)

Ashes go in barrel—coal into scuttle. Positively dustless and lasts for many seasons.

Every family is a prospect, and every sale represents a nice profit—found money to you. Have a half-dozen or so always on hand.

Jobbers everywhere supply them; order through them.

"I can sift ashes now"



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VALUE

Have you our Catalogue of Horse and Stable Sundries? Put it on your Sales staff—without salary.

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McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.



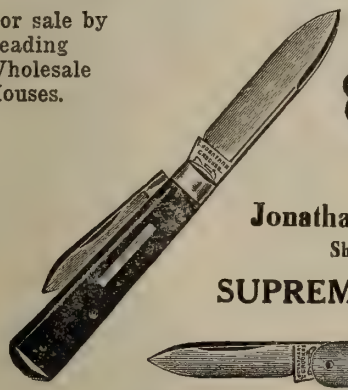
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Metal Hand or Motor Pumps — for Force or Lift use — every size, style, kind, in our big catalogue.

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The R. McDougall Company Limited
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Corporate Mark



Granted 1780.

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It's Made of Heavy Open Hearth Steel Wire

with all the impurities burned out and all strength and toughness left in. Heavily galvanized. Every intersection is locked together with a Peerless clamp. Top and bottom wires of Peerless Poultry Fencing are extra heavy—extra strong. Consequently fewer posts are required. **Peerless** fencing can't sag—can't rust—can't get out of shape—can't help giving absolute satisfaction.

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and Open End Catalogue

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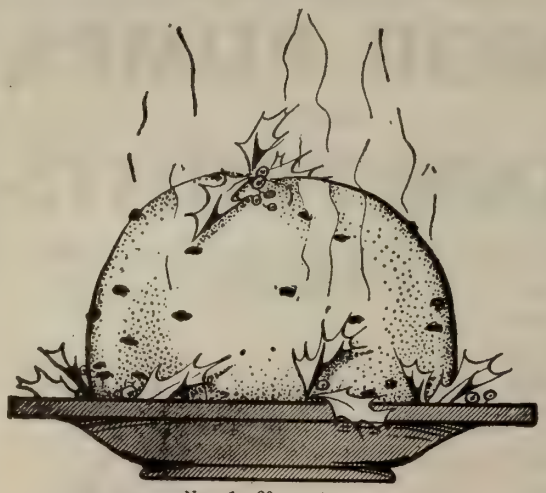
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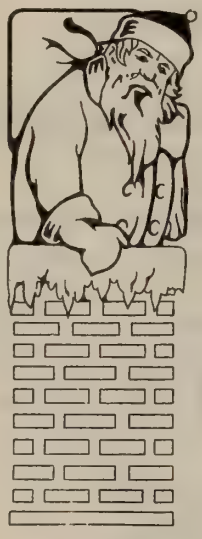
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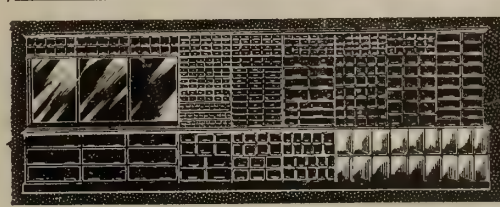
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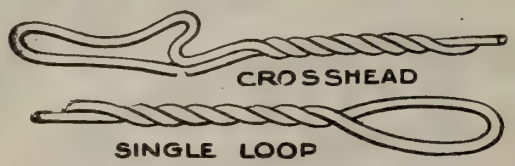
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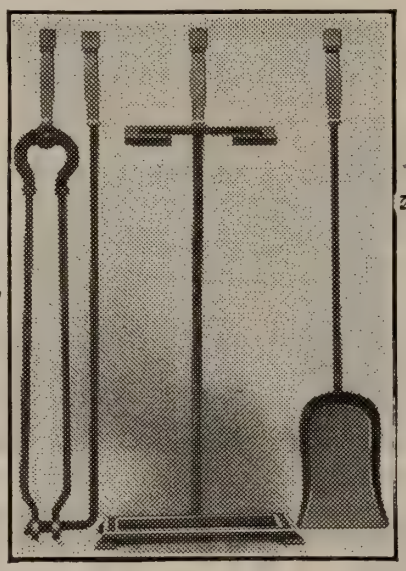
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When days are cold and dismal—

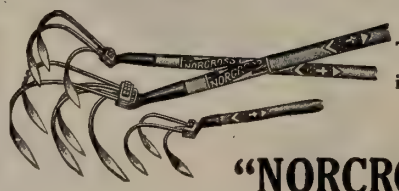
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The attractive appearance of a good line of hearth furniture creates a desire to possess that will result in many good and profitable sales for you.

Our line includes various styles in each of the following: FIRE-IRONS, ANDIRONS, PORTABLE BASKETS, GRATE AND SPARK GUARDS.

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Cultivator-Hoes & Weeders

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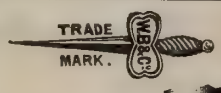


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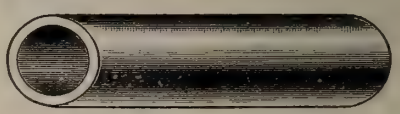
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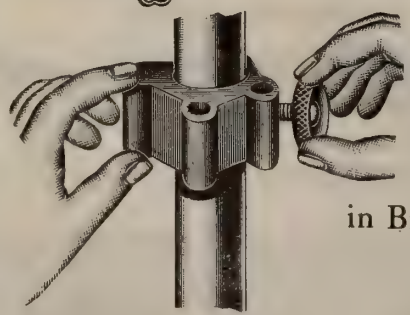
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97 Ontario St., Toronto, Canada



WILLIAMS BROS. & PIGGOTT, LTD.

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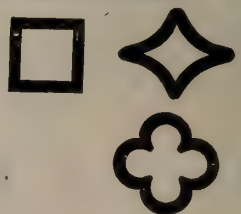




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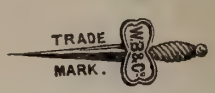
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GENERAL BRASSFOUNDERS

SHOP WINDOW FITTINGS MANUFACTURERS



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The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
CONN., U.S.A.

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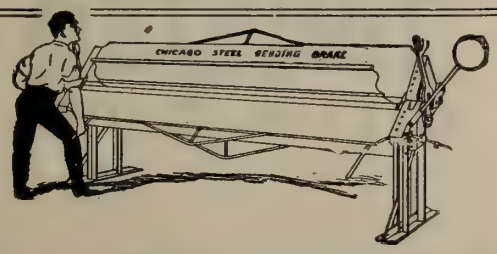
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By seeing that this exact mark is on each blade.

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WRITE FOR CATALOG AND FULL PARTICULARS.
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All orders filled and shipped promptly

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London Canada

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CROSS

(TRADE MARK)



—it will brighten the home for Christmas

Whether rented or owned, the home can be made bright and cheery during the Christmas season by the liberal use of

Cross French Floor Dressing

It stands without an equal. Read what one of Winnipeg's largest wholesale hardwares says about it:

"We sell one renting Agency this material for fourteen blocks, and their unsolicited testimonial to us is 'That it is the Best Floor Polish and Floor Cleaner that they have ever used.'"

Write to-day re Cross Products.

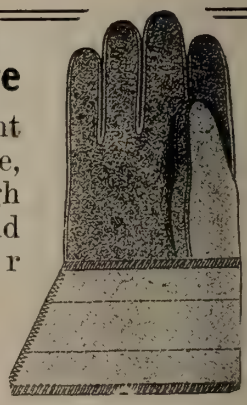
Canadian Made for the Canadian Trade.

Cross Products Limited

56-58 Agnes St., Toronto **Phone Main 5798**

Glove Time is Here

Men and women want gloves for the furnace, for driving, for rough outdoor work, around the barn, garage or shop, both to keep the hands from soiling and for warmth.



TAPATCO
REGISTERED BRAND TRADE MARK
COTTON GLOVES

Sell twelve months in the year, but never better than right now.

Good for the snow shoveler. Suggest this to your customers. The glove itself and the price will make the sale. They are made in Band Top, Knit Wrist and Gauntlet Styles, light, medium and heavy weights. Jersey Gloves and Mitts in Oxford, Tan and Slate.

We also make a leatherette faced glove that is a winner. Get a sample of it.

Stock up with Tapatco Gloves. You will probably have to repeat several times.

Order through your Jobber.

The American Pad & Textile Co.

CHATHAM, ONTARIO

If interested, tear out this page and keep with letters to be answered.

Condensed or "Want" Advertisements

There is always someone, somewhere, who is looking for just such a proposition as you have to offer—and it is more than likely that he is a hardwareman and a subscriber to HARDWARE AND METAL. Let an advertisement on this page bring you together.

RATES (payable in advance): 2 cents per word first insertion, 1c per word subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word.

TRAVELERS WANTED

HARDWARE TRAVELLERS WANTED TO carry as side line a popular priced paper baling machine. Exclusive territory. Every dealer a prospect. Box 409, Hardware and Metal, Toronto.

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HARDWARE SALESMAN DESIRES POSITION—eight years' experience, best of references. Box 411, Hardware and Metal, Toronto.

AGENCIES WANTED

MANUFACTURERS' AGENT IN CANADA desires Canadian rights on small article to sell through display advertising. Correspondence and catalogues solicited. Frank R. Burgess, 407 Hope Chambers, Ottawa, Canada.

WANTED—LINES TO SELL ON COMMISsion to the hardware and general stores in Southern Alberta. I have been calling on this trade monthly for four years, and have a good connection. Good references furnished. Box 412, Hardware and Metal.

BUSINESS CHANCES

HARDWARE BUSINESS IN HAMILTON for sale. Stock and fixtures about $5,000. Store and dwelling could be carried on $3,000. Box 406, Hardware and Metal, Toronto.

LET JOHN NEW, 154 BAY STREET, TOronto, sell your business. (4)

WANTED—HARDWARE BUSINESS, GIVE full particulars. Will investigate immediately. Box No. 410 Hardware and Metal.

MACHINERY FOR SALE

FOR SALE — GASOLINE LIGHTING plant, also a number of second-hand tinsmiths' tools and machines. Apply H. L. Albrecht, Newton, Ont.

MISCELLANEOUS

FOR RENT—OLD ESTABLISHED HARDware premises in Goderich. For terms apply to Proudfoot, Killoran & Cooke, Barristers, Goderich, Ontario.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott, Fisher, Limited. Room 314, Stair Building, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

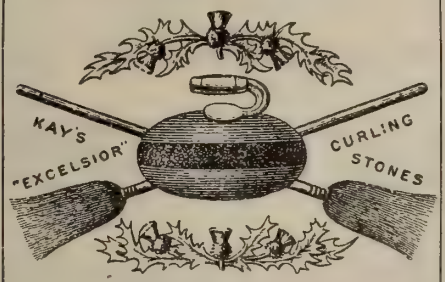
MR. HARDWARE DEALER—YOU CANnot recommend any ash sifter with the talking points that the Burrowes Patent Dust-Proof Rocker Ash Sifter has. What other sifter has a closed scuttle, double rims, easy rocker motion, etc.? You ought to sell this sifter because of its merit. The Burrowes Mfg. Co., 607 King St. W., Toronto. (50)

SHOW CARD WRITERS EARN BIG money: no special talent needed; we can teach you in few months by our special system right at your home; our students earn money after second lesson; after six lessons one of our students took $17 worth of orders in one day; get particulars special December offer. Dept. H, Shaw Correspondence School, 393 Yonge St., Toronto.

"KAY'S EXCELSIOR"

Curling Stones

They run perfectly from the start. No working down with emery necessary.



We carry a full line, in assorted weights, 36 to 45 lbs. to the stone, exclusive of the handle. Also Handles, Grips, Fancy Washers, Brooms, Boxes. Also Builders' Supplies.

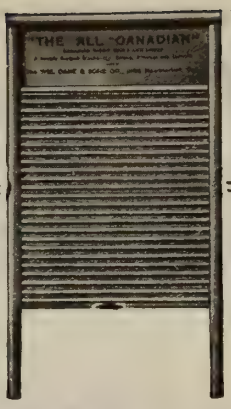
Walter Belyea

Successor to the Late

THOMAS BLACK

WINNIPEG

A want ad. in this paper will bring replies from all parts of Canada.



COSTS LESS

than aluminum and zinc wash boards, is just as good and is more serviceable.

The All-Canadian
All-Wooden
Wash Boards

are the result of great scarcity and high price of zinc and aluminum—a price that has greatly handicapped washboard sales.

All-Canadian grown wood, Canadian-made nails, and by Canadian workmen—that's why it's all-Canadian.

The finest grained hardwood is used for rubbing surface.

Retails at 20c and leaves a BETTER profit.

Standard zinc, glass and enamel wash boards always on hand for prompt delivery, until notice to the contrary.

The Wm. Cane & Sons Co., Limited

Makers of the New Wooden Wash Board

NEWMARKET, ONT.

Want Ads.

Try it out

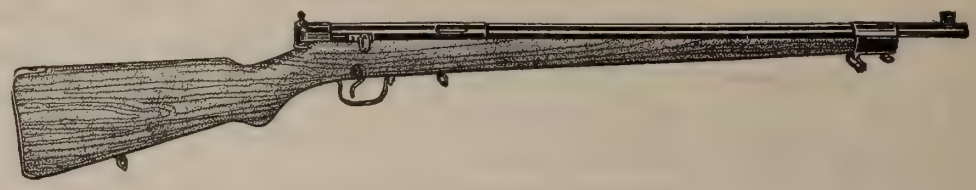
If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

The profit the OTHER MAN makes this season on Ross Rifles won't pay for YOUR Christmas Dinner

Some of your customers will buy Ross Rifles for Xmas Gifts. Make sure that they will buy them in your store.

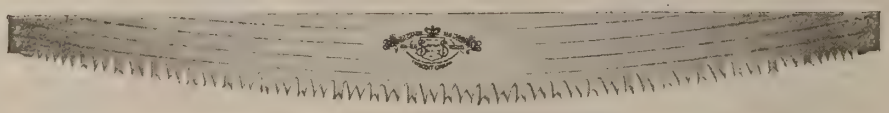
Ross Sporting Models and Cadet Rifles should be displayed by every Sporting Goods Department looking for maximum returns from the Christmas Trade.

If you lack any information concerning prices, we solicit correspondence.

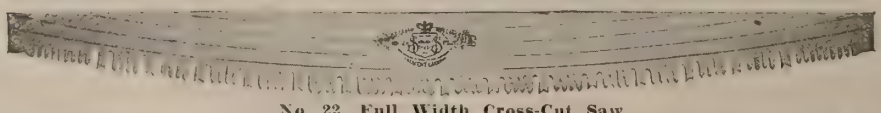


Ross Rifle Company - Quebec

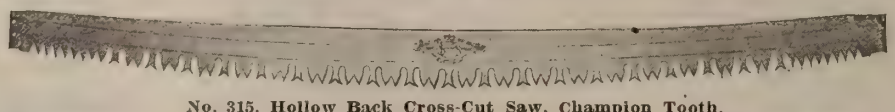
You should place your orders now for a stock of SIMONDS Crescent Ground Cross-Cut Saws



No. 13. Full Width Cross-Cut Saw.



No. 22. Full Width Cross-Cut Saw.



No. 315. Hollow Back Cross-Cut Saw, Champion Tooth.



No. 325. Hollow Back Cross-Cut Saw, Lance Tooth.



YOU can make no mistake when you do this as every logger or woodsman knows this make of saws and will always pay more for them for the simple reason that they enable him to do more work with a smaller amount of labor. He knows the better cutting quality of the saw will make it more than pay for itself. Select the styles you want from these pictures or write for our complete catalog and more information.

We also have a complete line of Hand Saws.

Place orders through your hardware wholesaler.

Simonds Canada Saw Co., Limited

St. Remi St. and Acorn Ave., Montreal, Que.

Vancouver, B.C. St. John, N.B.

If interested, tear out this page and keep with letters to be answered.



"HENDRYX"

Parrot Cages

The cage that satisfies both the consumer and dealer at once. The former demands quality, the latter — profits

The cups are of tinned iron, non-rusting and indestructible.

Order a stock for May and June—the parrot season.

THE ANDREW B. HENDRYX CO.
New Haven, Conn.



"Multiped"

The Garden Hose That Doesn't Kink

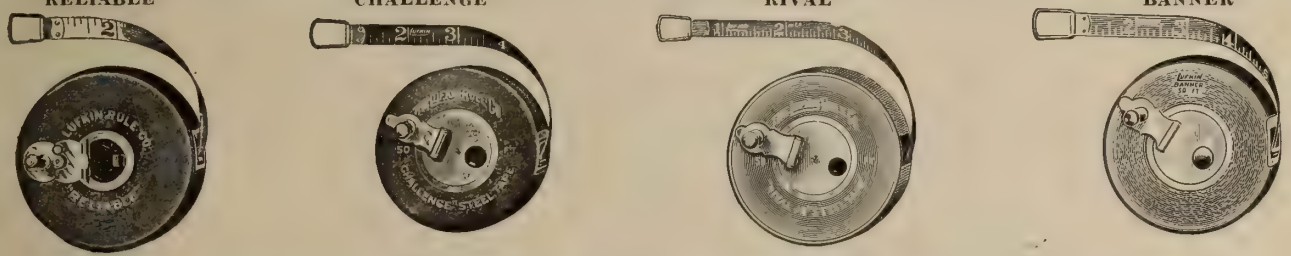


A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

"RELIABLE" "CHALLENGE" "RIVAL" "BANNER"



Everybody Knows These LUFKIN Tapes

They have been pioneers in connection with the noteworthy improvements made in tapes.
They are distinctive in quality. Each style the very best of its kind.

Send for Catalogue

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Stocked by all jobbers.

TINKER TOM'S TALKS.



Talk Number Seventy-nine

Canada and the whole British Empire have been showing appreciation of "PREMIER" quality and service by loading us up with business. We'll do our best to deserve the "Vote of Confidence." If quality at no extra cost will help your business demand "PREMIER." Order by name and be sure you get Canadian-made Sheets.

Look for Talk No. 80 next week. TINKER TOM.

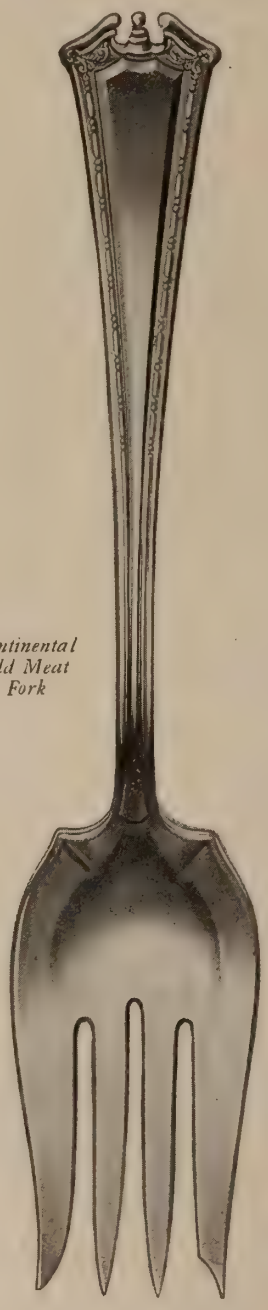
DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA



1847 ROGERS BROS.
SILVERWARE



SOLD BY LEADING MERCHANTS EVERYWHERE



Continental Cold Meat Fork

"Easiest Selling Merchandise in the Store"

THE only silverware backed by an unqualified guarantee made possible by a test of more than 65 years.

1847 ROGERS BROS.
Flatware and Cutlery
"Silver Plate that Wears"

By closing the source of supply to those who persist in "Price Cutting" we shall act within our rights, giving you the protection that is necessary for the successful conduct of your business. In return we ask your assistance by not retailing our ware at a less price than suggested in our Catalogue No. 27.

Send for Catalogues if you have not received copies.

MERIDEN BRITANNIA COMPANY
LIMITED
Hamilton, Canada



HARDWARE AND METAL

Vol. XXVIII PUBLISHED EVERY SATURDAY SINCE 1888 Dec. 16
No. 51 1916

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

There are only nine front covers of Hardware and Metal now open for the whole of 1917!

An advertisement in this position has wonderful possibilities. It can place a proposition before the Canadian hardware trade in such a way that few dealers will miss it.

Write us to-day for a list of available covers for 1917! To-morrow may be too late.

HARDWARE AND METAL

Publication Office - TORONTO, ONTARIO



WHEN the family "Santys" of your town come in to buy sleds or jack knives, it is worth while to call the attention of those who own garages to the

Stanley Garage Door Holder No. 1774

BLUSTERY days of winter increase the value of the Stanley Door Holder, since in stormy weather it holds the doors securely open so they cannot slam against the car as it enters or leaves the garage. Stanley Garage Hardware is practically rust-proof and insures weather-tight doors that work easily.

If you have not been carrying this profitable line, write to-day for Garage Hardware Catalog R123 *and information concerning the Sales Helps we furnish you*

The STANLEY WORKS, New Britain, Conn., U.S.A.

Canadian Representatives:

A. MACFARLANE & CO., Coristine Building, Montreal



A Pleasure to Sweep With

Let your customer feel the weight of the "Keystone" Nugget Broom in her hands. She will realize what a help it will be on a big day's sweeping.

Then assure her that, being a Keystone, it has got the quality, too—that is, the fine green corn will NOT come out or turn over at the ends.

Profit and satisfaction for you in this line.

Write for Prices, etc.

Stevens-Hepner Co.,
LIMITED
Port Elgin, Ont.

The "Nugget" Broom is only one of the famous Keystone Brand Brooms and Brushes.

"P.&W. Co." SMALL TOOLS

The Machinist is a connoisseur—a critic who knows. You can't fool him on tools. Try out his knowledge with the P. & W. line. You'll certainly see him return for more of the same make. So you make a good customer.

Prompt delivery. Order from your jobber.

Pratt & Whitney Company of Canada, Limited
Dundas, Ontario, Canada
Montreal, 723 Drummond Bldg. Vancouver, 609 Bank of Ottawa Bldg. Winnipeg, 1205 McArthur Bldg.



High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.
Write for catalog and full particulars.





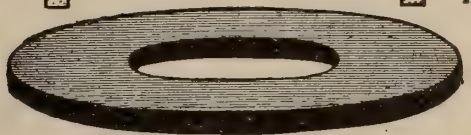
Buck Brothers
Milbury, Mass., U.S.A.



Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

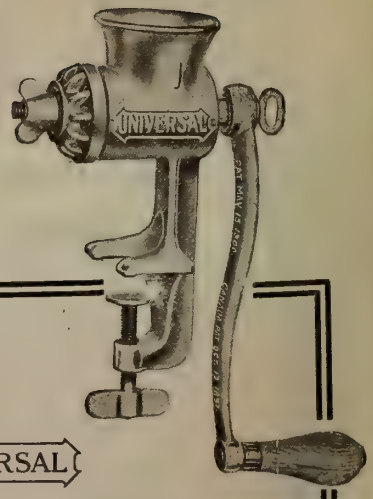
If interested, tear out this page and keep with letters to be answered.



UNIVERSAL
Coffee Percolators No. 474.



UNIVERSAL
Bread Makers
No 4.



UNIVERSAL

UNIVERSAL
Food Choppers, No. 1.

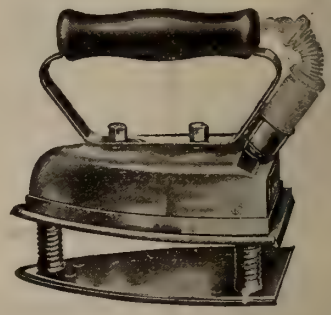
UNIVERSAL HOME NEEDS

are purchased with confidence by many thousand people in this country and abroad, because they are recognized as of standard make.

The name Universal on each piece indicates to them exceptional beauty and conveniences.



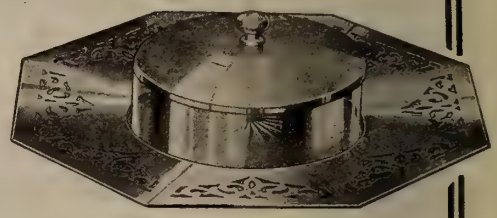
UNIVERSAL
Casseroles with Vitrified China Lining,
No. 76267.



UNIVERSAL
Electric Iron, No. E905.



UNIVERSAL
Sandwich Tray, No. 81110.



UNIVERSAL
Cheese and Cracker Dish.

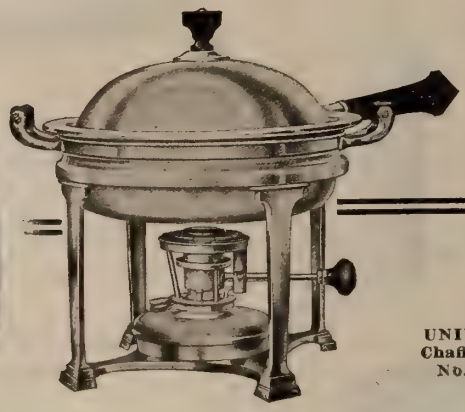
Landers, Frary & Clark

New Britain - Conn.

A. MACFARLANE & CO.
MONTREAL
Canadian Representatives



UNIVERSAL Lunch Kit, No. 310.



UNIVERSAL
Chafing Dish,
No. 900 N.

UNIVERSAL
Hot Water Bottle,
No. 100.



Plan Now for the LAWN MOWER Season

This may not be a seasonable line, and the average buyer does not think of Lawn Mowers when there is several feet of snow on the ground, but times are not what they used to be, and it is only the early buyer that will have stock. We are now taking orders for our

"BIG 5" Line

BALDWIN

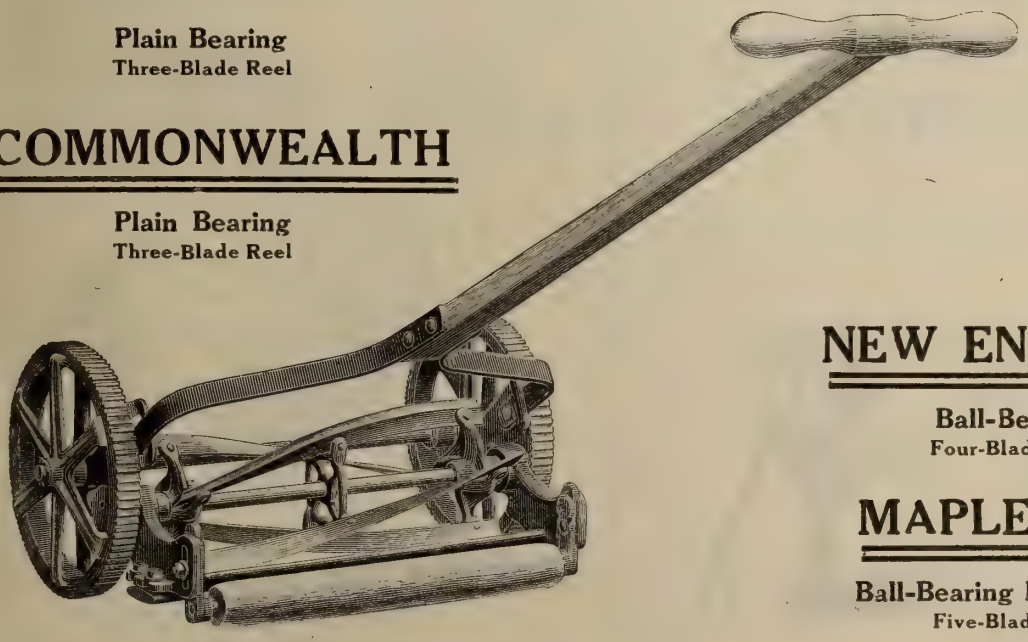
Plain Bearing
Three-Blade Reel

BLACK DIAMOND

Ball-Bearing
High-Wheel
Four-Blade Reel

COMMONWEALTH

Plain Bearing
Three-Blade Reel



NEW ENGLAND

Ball-Bearing
Four-Blade Reel

MAPLE LEAF

Ball-Bearing High Wheel
Five-Blade Reel

LEWIS BROS., LIMITED, MONTREAL

WHOLESALE DISTRIBUTORS EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

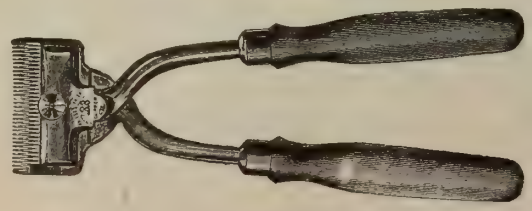
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PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about $2.50.

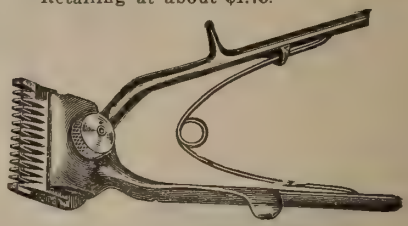


NEW MARKET PATTERN
Retailing at about $1.75.



LENOX
Retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.



Hunter, Fetlock and Dog Clipper
Retailing at about $1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL

Canadian Agents for Wiebusch & Hilger, Ltd., New York City

Pumps that Carry Good-Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction

Every pump sold stays sold—gives the dealer no trouble.



They are metal — hand-fitted valves — air-tight — strong — lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

WRITE

The R. McDougall Co.,

LIMITED

GALT, CANADA

Your Horse-owning Customers



Winter is a time of heavy teaming—ice, logs, grain, stone, coal and so on. And so is a time when horses' shoulders and backs need special protection against gall sores. Bring to the notice of horse-owners

Ventiplex Housings, Sweat Pad and Saddle Blankets

and you'll make sales certain—and every sale is good for your business. Write us for our Catalogue.

"Comfy" Weather Strip

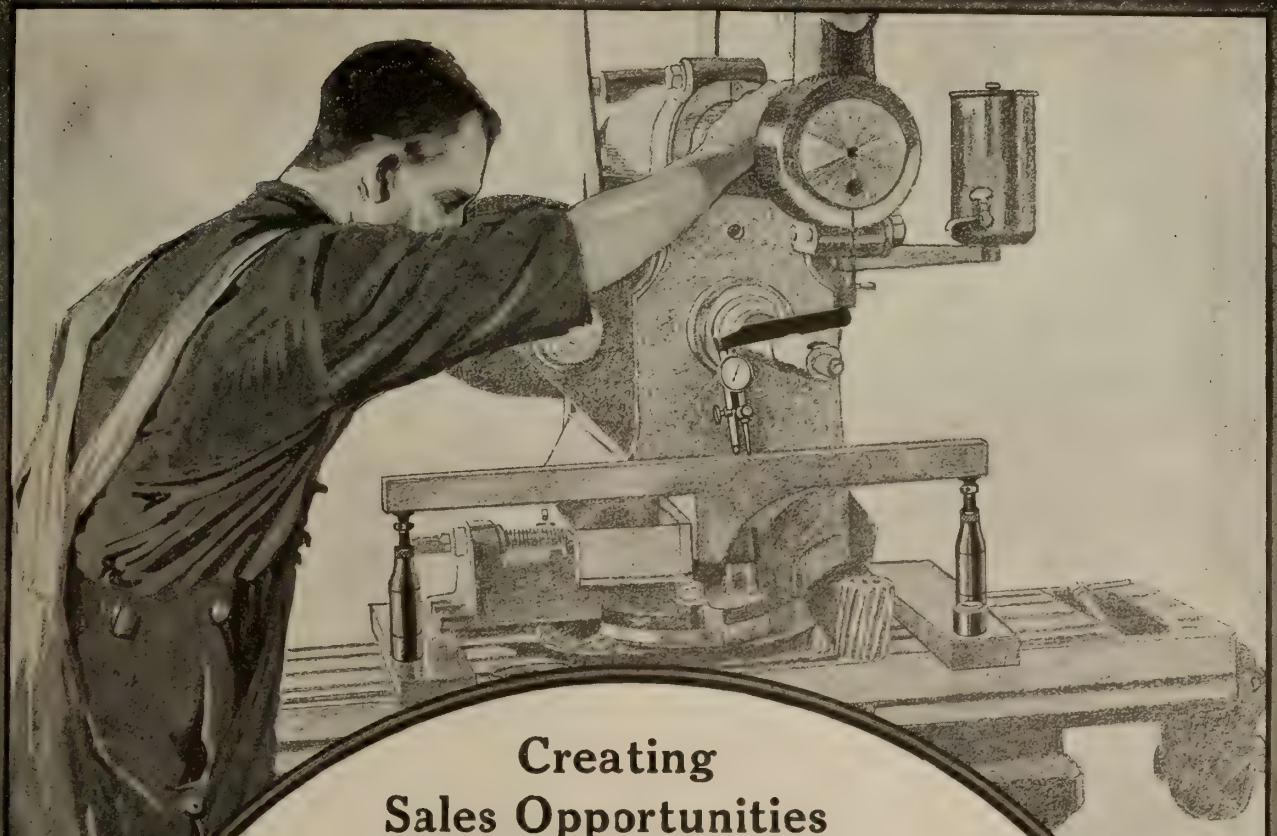
Carry stock of our "Comfy" Weather Strip—supplied in 1-lb. cartons (38 ft.). It sells freely at this season, and every sale represents extra business and extra profits. Make all the money you can by selling all the goods you can to all the people you can.

ORDER THROUGH YOUR JOBBER.

Burlington Windsor Blanket Co., Ltd.

793 King St. W., TORONTO, ONT.

If interested, tear out this page and keep with letters to be answered.



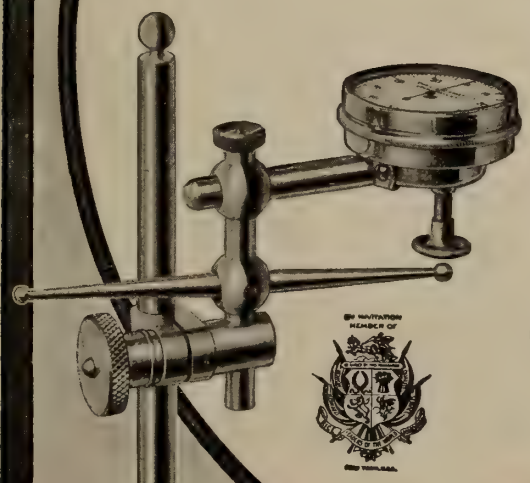
Creating Sales Opportunities

There are so many tools and appliances that are a vital help to machinists and toolmakers, yet are so small in themselves that hardware men should be alert to suggest new tools whenever possible. That's why it pays to study the Starrett catalog and get acquainted with the many sales opportunities for

TRADE MARK

Starrett Tools

REG. U.S. PAT. OFF.



These are the chosen measuring standards for the best mechanics the world over. From the 2,100 styles and sizes, a tool may always be selected for any practical measuring operation.

Dial Test Indicator for testing the work on surface plate, on lathe centers, and on shapers, milling machines, etc. The dial reads in .001 of an inch. Being adjustable, the dial permits instant setting to zero. Price complete, $10.75.

Little Giant Jack Screw for tool-room use, for leveling up work on planer beds, setting up machinery, etc. Raises 1.000 pounds from 2¼ to 6½ inches. Price complete, $1.40.

Send for free catalog No. 21M.A., describing the full line.



The L. S. Starrett Co.

ATHOL, MASS.

The World's Greatest Toolmakers

If interested, tear out this page and keep with letters to be answered.

DAVIDSON'S "STERLING" ASH SIFTER



"Special Features"

It separates the ashes from the Cinders quickly and efficiently.

It does the work without making any dust.

It is easy to operate. By turning the handle the ashes fall through to receptacle beneath, and cinders are automatically discharged into the coal hod.

It is made of galvanized steel and will not rust, while there is nothing to get out of order.

THE THOS. DAVIDSON MFG. CO., LIMITED

TORONTO MONTREAL WINNIPEG

J.M.T.

TRADE MARK

STEAM GOODS AND SPECIALTIES

A Remarkable Line for Efficiency, Economy and Reliability



BEAVER VALVES

Globe angle or cross pattern stop, adjustable check, non-return and equalizing working pressure 250 lbs. per sq. in.

The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide St. W., Toronto, Ont.

"It Pays To Advertise"

Thus ends a Plymouth dealer's letter in which he states, "We have the sample hanging close to our coils of rope and have no trouble in getting from 1 to 2 cents a lb. more for the rope than we could before."

The hank of Manila fiber referred to and shown here is one feature of the effective advertising service we furnish free to Plymouth dealers. If you sell Plymouth Rope, this advertising will help you to sell more.



PLYMOUTH CORDAGE COMPANY
NORTH PLYMOUTH, MASS. WELLAND, CANADA

INDEPENDENT CORDAGE CO., LIMITED
TORONTO, CANADA CANADIAN SALES AGENTS



No. SC 935

Buy Your Hinges
Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges	Pair in a Box	SC 900
Light Tee Hinges	" " "	SC 904
Heavy Strap Hinges	" " "	SC 209
Heavy Tee Hinges	" " "	SC 609
Corrugated Strap Hinges	" " "	SC 935
Corrugated Tee Hinges..	" " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.
Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Canada

Seafoam Electric Washer and Washer

(2 Styles)

No Worry—LittleWork, in the Home Laundry with this **LABOR SAVER.**

Style "B" made without electric motor for use with Gasoline, Steam engine or Windmill.

Great for the Farm.



Style "A"

Made only by

Cummer-Dowswell, Limited

Hamilton, Ontario

Many Homes Need Clothes Dryers

The "Stratford" Clothes Dryer, No. 9, illustrated herewith, is made of clear basswood and has four drying sides or sixteen bars.

Two sides are shown folded and two ready for use. Any side can be folded up against middle post if not needed. When not wanted all sides can be folded up and dryer stood in a corner. Tied three in a bundle.

Display Stratford Clothes Dryers prominently and they will sell themselves.

Write for full particulars.



The Stratford Mfg, Co., Limited
Stratford, Canada

If interested, tear out this page and keep with letters to be answered.

Quality Service

Courtesy in Business

* * *

Fittingly framed and hanging in the Offices of one of the most important Public Service Corporations on this North American Continent is the following

'Did you say Please and Thank you?'

Broad minded men direct the destiny of that Corporation, men who know that public or private enterprises to be lastingly successful must operate for the public good.

Quality and Service are the two important factors in our business life today, but Courtesy is the door through which they must enter.

We are large producers of Hamilton Pig Iron and our output of Open Hearth Steel Blooms and Billets, Iron and Steel Bars of all shapes and size runs into enormous tonnage.

The products of our mills include practically everything that can be manufactured from Iron and Steel and these we distribute to thousands of satisfied customers.

Our business is an extensive one and a successful one. The World is our market: but our prosperity and success in the future, as in the past, depend upon the continued confidence, co-operation and good-will of the people we serve.

The Steel Company of Canada, Limited

HAMILTON TORONTO MONTREAL WINNIPEG

If interested, tear out this page and keep with letters to be answered.



"IDEAL" FENCE

IS SOLD TO THE FARMER "THROUGH THE DEALER ONLY"

"Ideal" is not sold by any "Mail-Order-House" or "Direct-to-the-Farmer" in any way.

The McGREGOR-BANWELL FENCE CO., Ltd.
WALKERVILLE, ONT.



First Sales are Forerunners of Many Repeat Orders

It takes but a few minutes to mend leaks in graniteware, brass, iron and tin vessels, hot water bottles, etc., with

MENDETS
A PATENT PATCH

The operation is very simple—no cement, solder or rivets required.

Modern Marvels. Millions in use.

They sell on sight. Display containers free.

The following wholesale hardware merchants sell Mendets:

Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; The Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; The Marshall Wells Alberta Co., Ltd., Edmonton; Walter Woods & Co., Winnipeg, Man.; The Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Ltd., Guelph, Ont.; Emmerson & Fisher, Limited, St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Que.

COLLETTE MFG. COMPANY
Collingwood, Ont., Canada

WANTED — RELIABLE, ENERGETIC hardware clerk, 8 to 12 years' experience. Capable of taking charge. Apply, stating salary and giving full particulars, to Box 170, Hardware and Metal, Toronto.

The firm who inserted the above advertisement in HARDWARE AND METAL showed good judgment.

Naturally, replies would only come from clerks who were in the habit of reading HARDWARE AND METAL—and every hardware merchant realizes that a clerk who reads HARDWARE AND METAL is the kind of clerk he wants, because he will be thoroughly informed on market conditions, new selling plans and the best methods of window display and advertising. The above advertisement brought in 23 replies. It cost only 67 cents.

USE THE WANT AD. PAGE.

If interested, tear out this page and keep with letters to be answered.

CROSS

(TRADE MARK)

Quality Endures

The **proven quality** of Cross Products is bound to help you **win new trade** and **increase your business** and **your profits.**

These vital **points of interest** will best appeal to you if you handle our line; it is complete.

CROSS FRENCH FURNITURE POLISH
CROSS FRENCH FLOOR POLISH
CROSS AUTO BODY POLISH
CROSS CREAM METAL POLISH
CROSS CARPET CLEANER

"Canadian Made for Canadian Trade."

Cross Products Limited

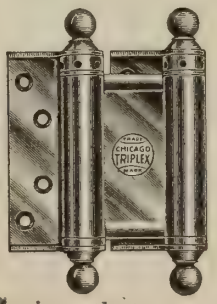
56-58 Agnes St., Toronto **Phone Main 5798**

TRADE CHICAGO MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



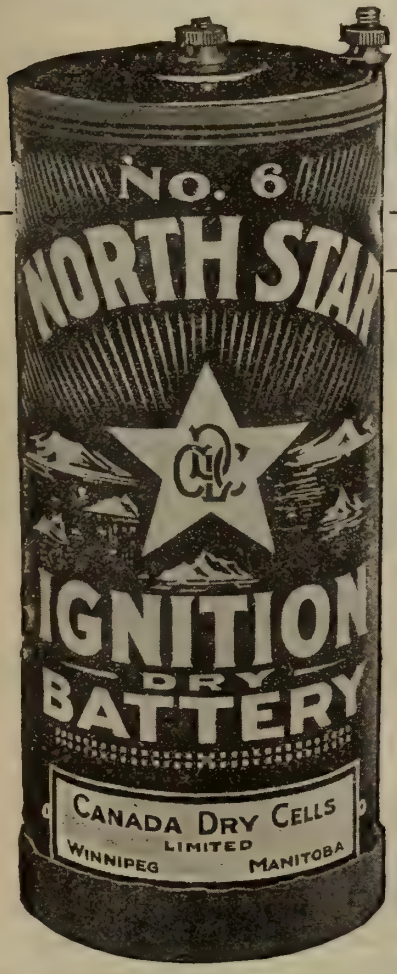
Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO TRADE CSB CO MARK **NEW YORK**



The Western Battery for the Western Need

Gives a service that makes repeat orders doubly sure

The demand for North Star Dry Cells is consistent because users appreciate their remarkable power and durability.

There's big money in selling them, and sure satisfaction after each sale.

Your jobber will supply you at once.

CANADA DRY CELLS, LIMITED

WINNIPEG, MAN.

If interested, tear out this page and keep with letters to be answered.

Economy

A careful housekeeper uses ***Sani-Flush*** to clean toilet bowls, because it saves time and expense. Materials which have less effect are wasteful and cost more for the results accomplished.



Sani-Flush

is made exclusively for this purpose. It cleans toilet bowls quickly and thoroughly. It does one thing and does it well. Save your customers expense—make extra profit for yourself — by selling ***Sani-Flush.***

Harold F. Ritchie & Co., Limited

10-12-14 McCaul St., Toronto

1835 — JOHN CHATILLON & SONS CUTLERY SCALES HARDWARE NEW YORK U.S.A. — 1916

A MOST FAMOUS LINE OF CUTLERY

bears the name "Foster Bros."

We've been making good cutlery so long and always the best we could, that it's second nature with us now to make the best we can.

We leave nothing to chance. Every blade has most careful attention in forging and tempering, and is thoroughly tested, and each knife carefully inspected.

Foster Bros.' cutlery embraces a large variety of styles for all purposes and tastes, up-to-date patterns, and all of a quality that only the best skilled labor can produce.

JOHN CHATILLON & SONS

85 Cliff Street **New York City**

Scale Makers Since 1835

OFFICIAL AWARD RIBBON

PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

PRESIDENT

DIRECTOR OF EXHIBITS

SECTY OF THE INTERNATIONAL AWARD SYSTEM

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS



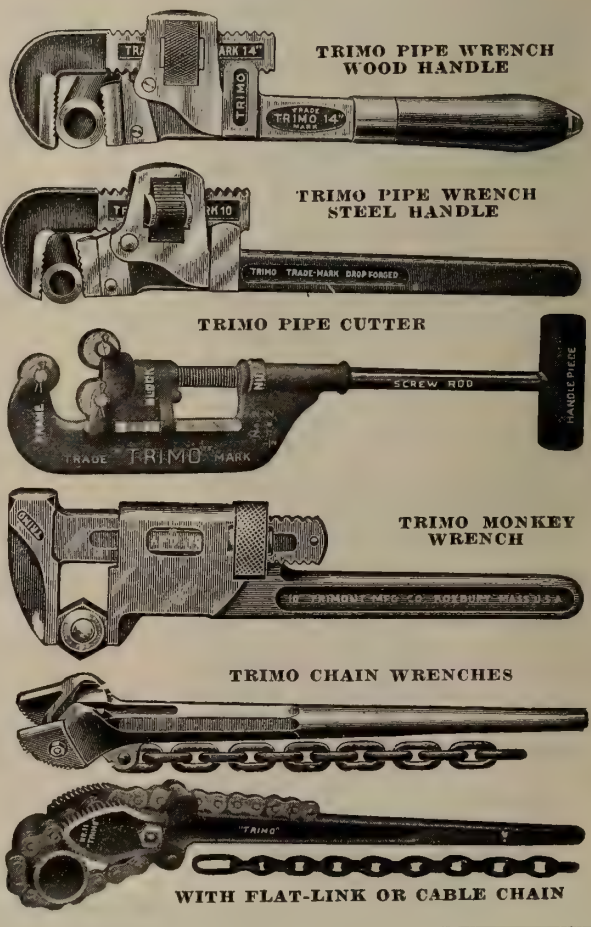
Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



If interested, tear out this page and keep with letters to be answered.

"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

We Sell M-R-Co. Die-Stamped Eavetrough

to scores of dealers who formerly made their own trough.
Why do they buy it? Simply because

They find it saves them money!

Order now. Prices are going up.



Order now. Prices are going up.

The joints fit as though they grew together. Saves two-thirds of the labor and one-half of the solder. And there are fewer joints, too, because M-R-Co. Die-Stamped is made in 10-foot lengths. Correct Shape.

TRY "DIE-STAMPED" ONCE—YOU WILL NEVER GO BACK TO THE OLD KIND

M-R-Co. Pipe is Straight and True with a Wide, Tight Seam

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

TINNERS, ATTENTION!

LABOR AND MATERIAL are at a premium. PROMPT DELIVERIES on some lines are impossible. We therefore suggest that you anticipate your requirements AS FAR IN ADVANCE AS POSSIBLE. ALWAYS REMEMBER B. B. tools are the STANDARD for QUALITY, SPEED AND ACCURACY. Write us when in need of SHEARING MACHINES, STEEL AND IRON BRAKES, FOLDERS, BEADERS, PUNCHING MACHINES, SOLDERING COPPERS, SMALL HAND TOOLS, ETC., ETC.

THE BROWN, BOGGS CO., LIMITED
HAMILTON, CANADA

Montreal Agent: W. L. HALDIMAND, Jr.
Western Agents: BISSETT & WEBB, Winnipeg.
British Columbia Agents: E. A. EARL & CO., Vancouver

If interested, tear out this page and keep with letters to be answered.

It's not Enough to Have the Right Tool

It must be Used Right

¶ Ever seen a Ford running jitney with twelve passengers? It's done often enough, but it's not giving the car a square deal.

¶ We've had instances where a blade .032 thick was being run in a heavy, high-speed machine that required a thickness of at least .049. And there was trouble because the blade broke—it couldn't do otherwise.

¶ Others get the idea that the faster the blade is run the quicker the cut. As a matter of fact the speed can be so great that the teeth of the blade will all be rubbed flat without cutting at all.

¶ If you've had similar troubles, we'll gladly give you the benefit of our experience.

¶ It's the little things that count.

Victor Blade—Canadian Made

VICTOR HACK SAWS Get a Box and Try 'em

Victor Saw Works, Ltd.

HAMILTON, ONTARIO

WIRE NAILS

IN STEEL HOOP KEG.

WIRE BALE TIES

for baling hay and many other things.

FENCE and POULTRY NETTING STAPLES

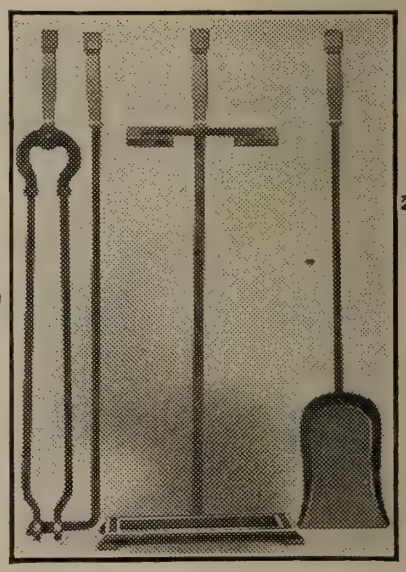
WIRE

Bright, annealed, coppered stove pipe, liquor finished, square, etc.

THE LAIDLAW BALE-TIE COMPANY, LIMITED

HAMILTON, ONTARIO

A. T. DIGGINS, Stair Bldg., Toronto, Ont.
H. E. O. BULL, Montreal, Que.
HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B.C.



When days are cold and dismal—

Display Hearth Furniture

The attractive appearance of a good line of hearth furniture creates a desire to possess that will result in many good and profitable sales for you.

Our line includes various styles in each of the following: FIRE-IRONS, ANDIRONS, PORTABLE BASKETS, GRATE AND SPARK GUARDS.

Send for our catalog to-day.

Winfield Brewster, Hespeler, Ont.

If interested, tear out this page and keep with letters to be answered.

Special 1920 Assortment

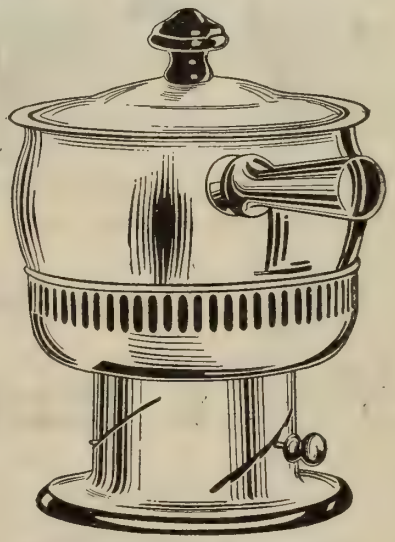
Canned Heat and Cooking Devices



No. 4001 Nickel Stove



No. 4076 Nickel Kettle



No. 4002 Nickel Stove

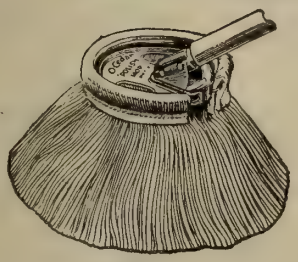


The outfit costs the dealer $13.37 net, sells for $21.85, profit $8.48.

Full window display equipments packed with each assortment.

O-Cedar Mops and Polish

Make Ideal Christmas Gifts.



The O-Cedar is the mop that is ordered by name. We have them packed in profit-making assortments to suit any dealer. These deals include certain goods free and window displays as well.



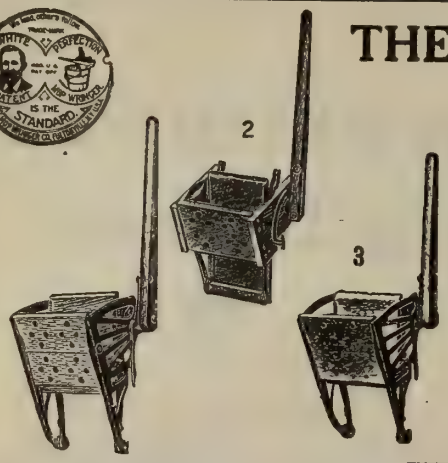
The Cavalier Vacuum Sweeper

is very low in price, yet it is high in quality.

Caverhill, Learmont & Co.

MONTREAL

If interested, tear out this page and keep with letters to be answered.



THE WHITE MOP WRINGERS

Excel

because they wring dry, easily, quickly, neatly and perfectly.

Hundreds of thousands of them already in use, and our customers tell us they are better than advertised.

Trade-marked and Guaranteed.

Sold by leading jobbers everywhere.

Apply to them or to us.

WHITE MOP WRINGER CO.
FULTONVILLE, N. Y.



Big Profits Selling

Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless and Champion.

Made of the best of Hickory, nicely finished.

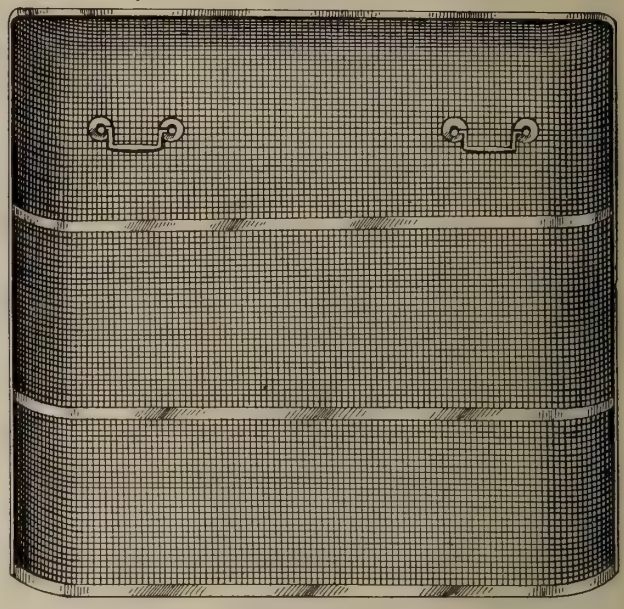
All leading Jobbers stock them.

Write for prices.

J. H. Still Mfg. Co.

ST. THOMAS, ONT.

Fire-place Screens



"XL" MISSION

We recommend this as being the most handsome screen on the market.

Our line is complete and of the highest quality.

Canada Wire & Iron Goods Co., Hamilton

We manufacture all grades of Wire Cloth and General Wire Work. We solicit your enquiries.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

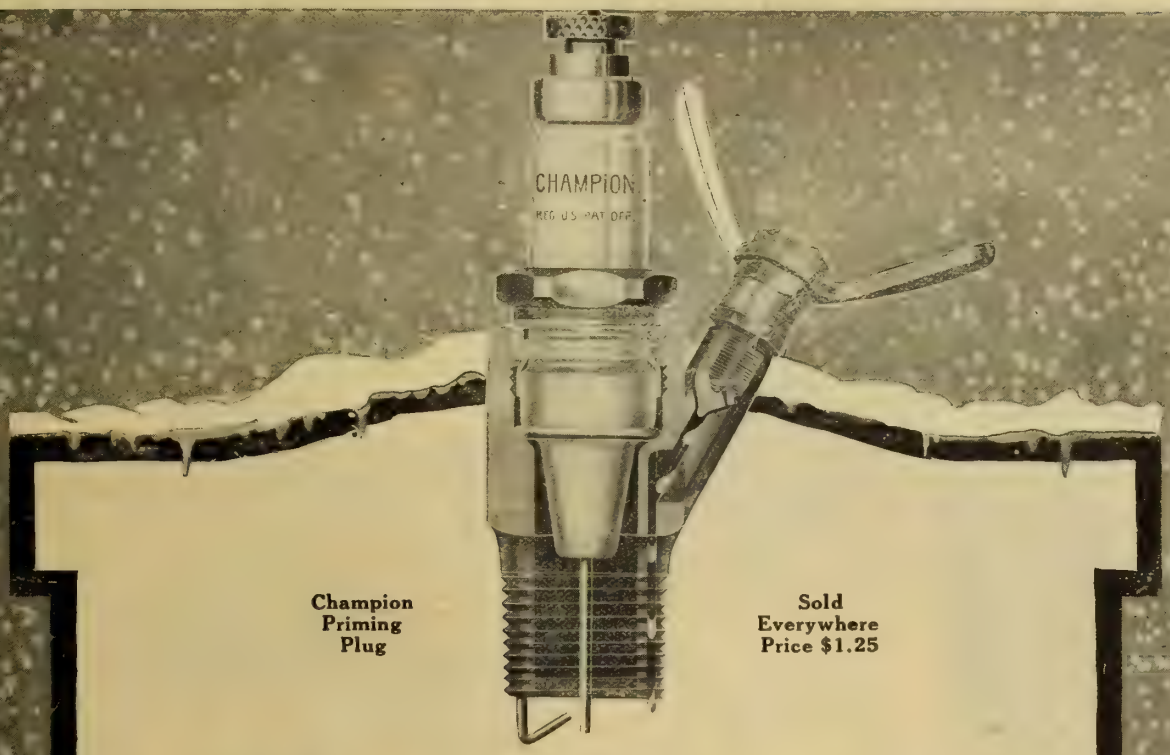
Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - ONTARIO

MADE IN CANADA



It's a Pink anyway you take it, and it's the best Peavey made.



Champion Priming Plug

Sold Everywhere Price $1.25

¼ Turn Starts You

Champion Dependable Priming Plugs enable you to do away with fussing and delay. They put a drop of gas right smack in the path of your spark. An explosion is bound to result, and your motor starts on the first quarter turn.

Champion

"TOLEDO MADE FOR THE WHOLE WORLD'S TRADE"

Dependable Priming Plugs

Are necessary winter equipment for every automobile. They are on sale everywhere and cost only $1.25 each. They are simple, effective and can't get out of order.

They are made in the world's largest spark plug factory, under the same exacting methods as all Champion Dependable Spark Plugs.

Wise dealers are stocking Champion Priming Plugs for winter business. They sell briskly during months that are otherwise dull. Order early and be ready for the cold weather rush of business.

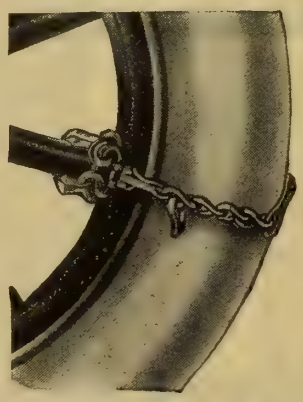
Champion Spark Plug Co., 7001 Avondale Avenue, Toledo, Ohio, U. S. A.

"EASYON" MEANS EASY TO PUT ON



Easyon Tire Chains can be put on—and taken off—easily; really with extraordinary ease. For this reason they become immediate favorites of car owners; they save time and tempers.

But "EASYON" TIRE CHAINS Have Other Advantages:



they wear longer than other chains—they cost less and the cross Chains can be renewed at less expense and put on with greater ease than other Cross Chains.

Easyon Tire Chains are in demand right now, and the sale will be active all winter—when skidding is imminent.

It is necessary to carry only three sizes; these fit all tires.

EASYON CHAINS are packed a set of eight in a bag, four for each rear wheel, enough to give a good grip on any road.

Size 3½ fits 3" or 3½ tires.	Retails at $2.40 per set.
Size 4½ fits 4" or 4½ tires.	Retails at $3.20 per set.
Size 5½ fits 5" or 5½ tires.	Retails at $4.00 per set.

Easyon chains are also made for solid tires.

Write for full particulars.

Leather Tire Goods Co., *Sole Manufacturers* **Niagara Falls, Ont**

Canadian Distributors: John Millen & Son, Montreal, Vancouver, Winnipeg and Toronto; W. R. Sachs, 77 Adelaide W., Toronto, Ontario; Canadian Selling Co., 74 Antoine St., Montreal, Que.; Auto Tire & Vulc. Co., Kingston, Ont.; Keyes Supply Co., Ltd., 199 Albert St., Ottawa, Ont.; M. & H., Ltd., 1405 Queen St., Toronto, Ont.; McLaughlin Carriage Co., Ltd., Edmonton, Alta.



Values That Bring A Big Trade

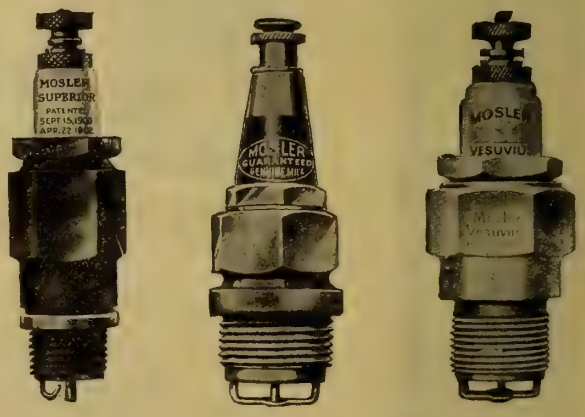
Handle our hockey sticks this winter and you will realize **quick sales and splendid profits.**

Now is the time to place your order. **Order at once and avoid the rush.** How about your sorting-up orders?

We make a specialty of Rock Elm, Maple and Hickory Pick, Axe and other Handles—handles that give maximum service.

St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

MOSLER



The name is sufficient

Quality makes it "The Indestructible Plug."

A Type for Every Motor.

Write for our proposition.

CANADA SALES COMPANY

183 Church Street, Toronto

If interested, tear out this page and keep with letters to be answered.

One of Our Customers

Took special note of our "JEWELER'S STORY" advertisement running in the national magazine; figured that HE could get the jewelers in his section interested with direct sales benefit to him by mailing to each a special circular; we prepared the circular.

Why not try the scheme yourself? We will supply the circulars—any quantity—with your name and address thereon.

Or, if there is any other class you wish to cover — AUTOMOBILISTS, PAYMASTERS, DOCTORS, SCHOOL TEACHERS, WATCHMEN—let us know.

Colt's Patent Fire Arms Mfg. Co.
HARTFORD, CONN.

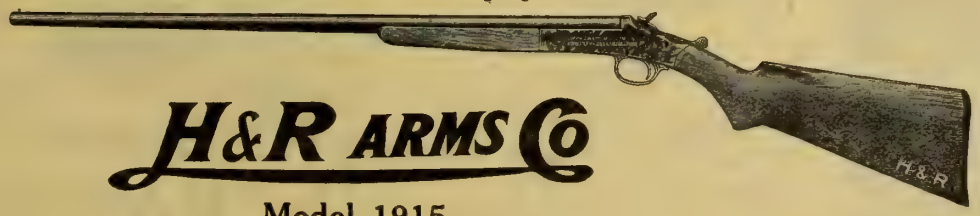
or A. MacFarlane & Co., Ltd.
Coristine Building :: Montreal, Canada



The Jeweler's Story:
"No, Captain, I wasn't afraid—a jewelry store is always liable to 'hold-ups' and thefts of all kinds. I've had two 'COLTS'—one in the safe and one behind the counter—for years. I knew my store would be 'picked out' some day. Now that the thief has 'gone up' for five years, I guess they won't mark my front door 'rich pickings — no gun' for some time to come."

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



H&R ARMS Co

Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

24 Gauge, 28 or 30 inch Barrel
28 Gauge, 26 or 28 inch Barrel
.45 Caliber, 26 inch Barrel
.44 Caliber, 26 inch Barrel
.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply.

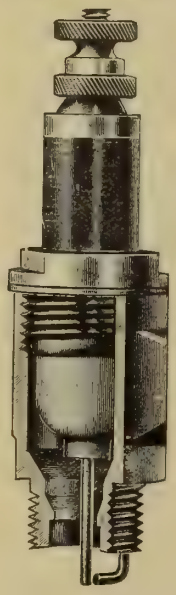
Harrington & Richardson Arms Company

715 Park Avenue, Worcester, Mass., U.S.A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

If interested, tear out this page and keep with letters to be answered.

SOOTLESS SPARK PLUGS



This plug increases the protection on the engine end of the plug by adding a porcelain cap, so arranged and enclosed that it is protected against breakage, and yet gives plenty of air space between the porcelain (within the firing chamber) and the outer steel shell. This renders the chance of short-circuiting through carbon formation exceedingly remote. The plug is so constructed that the high pressure, due to compression, tends to tighten rather than to loosen it. Being practically oil and soot-proof, it is especially adapted for use in air-cooled engines that use a large amount of lubricating oil.

WRITE FOR CIRCULAR.

Manufactured by

The Oakes & Dow Company

15 Chardon Street - - Boston, Mass.

HOCKEY STICKS

One Quality—The Best

Made from the best air-dried, well-seasoned Rock Elm, in all the popular models.

Used by all the well-known amateur and professional players.

Prompt shipments from stock.

We also manufacture BASE-BALL BATS, TENNIS POLES, TENNIS MARKERS, DUMB-BELLS, INDIAN CLUBS, BOWLING ALLEY PINS, etc., etc.

The HILBORN COMPANY

AYR, ONTARIO

Still Christmas!

FACTORY PRODUCTS LIMITED TORONTO FPL



This Pelouze Heating Pad

(12 in. x 15 in—50 Watts Three-heat switch)

does a lot of good work in a home.

Useful on the body to give relief from aches and pains and to stimulate local circulation.

Washable Eiderdown Cover.

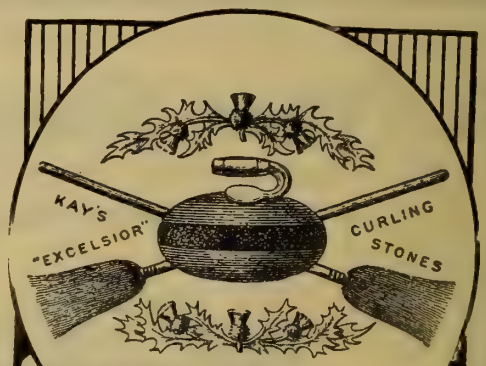
Fine for travelling—in hotels.

You can sell this pad to customers for their own use and for Christmas Gifts.

That is, if you have one or two to show customers. Get a quarter dozen right away—in time for Christmas.

FACTORY PRODUCTS LIMITED

220 King St. West, Toronto, Ontario



"KAY'S EXCELSIOR" Curling Stones

Run perfectly from the very start. No working down with emery necessary.

We carry a full line, in assorted weights, 36 to 45 lbs. to the stone, exclusive of the handle.

Also Handles, Grips, Fancy Washers, Brooms, Boxes.

Also Builders' Supplies.

Walter Belyea

Successor to the late

THOMAS BLACK

WINNIPEG

If interested, tear out this page and keep with letters to be answered.

ADAMSON

VULCANIZERS

Warning to the Trade:

It is very important to place your orders for Adamson's Products with your JOBBER at once, to assure you of prompt delivery.

The unprecedented demand for Adamson's compels us to make this urgent request.

Sell 'em a Vulcanizer for an Xmas Gift.

MADE IN CANADA

ADAMSON MANUFACTURING CO.
HAMILTON, CANADA

There are a thousand uses for
FRANCO FLASH LIGHTS



—and Everybody needs one

The demand for flashlights is becoming greater every day—supply that demand with "FRANCO," the complete line of flashlights.

Get ready now for the Fall and holiday trade. By ordering your anticipated supply early you are sure of delivery in plenty of time to catch the early shoppers.

Have you a copy of our catalogue? If not, you should send for one to-day.

Interstate Electric Novelty Co. of Canada
LIMITED
TORONTO 220 King St. West ONTARIO

W. McVean, Pres. J. A. McVean, Vice-Pres. Alex. McVean, Secy.-Treas.

Besides Manufacturing High-Grade
Heavy, Medium and Light
VEHICLE WHEELS

McVEAN

We also make **Large and Small Sarven, Auto and Woodhub Spokes, Bent Wagon, Auto, and Sleigh Woodstock.**

O. & W. McVean, Ltd., Dresden, Can.

VITAGAS

The Best Selling Product for the Dealers of Automobile Supplies and Accessory Stores.

Cheaper Gasoline

Vitagas increases the power of gasoline 50%, increases the mileage 30 to 75%, guaranteed to destroy all carbon.

EVERY SALE A REPEATER. WRITE FOR TERMS.

The Howard-Vaughan Company, Inc.
NIAGARA FALLS, ONT.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper.

No better lamps are sold than these Canadian made

Northern Light
MAZDA LAMPS

¶ They embody all that the word "Mazda" implies.

¶ They are made in all standard sizes for domestic and industrial use.

¶ The distinctive carton in which the lamps are packed are especially suited to attractive window displays.

¶ They are carried in large quantities at each of our seven distributing houses.

¶ Dealers net bigger yearly profits from the sale of these quality lamps than from inferior brands.

It pays to sell the best.





Northern Electric Company
LIMITED

MONTREAL HALIFAX TORONTO WINNIPEG
REGINA CALGARY VANCOUVER

EQUIPMENT FOR EVERY ELECTRICAL NEED

Aylmer

Ever Ready Pumps

BOOK! BOOK! NOW!

For Spring Trade

Don't wait. Prices will be higher.

If you haven't placed your business do so quickly. Write today and we will *protect you*.

Or see "the Aylmer man" who will call upon request. Look over your stock and *do it now*.

Aylmer Pumps, "The Quality Line," will get you business—more satisfactory business.

Our business increased by 50% this year. Why? Dealers everywhere are realizing that we not only build real high class, well built and well finished pumps, but also give a very pleasing service *with prices that defy competition—an unbeatable combination*.

To compare Aylmer pumps means to sell them. Let us show you.

The Aylmer Pump & Scale Co., Ltd.

AYLMER, ONTARIO

If interested, tear out this page and keep with letters to be answered.

Everything in Rubber

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

Made in Canada

BUY ONLY those goods that have a reliable maker's name on them.

The largest Rubber Company in Canada, if not in the British Empire, stands behind all rubber products that carry the Dominion Rubber System Symbol.

Canadian Consolidated Rubber Co., Limited

Head Office—Montreal

"Service" Branches at Halifax, St. John, Quebec, Ottawa, Toronto, Hamilton, Brantford, London, Kitchener, North Bay, Fort William, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Vancouver and Victoria.

If interested, tear out this page and keep with letters to be answered.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, DECEMBER 16, 1916 No. 51

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*
H. V. TYRRELL, *General Manager.*

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

Cable Address: Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

HARDWARE AND METAL

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GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director. Telephone Central 129600. Cable Address: Atabek, London, England.

UNITED STATES—New York, R. B. Huestis, 115 Broadway, N.Y., Telephone Rector 8971; Boston, C. L. Morton, Room 733, Old South Building, Telephone Main 1024. A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., Chicago, Telephone Randolph 3234.

SUBSCRIPTION PRICE—Canada, 3$ a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year; Single Copies, 10 cents. Invariably in advance.



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If interested, tear out this page and keep with letters to be answered.

Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 28 TORONTO, DECEMBER 16, 1916 No. 51

Every Man an Auto Owner

Huge Increase in Number Sold in Canada Points to This as a Probable Development — The Golden Opportunity That is Being Created for Business in Automobile Accessories for the Hardware Dealer.

A PROPER estimate of the importance of the auto accessory trade can only be secured by looking at the very remarkable increase in the number of automobile users in Canada. The motor car is becoming almost as common as the bicycle in days gone by. Everybody is going to have a car before long—if prosperity keeps up and the prices of cars keep coming down. Every city block, every country cross roads, will need its garage. The farmer will bring his produce to market by gasoline power; the mechanic will chug off to work with his hand on a steering wheel; and the lawn mower, that holders of street car stocks have had to keep for the clipping of coupons, will become rusty from disuse.

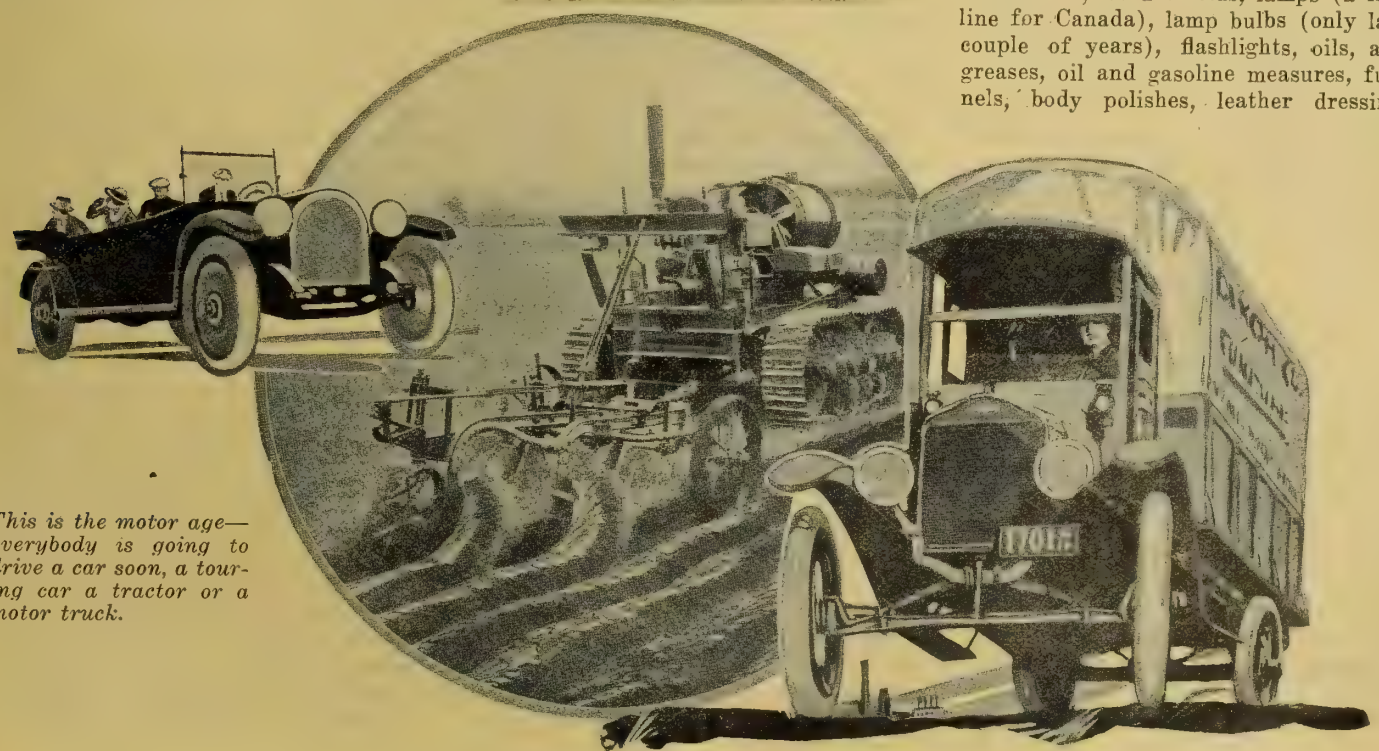
No matter what happens the demand for automobiles in Canada is going to be so great that the accessory trade constitutes the grandest opportunity that has perhaps ever been offered to the hardwareman. Consider the fact that by the end of the present year, it is estimated, there will be 115,000 automobiles in use in Canada, or one to every 70 of the population. In the State of Iowa there is a car to every 20 of the population. This if carried out for Canada would mean a total of 400,000 cars in use. Is this impossible? Consider that at the end of 1914 there were less than 50,000 cars in all Canada; that in the year just closing one Canadian factory turned out and sold—including exports—32,000 cars, and then could not satisfy the demand by several thousand, and are planning for anywhere from 40,000 to 60,000 for the coming year, import and export, with at least another 20,000 to be turned out by other factories for domestic sale alone next year, with a total value of all exceeding $45,000,000, and one will have some conception of the future that lies before one of our infant industries.

And these are only instances of the trend of the times in the automobile industry in Canada.

The Accessory Trade

It has been estimated, taking only a few lines, that 60,000,000 gallons of gasoline are consumed in Canada in a year, worth about $16,500,000; 1,259,000 gals. of lubricating oil, worth $1,000,000; 800,000 tires at $20 each, or $16,000,000; other accessories, such as horns, lamps, tools, polish goggles, tire holders, etc., at $5 per car, or $5,750,000, or a total of considerably over $40,000,000.

That the importance of the accessory trade has been grasped by the manufacturer, at any rate, is demonstrated by the really wonderful advance in the making of accessories during the past five years. Among the lines now made in Canada are: Tires and tire sundries, tire covers, patches and cements, vulcanizers, bumpers (only made since a year ago); seat covers, wind shields, lamps (a late line for Canada), lamp bulbs (only last couple of years), flashlights, oils, and greases, oil and gasoline measures, funnels, body polishes, leather dressing,



This is the motor age—everybody is going to drive a car soon, a touring car a tractor or a motor truck.

brushes (within last two years), hardware lines (tools, etc.), automobile clothing, driving gauntlets, etc.; tire chains, tire tools, tire holders, rubber pedal grips; rubber mats, robe rails, foot rests, axle truss, auxiliary radius rod supporters for Ford cars; steerer and radius rod, anti-rattlers, fan belts, license brackets, grease cups, rubber water hose, hose clamps, ignition and lighting cables, wheel pullers, demountable wheel sets, commercial bodies, auto trailers.

"Five years ago the manufacture of these lines was unknown in Canada with the exception of tires and tire sundries," said the purchasing agent of the largest accessory house in Canada.

These facts and figures are presented with a view to showing just how big the opportunity for retail trade is, and to point out to hardwaremen who are not already in line that no time should be lost in getting started.

Accessory Dept Getting Into Its Stride

How the James Walker Company, of Montreal, are Making Good in the Accessory Line in Winter When Auto Accessories Sometimes Go Slow—Advertising, Bulletins, a Catalogue

STARTING gear is important to an automobile according to the modern idea. The starting of an automobile accessory department is even more important in the hardware trade. How the James Walker Hardware Co., of St. James Street, Montreal made their splendid start in this line in the fall of 1916 has been told in HARDWARE AND METAL. How this firm is progressing in this line of automobile accessories is the subject of this article.

To begin with it should be understood, and is usually pretty well understood by the hardware trade interested, that business in automobile accessories is not at its briskest and best in the fall and winter. Yet there is much to be done even in the so-called dull season of the accessory business, the season selected by the James Walker firm for making the beginning in this important branch of the hardware trade. That much can be done in winter in auto accessories, much more in fact than even the heads of a large firm may suppose, is proved by the experience of the Walker Co.

"We have done infinitely more business than we had the remotest anticipation of ever doing in this season, and at the outset of our experience in accessory handling," said Mr. M. Hill the firm's manager to HARDWARE AND METAL.

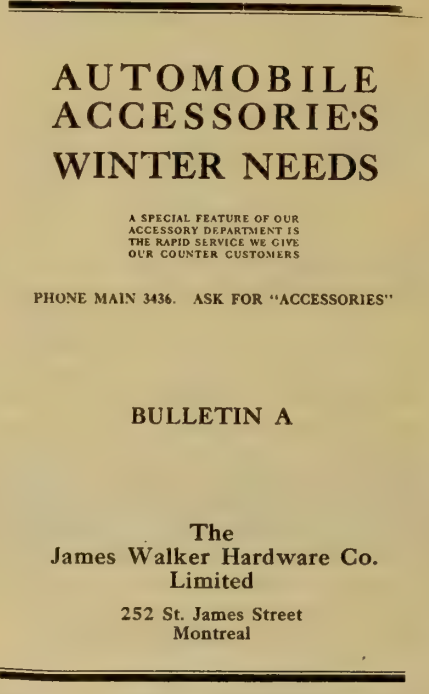
"What lines principally, did you find moving well?" asked the interviewer.

"Skid chains, rugs, robes, rug and robe locks, radiator hood covers and such winter goods went splendidly," was the reply.

"And we never had so big sales in auto and sleigh heaters in the past three years as we had this fall as a result of the accessory business".

Other lines which sell exceptionally well are tire savers, socket wrenches, and rim removers, and non-freezing compound was sold in enormous quantities.

Now there was a reason for the splendid sales of these winter needs for automobiles, a reason besides the good reputation of the firm mentioned, and besides the special effort of the firm's auto accessory dept. to give speed in the service rendered to automobile owners, a point which is too important to overlook.



Cover of Catalogue of accessories issue.

Perhaps in the cover of the pamphlet illustrated "Bulletin A." the first of a series of these planned by the firm's manager, and Mr. Latham of the auto accessory dept., the reason for the good business in the winter lines of auto accessories may be discovered. If you could open the pamphlet as many customers of the firm did open it you would find it fully detailed and clearly illustrated in the form of a catalogue of just such accessories as are required in the fall and winter season by the auto owner. Skid chains are there, radiator and hood covers are there; auto heaters are there, and also the fuel for them. Polish is there for the auto furnishings after exposure to rain and slush spatters. Weather strip for auto windows is shown. Utility jacks, and robe and rug locks are illustrated and described. Prices are given, and at the end of all is added a whole list of suggestions for winter requirements of auto owners which is in itself a sales getter.

This pamphlet "Bulletin A." was mailed to a selected and very well revised list of auto owners secured in the first case from the Authorities Civic and Provincial who keep the registers of automobiles and their owners, and afterwards closely and carefully revised and considered. Nothing was left to chance.

Mr. Fraser the firm's floor manager, and Mr. Latham the Accessory Dept. manager tell of many customers who came into the store with the bulletin pamphlet in their hands and their orders on their lips. Results? Certainly! Direct and visible results. Profitable results too.

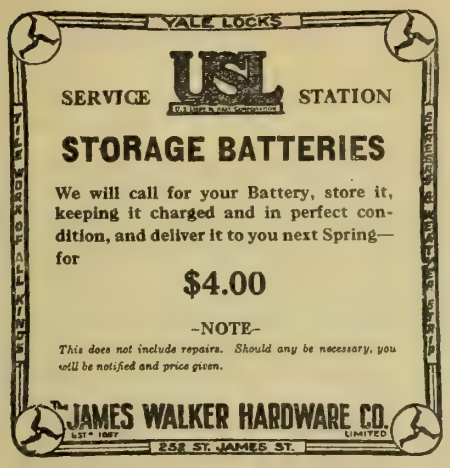
This pamphlet idea is being pursued along the same lines, for the coming seasons of still greater activity in the auto accessory business. But more—the baby bulletin A born in the winter is to have a big brother in the form of a splendid catalogue which is now in process of preparation, and which will be before the widest possible circle of trade and individual connections of the firm's soon after the middle of January. When the great range of fresh accessory ideas brought forth by the New York and Canadian Automobile shows have been launched before the public, the catalogue will be completed to contain the best lines developed. At present it is even already a large and most comprehensive catalogue, but it will be better still in a few weeks' time. In size it is to be 7 inches by 9 inches, suitable for slipping into the automobile 'pocket', and a loose leaf edition of it capable of continual change to

bring it up to date is in contemplation for permanent place in the garage. It features on a very large scale the importance of tools. But every possible line of accessories will be included in this 224 page volume of reference for the auto owner, and many other valuable features will be added in the shape of hints etc., such as are needed almost hourly by the autoist really engrossed in his pursuit, and pleased with the mechanical opportunities afforded him by his hobby.

This catalogue will be sent to as carefully chosen a clientele as the bulletin first issued reached. It will go to a still wider field, for the spring is to find the Walker Co. going forth with a force of travelling men into Eastern Canada from Kingston to the Coast with a line of new tires being introduced into this country.

HARDWARE AND METAL asked Mr. Hill if he could point out from his immediate past experience of beginning the accessory business, any difficulties likely to be met with by the trade starting up in this line in 1917.

"Well, fortunately, we have had really very few, I may say no difficulties except such as occur to all businesses in



Copy of advertisement used in the daily papers.

beginnings, and are familiar to all business men," said Mr. Hill "Still I should perhaps indicate as one of the principal possible difficulties in this accessory business, likely to be met with by men starting it up. That difficulty is in the matter of establishing and running a service station for charging storage batteries, and looking after them. This is a branch rather to be avoided by the small man starting up for the first time in accessories. It requires a considerable initial outlay, at least $100, to $150. It necessitates skilled attention, or exceptional powers of natural aptitude towards the scientific side, and I would warn the man starting out in the accessory line to be very cautious in this direction as the requirements of each accumulator have to be separately discovered, gauged, and estimated, and the treatment for each may be entirely different though the ordinary town current can be used when controlled for the store generator and thermostat. As, however, wrong handling may ruin the customers battery very easily, and in a very short time, the branch is one to go into with due and careful forethought, and expert aid.

The James Walker Hardware Co., are champions of well planned publicity, and all their catalogues, bulletins etc., will invariaby be found backed up and introduced by newspaper advertisements. One of their advts. of storage battery service is reproduced also in this article, and is a fair specimen of the direct, straightforward advertising methods of this firm, which by the way, is taking a full 'car space' for accessories alone at the Montreal show in January.

Christmas Trade in Sporting Goods

The Opposition That the Hardwareman Faces in the Bigger Cities and How He Must Meet It—The Success of Retailers in Smaller Places in Handling Sporting Goods

THE CHRISTMAS season offers particularly good opportunities for a rousing business in sporting goods. It is obvious that the demand for skates and hockey sticks will be heavy, but efficient handling of the department will also create good business in all lines —skins, toboggans, snowshoes, punching bags, gymnasium apparatus of all kinds.

The sporting goods trade in the smaller cities and towns is held very strongly by the handwareman. He has, for the most part, a monopoly in some lines and his share of the Christmas trade is large. In the larger cities, however, the specialty sporting goods stores and the big departmental stores cut into the field. The hardwaremen can hold his own even against this high-power opposition—if he handles his sporting goods with vigor and interest.

Unfortunately, all hardwaremen in the larger cities are not giving the attention to the matter that they should. "Sporting goods? Oh, yes, we handle sporting goods for Christmas season trade," said Hardware Merchant No. 1 in an Eastern metropolis to a representative of HARDWARE AND METAL, who had called on him. "We handle sporting goods, hockey sticks, and skates, and pucks, and the winter lines of them, and leather goods, too, boxing gloves, and punching bags, etc.; but they're slow at present, dead slow."

Christmas was not two full shopping weeks distant; the gift buying season was in fullest swing; there was an atmosphere of activity in almost every avenue of retail trade, but this hardware merchant was not enthusiastic about Christmas trade in sporting goods.

"Now if the cold weather would come decidedly," he said more hopefully, "we'd soon have something doing in sporting goods for the winter. We've got all the lines down in the basement. Next week I'll get a window display fixed up, I expect."

"You count on your window display for results?" asked HARDWARE AND METAL.

"Oh, certainly. Always in that line of goods we look to the window for the sales."

"You don't do any newspaper advertising besides dressing a window, do you?"

"No. We gave it up when the war began, and we haven't done anything with it since. We didn't seem to be getting the results we expected from it then. That's why we gave it up."

The HARDWARE AND METAL man made a mental note to return and have a look at the promised window display in about a week's time, and wended his inquiring way farther along the "main stem" of the Eastern metropolis.

At another hardware store he stopped. There were a few skates displayed in the window. But the proprietor was also unenthusiastic. Too little doing in sporting goods, he said. Oh, he had them all right, and when the weather got more seasonable he'd perhaps show them more, and make more sales. But the big department stores were taking all the people's money now. "Tell you what it is," he said, knowingly, to HARDWARE

AND METAL. "The people go to see Santa Claus, and stay to spend their money. Those big stores have their sporting goods and hardware departments too."

Another hardware store with a very inviting tool and cutlery window, almost opposite to a huge department store—frankly (through its manager) suggested that HARDWARE AND METAL should go to the department stores for his information as to the business of selling Christmas sporting goods. Later on in passing this particular store, the observer and interviewer discovered hidden away in a street level show case under the window proper, a small array of skis, and skates, and toboggans, yes, and shin guards, etc.

Yet another hardware store making a good display furnished the managerial information that "they could not tell whether sporting goods were going to go well this season or not. They would try a few in the window no doubt when the weather got colder. With so many young men away at the front of course it was a good deal of an experiment though." This store had all kinds of sporting goods lines tucked away in odd corners. HARDWARE AND METAL saw football bladders high up on shelves, and hockey sticks stacked in the middle-distance, while skates were also evident, and boxing gloves were lurking behind baseball bats in the far background. But there was no attempt at display window, or within store. The manager, however, would avow faith in nothing but the window display as a selling medium for sporting goods in any season. Advertising he would have none of for such special lines.

To another store went HARDWARE AND METAL still enquiringly. Here there was more hope evinced for sales of sporting goods this season. The management had done well with Skis last winter, and was adding them as a special feature line this year. But until the snow appeared nothing was to be done as regards displaying these. Toboggans, toboggan cushions, skates, pucks, hockey sticks, snowshoes, all these were in stock, and would be duly exposed for sale in course. Much would depend, of course, on the weather. The window was the legitimate selling medium for sporting goods.

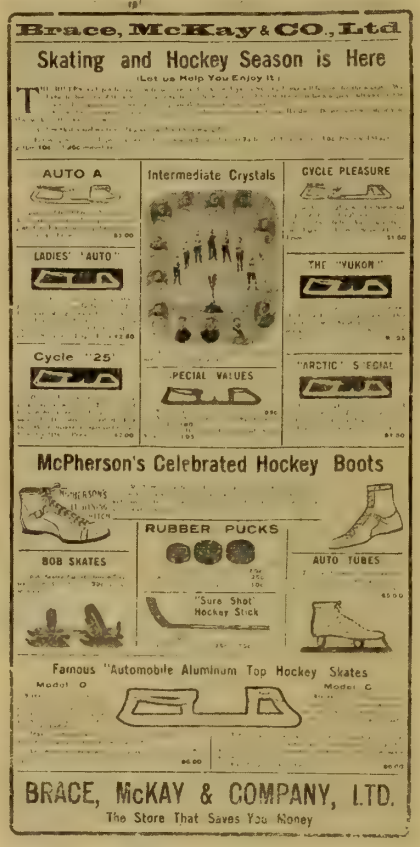
In another hardware store which does a big business in many lines (including automobile accessories) and which has a very vigorous live wire management, HARDWARE AND METAL heard still the same story that sporting goods were going slow though the Christmas season was in full swing, but heard also some hints of forceful persuasion in helping along business in this line. Some advertising was done. Skates and skating boots had been advertised, and look here!

The live wire manager showed HARDWARE AND METAL a whole row of skates fitted to boots awaiting delivery to their purchasers.

"That's just this morning's orders," said the manager.

After these interviews with retail hardwaremen the representative of HARDWARE AND METAL bethought him of the words of one of the first hardwaremen he had interviewed on the subject at all.

"The big department stores are getting the people's money. The people go to see Santa Claus, and stay to spend



Here is a firm which believes in advertising sporting goods—Brace, McKay & Co., of Charlottetown, P.E.I.

their money. Those stores have sporting goods and hardware departments too."

Towards the headquarters of Santa Claus in the Eastern metropolis (or at least towards one of the principal ones amongst many "headquarters of Santa Claus" in that city) the inquirer on behalf of readers of HARDWARE AND METAL then directed his steps. What effect had the presence of Santa Claus in the store upon the sale of sporting goods he proceeded to discover.

Here is what he discovered.

Crowds — dense crowds, including all sorts and conditions of humans from mothers with wee babies to young men with and without girls, also girls with and without young men (for it is wartime.)

An immensely busy store, and an immensely busy sporting goods department also.

"How are our sporting goods going at present?" repeated the manager of the sporting goods department of the big store to the interviewer. "They are going so fast that I can hardly get goods enough to replace them as I sell them."

"What, and in this weather?" asked the interviewer. "You don't mean to tell me you are selling snowshoes, for instance, or skis in this open weather?"

"Oh, yes, but I do. Snowshoes, and skis, and skates, and toboggans, yes, and children's sleds—the sleds especially so fast that I cannot replace them quick enough."

"Boxing gloves and punching bags and such things too?" asked HARDWARE AND METAL.

"Oh, yes, any amount of them, for Christmas gifts I suppose, some of them, and some straight to the men who are to use them I know. All kinds of sporting goods are selling splendidly right now.'

"You advertise them, of course, in the store's usual space in the daily papers, don't you?"

"This department gets its share of the advertising space used, certainly."

"With special results do you think?"

"With results direct and certain I know," was the reply. "There have been advertisements for skates, for instance, which have brought crowds of buyers the next day. We have the goods at the price the people want to pay for them. That's the whole secret of making sporting goods or any goods go. The main thing is to **get after the people with the goods.**"

What Can be Done.

It follows that the retail hardwareman in the big city can get more business in sporting goods if he goes after it right. The interviews quoted above are not typical of all city stores—not by any means. There are plenty of retail dealers in the bigger Canadian cities who are "live wires" in the fullest sense of the word and who are doing big business in sporting goods. But there also are many dealers who regard the question as do those seen; and to dealers of this class this article is directed.

—⚙—

Major Bartlett McLennan, president of the Williams Manufacturing Co., of Montreal, in a letter to friends in Montreal, states that he will sail soon for Canada, having secured three months' leave following his recent accident in France. Major McLennan, in addition to his connection with the Williams Manufacturing Co., is a director in the Canadian Explosives Company, of Montreal, and the Montreal Telegraph Co..

Meeting the Sportsman on Common Ground

By Edmund Doremus



AT best most business is prosaic. In nearly every type of retail store, however, may be found a department in which the stock, though not a necessity to the customer, is that end of the business through which the salesman may get a little closer to his customer and help him forget the hard drudgery of ordinary things. The grocer displays in the front of his store a selected line of vegetables, fruits, jellies, etc., put up in glass; the dry goods man always has a fancy goods table and the druggist excites the desire for new and attractive things by an effective display of toilet articles. May we not call these branches of the stores, the flowers—the bright spots that appeal more or less sentimentally to the customer? Are they not the avenues by which the salesman may become better acquainted with the customer, and may they not often be the means of securing a new customer for the more staple and steady merchandise? A housewife will remember a delicious glass of candied cherries or a bottle of queen olives much longer than a bag of sugar.

But what department presents the "Smile" in the hardware business? Through what end of your store can you buttonhole a man and chin with him on matters that have interested you both since you were boys and will be of interest as long as you can shoulder a gun and cast a fly? I have said it—The Sporting Goods Department.

Probably 99 out of 100 hardware dealers locate their Sporting Goods Department at the front of the store, because the articles make an attractive display. They are easily arranged and sure to call to mind some memory of the past or anticipation for the future. A customer comes in the store—perhaps a new one—and waits for some one to wait on him. As you approach you notice he is looking at a new fly or reel, or an attractive bit of advertising on the counter. This is the time to get close to this man. Show him the advantages of the fly or reel, or if it is the picture of the hunting scene that interests him, tell him something about the game, where to get it and what it is shot with. He may know more about the subject than you but that will make him talk and if you are a good listener you will have won a friend for your business. Men always have time to talk sport. Boys haven't time for much else. Many a man buys his hardware from A. B. C. & Co., because when he was a lad, old Mr. C. had time to show him how the new pump action .32 rifle worked or was willing to let him get the feel of a baseball mitt.

The unusual popularity of the average manufacturer's representative in any sporting goods line is undoubtedly due to the fact that he has had actual experience in field and stream or has been a star at hockey or baseball. He knows the game and can talk it and if you are a red-blooded man you enjoy listening to him. Is there any work in your business that affords more pleasure than looking over the salesman's sporting goods samples or mulling over a new catalogue? Just so with your customers. The man who comes into your store for nails will go away with a better taste in his mouth if you have shown him something new in connection with hunting or fishing, and he'll come back again for nails, because he remembers that he likes to go into your store. It is easy to make a sporting goods department the vehicle of keeping customers satisfied and getting new business, and it is profitable, not only for the general hardware line, but for the sporting goods department as well.

Too much cannot be said in regard to the advantages to be derived by the dealer and his salesmen from actual experience with guns, ammunition and fishing tackle. The big outdoors not only makes a man physically fit but it also broadens one mentally. After a week in the woods how much greater is the enthusiasm when selling a high power sporting rifle or a split bamboo fly rod. Personal experience adds much weight to suggestions of equipment necessary for any kind of a sporting enterprise. Being well known as a sportsman means being well known as a sporting goods man.

You are happier as the result of a successful day with the gun that he bought in your store and he will not forget where he bought the gun when he is showing it to a friend. Is not the Sporting Goods Department then the "Smile" in the hardware business. Keep smiling.

Hamilton, Ont.—Cummer Dowswell, Ltd., are extending their plant in both manufacturing and storage departments. The additions when completed will increase the floor space about 35 per cent.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, DECEMBER 16, 1916 No. 51

WHAT use are coppers nowadays anyway? We'll soon be making small change with quarters.

* * *

PERHAPS in 1930 we will look back wonderingly at the day when nails were $8.00 and turps $1.50. Who knows?

* * *

LLOYD GEORGE should be able to take out his card in the carpenter's union. He is a finished cabinet maker.

* * *

THE KAISER is willing to make Poland and Lithuania separate kingdoms. Probably also Francesco Villa would be willing to hand California over to Japan.

* * *

BUSINESS is so good that some men regard more orders with apprehension. And back in 1914 . . . . but why think of those dead and gone days of panic, passion and pessimism?

A BUSINESS GOVERNMENT

THERE may be those who think that a business paper should not concern itself with anything of a political nature. This belief is based on the idea, unfortunately true, that politics and business are entirely separate and distinct. It is the firm and earnest belief of HARDWARE AND METAL, however, that no matter what politicians may have done in the past, *government* and business should be closely allied to the extent at least that government should be carried on along business lines.

An outstanding fact about the new British Government of Lloyd-George is that the cabinet is made up of men selected for the most part because of their aptitude for the particular work placed in their hands. Cabinet selections as a rule are based purely on political expediency. Lloyd-George has fallen into this custom in a few instances but his appointees are for the most part men of outstanding power. That he has gone outside the pale of politics and selected business men for departments which require business experience and ability, is the surest indication of his earnest intention to construct an efficient governing machine.

HARDWARE AND METAL believes that the control of affairs in Canada should be made equally as efficient as it is hoped the new British government will prove. This would not be accomplished by turning the present government out and replacing it by a Liberal government constituted also along purely political lines. Neither would the desired result be obtained by a coalition cabinet made up entirely of political leaders from both sides. Only could it be done by a shaking up in the personnel of the cabinet, selecting for each portfolio the one man in Canada best fitted for the work whether he be Conservative or Liberal, politically prominent or comparatively obscure, lawyer, business man or mechanic.

It would be a radical step; but precedents have been provided in Great Britain and France. War is a great provoker of radical steps and sometimes, as a result, of great improvements. The dire necessity that has shaken nations out of slothful tradition and easy-going ineptitude, is felt in Canada. We must do our best, our very best, to win the war.

AN OPPORTUNITY IN ACCESSORIES

ALTHOUGH the advance in automobile construction and particularly in the matter of cold weather accessories has made it feasible to use cars the year around, the average car is still "laid up" to some extent during the winter. An opportunity is thus created, and taken advantage of by every owner, to have tires thoroughly overhauled for the heavy work of the succeeding seasons and to give the car a general "going over."

It is obvious that this situation creates a special opportunity for the sale of accessories of all kinds. Tools will be needed for the "tinkering" that most owners will be pretty sure to undertake on their own account and, as the tire casings and tubes will be needing repairs, there will be a special demand for tire vulcanizers. This demand will be felt most particularly during the next month or so. In fact, a vulcanizing outfit would make a practical and very ac-

ceptable gift to a motorist. They can be obtained anywhere from $1.75 to $3.50. Why not turn your store machinery to creating a demand for such lines as Christmas gifts?

"TO THE ADVANTAGE OF THE COMPANY"

THERE is no surer back-firer in the world than a derogatory word spoken against a competitor. It is a veritable boomerang, and while the utterer is eagerly watching to see its effect, it is more than likely to come whirring back to spill his own business brains about the shop.

It is a natural impulse perhaps, to decry anyone who walks the same path of life with us.

Everyone hankers to be the big frog of the puddle, and to have his own voice the loudest in the choir of the pond. That's human nature; human nature too, perhaps to suggest that bull-frog No. 2 is singing off the note if he seems to be attracting more attention than we. But it is human nature based on the fallacy that there is only one pond and only one degree of success.

To try to undermine your competitor was an accepted system of early business. But new business ethics and a widening of the business horizon have proved that it is neither good ethics nor good business. You can't point out the beam in your neighbor's eye without drawing unusual attention to the mote in your own. You can't undermine the public confidence in your competitor without in some degree injuring yourself. Silence in itself bespeaks success. It is a sign of inferiority to whine.

One large merchandizing company expresses the idea in these words:

"It is the policy of the company to obtain and hold its trade by offering extensive variety, constant supply, careful selection, fair prices, uniform treatment, prompt attention and absolute reliability. Accordingly you should rely on these points in soliciting business, and be careful to refrain from criticising and making derogatory remarks respecting any of our competitors, even though it should be called to your attention that some of them are engaged in unfair tactics. Such an attitude on your part, maintained constantly even in trying circumstances, is sure to win the respect of the trade and react strongly to the advantage of the company."

There is the gospel of the soft answer opposed to the big stick—not on the word of a preacher, but on the word of a business man. It is good business to speak no evil of your neighbor, it is "to the advantage of the company."

THE MARKETS AGAIN

LAST week in the paint markets, HARDWARE AND METAL predicted an advance in the price of white lead ground in oil, as follows:

"White lead in oil looks ominously like breaking its own high record, though linseed oil is a shade quieter this week, and in slightly duller market. Lead, however, is very firm and the outlook is certainly for an increase in price of white lead in oil."

By reference to the paint market pages in this issue it will be seen that the prediction has been very amply verified. White lead in oil has gone up this week fifty cents. Again, in last week's "Markets at a glance," appeared the following:

"Still higher prices may be expected soon on iron pipe, scoops and shovels, galvanized and black sheets, lead products, stoves, lawn mowers, white lead in oil, wire nails and fence."

That the predictions thus confidently made were based on a sound knowledge of the market is demonstrated in the very significant fact that this week HARDWARE AND METAL announces that wire nails have gone up 35 cents, and lawn mowers 12½ per cent., and that increases have been announced in iron pipe, fence and lead products.

The fact that HARDWARE AND METAL continually forecasts the trend of prices and thus gives the buyer an opportunity to "cash in" on the advance information thus supplied him is not, however, the most important part of the market service after all. The great fact about our market service is that it gives all the changes of price as they occur, that it contains full and authoritative quotations on everything the hardwareman carries in stock, and that he can get whatever information he may need by referring to the weekly reports. HARDWARE AND METAL'S market service is complete and reliable.

Are you getting the fullest benefit from it?

TRADE ACCEPTANCES AND THE RETAILER

AN Atlanta, Georgia, bank has been sending out a circular to all wholesalers, outlining to them the advantages of a trade acceptance over the usual open account. The wholesaler shipping a bill of goods, in many instances merely sends an account. This statement is of doubtful commercial advantage in the eyes of the bank. It is open to dispute, subject to reductions, and consequently is not acceptable at its face value, save at a high rate of interest. Many adopt the method of getting trade acceptances. They send out drafts with their statements. These drafts properly endorsed, whether they are drawn at sight, at 60 days or whatever time, are a definite acceptance of responsibility for the account as it stands, and as such are much more readily negotiable by any bank at a much lower rate of interest.

Is not this also a suggestion for the retailer? Experience has proved that the retailers credit accounts show a very considerable margin of loss. Many a dealer needs accommodation that the bank could give on the security of his accounts, did they know that there was any surety of collection.

Taking Inventory at Original or Present Cost

Merchants are Divided as to Whether Allowance Should Be Made for Appreciation—Suggestion That Goods Be Taken In at Present Values and Percentage Taken Off—Real Estate vs. Bank Profits

Based on Interview with T. E. Aikenhead President Aikenhead Hardware Co., and other merchants.

WIDESPREAD interest was awakened in the trade by the announcement in last week's issue of HARDWARE AND METAL that an article would appear dealing with the basis on which it would seem wiser for the merchant to estimate the value of his stock in connection with the annual inventory.

This idea touched a vital point. To some it came as a statement of an entirely unthought of problem, but one they recognized at once as of the utmost importance. Others it found in a condition of bewilderment at the many puzzling aspects of the case, for in this as every other turn of this war, the kindly help of precedent has deserted us. In a third class were some merchants who have been pondering this subject carefully and have at length arrived at a conclusion.

It may not be comforting to the average reader who is looking for light to be told that these last conclusions are as wide apart as the poles. This has made the investigation of HARDWARE AND METAL more than ordinarily difficult, but while we will not attempt to lay down a set rule to govern every business, we believe that out of the varied views presented and the reasons that underly them, merchants will be assisted, at all events, in working out a safe basis for what most of them are coming to consider is one of the most important decisions with which they are faced today.

To do this we regard as our plain duty to our readers; to venture beyond it by laying down any categorical rule would be to assume the superhuman wisdom of an oracle.

There are, of course, the two main classes: those who are strong for taking in stocks at the original invoice costs, disregarding any appreciation that has come to the goods during the time they have lain upon the shelves. The other class cannot see why they should not take—on paper—the extra profits, due, as they claim, to their wisdom in buying far in advance, or to the sudden upward movements of the markets in a limited period.

To this the obvious reply of Class No. 1 is that "You should not count profits until you sell the goods. The market may drop in the meantime and then where will you be at? You will only have to acknowledge that your boasted profits existed only in a mental condition."

HE USED TO TAKE AN INVENTORY

A member of the staff of HARDWARE AND METAL was calling on one of the best known of the small town merchants in Canada. He had made a success of his business, and was now enjoying the results of this.

"How are you planning to fix values when you take your inventory this year?" was asked.

"I never keep an inventory," was the reply. "I don't need to. I own the whole of my stock; I have money in the bank; I can give a cheque for anything I buy,—and don't feel like being bothered about finding out exactly what stock I have."

"But didn't you ever take an inventory?"

"Oh, yes," was the decided response. "I did for years. I had to then. I was building up my business then. I didn't own it all. I had to do it then as a measure of safety. Now it doesn't matter to me whether I have a $10,000 or a $15,000 stock. It did once,—when I didn't have that much."

"What would you do if you had a fire?"

He laughed. That was a little different.

"What I should do would be to bring before the adiusters a number of the wholesale travelers and ask them to estimate the value of the stock I had on hand.

The original practice of this merchant, and the fire argument, we would combine as a double reason why the inventory should be taken this coming January,—and every January thereafter.

According to Market Fluctuations

"Granted," is the retort. "But we raise or lower our costs and selling prices according to the fluctuations of the markets. We would be following suit in the case of the inventory. And, again, we have always gone on the principle that our stock was worth what we could get for it at a sale; and certainly the basis of this would be the cost in effect at the time of the sale."

And so the argument has been going on, as HARDWARE AND METAL found it, like battledore and shuttlecock.

It remained for the president of the Aikenhead Hardware Company, of Toronto, T. E. Aikenhead, to step out into a somewhat different material atmosphere for an illustration, in championing the practice of cutting down the inventory absolutely to a basis of the original cost price. He was referring to a friend who was just as strong on the opposite side.

Real Estate Profit (?) of $2,500

"It reminds me," he said, "of an acquaintance of mine some time ago. He had bought 100 feet of land and had paid $50 a foot for it. Soon after, the lot next to it sold for $75, and he triumphantly said to me, 'I've just made a profit of $2,500 on that land of mine, don't you see?' I did not, but he went on figuring out his profit that way. Some time later I came across him and jokingly asked him how he was getting along with that profit of $2.500 that he had cleared on that land. 'Oh,' he said, rather sadly, 'that wasn't profit after all; I couldn't sell my land to-day even for what I paid for it."

"No," continued Mr. Aikenhead, "it never has seemed to me a safe business proposition to figure profits until they were ready to place in the bank."

When Steel Tumbled 26 Points

"Now, let us look at that argument about the real value of the goods. How long do we know that prices will keep up? One of the best illustrations we could have had of the uncertainty of the 'war' markets in spite of the theories based on war, was what happened

yesterday (Tuesday of this week) on the announcement by the German Chancellor of preposterous terms of peace. Bethlehem Steel took a drop of 26 points. Imagine what would have happened to the market if there had been any real basis behind the talk of peace. Imagine what will happen when there is a real basis.

"And we must remember that the stock and the steel markets are the two best barometers we have as to prices, not infallible, but the best available. The price of steel determines in the main the price of food and of cotton. For the war will be won by steel.

"That is the way I feel when a merchant tells me that he has made $50,000 simply by holding on to his stock. That isn't what it is for. He bought it to sell. Why doesn't he sell it, then, and wait until it is sold and the profits received actually before he begins to count that $50,000?"

How to Figure Out Cost Price

Once the principle of taking in his stock at the actual cost had been determined, another big problem confronted this firm, as it will every merchant—how to arrive at the cost price of the goods?

In normal times this should not be difficult, and is not where there is any sort of system in keeping track of the buying of the goods and the prices as they were in force at the time. But now it is vastly different. Here are nails. Some were bought perhaps as low as $3.90, and the last lot may have cost over $4.50. Perhaps you have three or four lots of these, if you bought heavily anticipating the raises that came into effect repeatedly. Will you take them all in a lump at the original, or at the last purchase price, as you have mixed the different lots? Or will you, as one merchant suggested, average up the different costs?

The following plan was decided on after a consultation of all the heads of departments in the Aikenhead business: **That the inventory should be made on the basis of the cost price as existing at the time of taking the inventory. From the total of the various groups a certain percentage should be deducted as representing the estimated increase in the value of the stock since the goods were bought. This reduced total would be the inventory value of the stock—in other words the actual cost or invoice value.**

No chance here for that real estate "profit" of $2,500, or the $50,000 that looks all right now, but on the near approach of the ending of the war may banish in an instant as did the 26 points of Bethlehem Steel.

Reduction Percentage of 20, 25, or 30

This percentage of reduction will vary with the length the goods have remained in stock. One merchant who was asked about this point figured out that his would run about 20 per cent. That is, that he would have to take off one-fifth from the gross total, reducing a $10,000 stock to $8,000. This would mean that the $8,000 stock had increased to $10,000—an increase of 25 per cent. So the old question comes up here, 20 per cent. of the one is equal to 25 per cent. of the other.

Why did this last named merchant figure on 20 per cent. reduction? Simply because he turns his stock on the average five times a year, so that he feels that not much more stock stays for more than 2½ to 3 months before it is sold. This is a quicker turnover than is secured in most stores, so that those whose stock dates much farther back than three months would have to increase the reduction to say 25 per cent., or even 30, and in some cases a higher amount. If the 25 per cent. was chosen it would mean that the stock on the basis of the cost price had increased in value 33 per cent. If he takes 30 per cent., this would figure out as an increase in the original cost of 42 per cent.

In arriving at this reduction percentage as we will call it, some merchants may be able to estimate it fairly accurately from their intimate knowledge of their stock; others may prefer, as one merchant suggested, to work out the per cent. by taking certain "blocks" of their stock and going into the actual advances in detail with these and thus applying it to the whole of their stock.

This deduction method is one of the simplest that has been presented to HARDWARE AND METAL. Any attempt to keep track of the separate cost prices where these have changed so rapidly, and purchases have been made more frequently than usual in order to "get in" on a price before it should go up, would seem to result in endless work and almost endless confusion.

In next week's issue, HARDWARE AND METAL will continue this discussion and reproduce a simple form for an inventory, and will also take up the point of the relation of fire insurance to enhanced values of stocks.

RAISED INSURANCE 25 PER CENT.

A natural outcome of the realization of the increased value of the stock of the hardware merchant through advances in the markets should result in a considerable increase in the fire insurance carried. Mr. Aikenhead during the interview with HARDWARE AND METAL stated that his firm after going roughly over the stock decided that in safety they must add 25 per cent. to the old policy, and this was done.

In a future issue we will show the serious loss a merchant may suffer in case of fire, under the co-insurance clause, if he fails to keep pace in the case of his policy with the advance in value of his stock. And this will happen even if the damage from fire falls far below the total of the insurance carried.

SIX PRICE CHANGES IN A ROW.

One merchant who buys largely gave HARDWARE AND METAL an illustration of the difficulty in figuring out the actual cost by going back to the original invoices.

"I gave an order for a large number of files in June last," he said. "Since then deliveries have been trickling in, and the prices charged me have changed just six times on those deliveries."

This incident gives point to the suggestion in this article that goods be valued on present cost basis and a percentage taken off this to cover the appreciation.

EMPIRE TRADE BANK PROPOSED

THE Department of Trade and Commerce Ottawa has received from the Committee on Financial Facilities for Trade appointed by the British Board of Trade, a memorandum outlining the committee's recommendations for a trade bank for the Empire. The committee contemplates a trade bank under Royal charter to fill the gap between the home banks and the British foreign banks and banking houses, and to develop facilities for inter-Imperial trade not provided by the present banking system. It is recommended that the proposed bank should have a capital of $50,000,000; should open current accounts and a credit department for those opening up business with other parts of the Empire, should inaugurate an information bureau; should become a centre for syndicate operations; should receive Government assistance and should have power to establish branches or agencies where no British or foreign bank of importance exists.

Special Appeal to Ontario Retail Hardwaremen

Secretary of Ontario Retail Hardware and Stove Dealers' Association Points Out Dangers of Present Situation—Lack of Retail Organization.

Editor "Hardware and Metal,"
Toronto, Ont.
Dear Sir:

Through your valuable columns, I would like to make a special appeal to the hardware dealers of our Province for increased interest in the matter of organization for the welfare and protection of our particular branch of business.

It must be conceded that we are now entering upon a most critical time in the history of our business life, a time when concerted action is more than ever necessary to keep our affairs in a healthy state pending the return of normal trade conditions.

With wholesale costs now exceeding in a great many lines the maximum retail figures of the past year, it must be apparent that to secure the same percentage of profit as formerly is impossible. More lines are continuously being added to the range which are being sold at a less profit than the cost of doing business, especially where local competition keeps prices down as long as any old stock lasts. This is deplorable and unnecessary, did proper conditions prevail. We all realize, when reading our morning's mail, the effect of organization in the manufacturing and jobbing branches of business. "Advanced Price" notices are received from wholesalers and manufacturers, all on the same basis. Their being organized enables them to get advance on prices as they occur on all stock on hand, excepting booked orders.

The lack of organization in the retail trade is shown in an almost absolute disregard of new values and the disposal of stock at prices below which it can be replaced.



W. F. MACPHERSON,
Secretary Ontario Retail Hardware and Stove Dealers' Association.

Now, Mr. Retailer, where will it all end? Within a year at the outside our stocks will contain all high cost goods, goods which will be sold at a lower rate of profit and, no doubt, in curtailed quantities. Then, when the decline comes, what will happen? Will the consumer, out of sympathy for you, pay a higher price than the then market value? Don't think it for a moment. Dependent on the real or fictitious nature of the advanced prices maintaining, so will the declines come, gradually or quickly. In either case, profits are sure to suffer. Are you preparing for that day? Get ready now. Get and keep your cost prices up to date. Take your profits now on the up-to-date costs. Get in touch with the other dealers in your district and agree to do business on business lines. They are just as anxious for a profit and safety as you are, and only need approaching half way to overcome the conditions which are prevalent in too many places. With the trade properly organized, this competition would be largely eliminated. It is for this greater organization that I make this appeal.

In the Ontario Retail Hardware Association may be found the nucleus of a grand organization. It is now rendering a service which has trebled the membership in two years. With a highly appreciative body of business men behind it, it surely merits your support. During the past few months, many Price Lists have been issued, giving net cost figures on various lines of goods, which would involve a great deal of time for the individual merchant to figure out. Consequently, it is often left undone and guess prices prevail in too many cases. One of our members with a large business wrote me a few days ago "Your last set of cost sheets surely made me sit up and take notice." Too busy to keep up the new costs until he got a shock, and there are many shocks coming to dealers all over the country when they realize what the goods they have been selling will cost to replace. These costs are now furnished to members of the Association on many staple lines, and, as the membership grows, so will the service.

I trust that this appeal for better organization may, with the many possibilities for future usefulness, be the means of an appreciable increase in our ranks. "In union there is strength."

Yours sincerely,
W. F. MACPHERSON,
Secretary, O.R.H. & S. D. A.

No Room for Mystery About Prices.

From *The Cordage Trade Journal.*

ONE of the strange ideas that some otherwise sane business men hold is that current market values are something akin to state secrets, and should be surrounded with all kinds of mystery. It is amusing to observe some of the lengths that those who hold extreme views of this kind will go to prevent (as they think) current prices from becoming known. Some concerns go so far that they issue no price-lists whatever; will not give a price to even their largest customers over the telephone, and will only give a few prices at a time to their regular trade. They treat their customers as if they were not to be trusted with prices which have a vital effect upon their customers' own prosperity.

During the last year and a half there has been a general upheaval in prices and values such as has not been known in the history of the commerce of the United States for over forty years, if, indeed, the changes have ever before been paralleled. Prices have advanced rapidly, and all kinds of relative values have changed. Merchants and distributors of all kinds have been hungry for information that would enable them to adjust their affairs to the new and constantly changing conditions. Buyers of all kinds have felt that they must be possessed of the most complete information obtainable so that they could intelligently handle the situation, and obtain adequate prices for the goods they sold. Trade newspapers have done their utmost to obtain and print promptly all advances in prices, and data concerning the reasons for such advances.

Strange to say, some manufacturers have failed to give even formerly customary information to their customers, and have utterly failed to co-operate in the slightest way with either their customers or the trade journals in the circulation of information that would tend to prevent manufacturers, jobbers and retailers being called indiscriminately unholy "trusts" formed to gouge the ultimate consumer. *The Cordage Trade Journal* wishes to acknowledge its indebtedness to those members of the trade—manufacturers and jobbers—who have co-operated with it by supplying market information to it so that conditions could be accurately reported.

Now, this condition of a lack of co-operation between manufacturers and their customers and the trade journals has become so apparent that the National Hardware Association of the United States has been forced to recognize its existence. In the December 2 issue of the *Hardware Age*, New York, appears the following appeal to manufacturers from the National Hardware Association:

"Philadelphia, Pa.

"To the Manufacturers:

"A number of distributors have found themselves at a disadvantage in selling by reason of the fact that in numerous cases where manufacturers have withdrawn prices they have not quoted new prices or indicated the extent of the advance in price which has occurred.

"This has required special correspondence and considerable delay for the members of the association to get new discounts.

"It is, therefore, the request of the members of the association that where manufacturers change prices they immediately notify the jobbing trade and if possible in withdrawing previous quotations, give the revised prices.

"If it is not possible to give the revised prices, the suggestion is being made that some indication of the percentage of advance be given so that the wholesaler may not be in the position of selling his merchandise at prices which may, in some cases, be lower than the cost of replacement.

"Respectfully yours,

"T. James FERNLEY, Secretary-Treasurer.
"National Hardware Association of the United States."

This is a very reasonable request on the part of the association, and it is a strange thing that any such request should be necessary at all, for the average observer would expect manufacturers to recognize the importance and value to themselves of doing just what Mr. Fernley requests; but *The Cordage Trade Journal's* own experience with some manufacturers indicates that the request is only too badly needed to arouse some manufacturers from a state of torpidity that may in the past have cost them heavily and may in the future cost them even more than it ever has done before.

In circulating information concerning markets there is no more efficient medium than a properly conducted trade paper. *The Cordage Trade Journal* is always ready to co-operate with manufacturers in promptly circulating information concerning market prices and conditions.

Some manufacturers seem to think that any reference in print or otherwise to their prices is injurious, as giving competitors knowledge that they should not have. Of course, real big manufacturers do not feel that way; but sometimes even big manufacturers act as if they did because some of their short-sighted jobbing friends ask them to prevent their prices from becoming known except to a "favored few;" each of these few would, if possible, restrict the information to a "favored" one, himself. Some manufacturers allow themselves to be unwisely influenced by such selfish customers, and inflict injury on their other customers and themselves unwittingly.

On the question of giving information concerning prices, the following from HARDWARE AND METAL, an enterprising Canadian weekly trade journal, on the subject of advertising prices is pertinent:

"In last week's issue appeared an article on the question of trade agreements not to advertise. The folly of these agreements is pointed out so clearly that further reference to the subject is not necessary here. One point, however, will bear further reference, and that is the question of advertising the prices of goods.

"There are still plenty of merchants and manufacturers who believe sufficiently in advertising to do a certain amount of publicity work, but who nevertheless do not believe it advisable to quote prices in their copy. Their reason generally is that they are afraid of giving information away to their competitors.

"This is quite futile caution, for competitors can find out all about prices anyway; and do. The fact of the matter is that, in advertising, a business man should think of nothing else but the people he is advertising to.

"And the only way to get the attention of the public to-day is to quote prices. People want to know all about an article before they buy it and, first and foremost, they want to know the price.

"How much business would the mail order houses get if they did not price every article in their catalogues? Instead of operating from fifteen-story buildings they would be sending out puny circulars from dinky offices up back stairs."

Manufacturers and others should never forget that producing goods is not all that is demanded of them, but that it is necessary to make markets for them, and they can never attain the best results unless they co-operate intelligently with competent distributors. They may be selling a considerable quantity of goods through poorly equipped distributors; but by employing fit distributors and working in harmony with them they may increase many fold the resulting profit to all concerned.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

The big advance in the price of wire nails and all wire products has been only one of many outstanding features in a week crowded with important price changes. With the exception of linseed oil, which declined 5c, all changes are in an upward direction and include heavy advances on Manila and sisal rope and products. White lead in oil, turpentine, pumps, sash cord, seine twine, handsaws, bucksaws, cross-cut saws, sand paper, files, lawn mowers, crow bars, hitching weights, splitting wedges, saw wedges, scales, black and galvanized pipe, wire nails, O & A wire, hay baling wire, bale ties, fence staples, fence hooks, stove pipe wire, fence wire, screen cloth, cotton rope and twines, weigh beams and scales, revolvers, skates, sink bolts, lead, tin. The foregoing list is not by any means complete for the week, but indicates the great variety of goods affected by price changes this week. That many lines, such as wire nails and wire products will go still higher is almost certain. Wholesalers are advising retailers to buy carefully and not overstock. Despite the high prices, business is remarkably good. The outlook for Xmas trade is very satisfactory and many lines are moving freely. There is a scarcity of many lines of cutlery, skates, sleighs, etc.

MONTREAL MARKETS

MONTREAL, Dec. 13.—New prices on pipe out this week again serve to show the tremendous truth of the trend of all iron prices upwards still. Further increases in wire and in nails are announced also. The whole market for all goods made of iron and steel is in a condition of such firmness that it will surprise nobody if any of the lines which have advanced this week, or any other lines advanced this week or not, make still further advances again within a few days. The mere flutter of market pulse which steel experienced when there were peace proposals in the wind did not for an instant affect the manufactured product even at the factory, far less in the field of the wholesale and retail trade. Many lines besides steel goods show advancing tendencies and actual advances this week, while holiday trade proceeds briskly to its little spell of quieter hours when the holidays arrive. The outlook for the incoming year is more and more settled seemingly to firmness in the world of hardware and metal goods and all their associate commodities.

A Striking Summary of Steel Situation

IRON AND STEEL.—Although peace rumors sent steel shares down, prospects for prices and deliveries in the whole range of iron and steel goods remain as serious as ever. One important firm in the U. S. A., makers of many lines of steel and iron goods, in a circular letter to the wholesale hardware trade, says that orders cannot be shipped in under four months, and may take six months to deliver, and that prices are at present unsatisfactory, and subject to further increases at any moment. The price of steel bars has advanced 160 per cent. in the past two years. Scrap steel is going to $25 per ton, and pig iron to $30 at least in the States. This would mean a 50 per cent. advance since the bar price was put into effect. Soft coal, which used to cost at the mine head $1.25 a ton, is now $6 a ton. Unskilled labor, formerly available at $1.50 a day in plenty, now costs $3 a day, and is scarce. That owing to the prices of wheat and corn having doubled, labor will be still more costly, is the opinion expressed in the same circular. "We are not taking any business from new customers," states this firm, "and even without new business, it is impossible to keep our own customers supplied promptly, partly because of increased sales to these customers, and partly through scarcity of material, lack of labor and embargoes on expected shipments." The firm advises customers to consider their wants for six months ahead, and order for delivery at that time, saying that only small orders can possibly be handled in any shorter time, and then only for very good customers. Another important point in the circular is to this effect: Dealers must recognize that the former standards of values for hardware lines are of no use at all under the new conditions. "A hatchet or a hammer which formerly retailed at 75 cents is cheap today at $1.25," says the circular, and retailers are advised strongly not to hesitate to ask the full advance in price on their goods, even though they themselves bought the goods years ago at the old standards of price. The farmer and mechanic, says the circular, are getting double the money they used to for their product or services, and dealers need not dread increasing their prices lest the "bubble may burst." The prediction is definitely made in the circular that present conditions and prices can hardly avoid maintaining for at least two years yet, and perhaps for longer. The precedent of the Civil War conditions, which raised prices 300 per cent., is cited, and the fact that the influx of gold to this continent has depreciated the dollar (in other words, raised the price of commodities) is pointed out. It is also pointed out that the destruction of iron and steel manufactured materials and commodities is far more rapid now than ordinary wear and tear, and the struggle is to replace the destroyed materials fast enough with depleted constructive forces. "As long as present conditions prevail," concludes the circular, "prices will inevitably continue to advance, and most especially the prices of tools made by skilled labor from steel."

Iron Pipe, Lap and Buttweld Up Again

IRON PIPE.—Further advances are recorded in iron pipe this week, standard lapweld and buttweld pipe S.C. being all considerably advanced as compared with last week's quotations, and immensely advanced as compared with quotations earlier in the year. These advances have all been duly predicted in HARDWARE AND METAL, and this latest advance was predicted several times. The new prices will be found in current quotations. Both black and galvanized pipes are included, and there is no reason to think the market has at all reached high level yet.

Wire Nails and Staples Advance

Wire Nails Up 30c

WIRE NAILS.—New prices on nails are again issued, the following being the base prices quoted: F.o.b. Montreal, Gananoque, Collingwood, Owen Sound, $4.75 base; f.o.b. Toronto, Hamilton, London, Milton, $4.70 base; f.o.b. St. John, N.B., Sidney, N.S., $4.75 base.

Fence Staples Also Up

Bright fence staples are advanced again this week. Bright now cost $4.85 per 100 lbs., and galvanized fence staples cost $5.70 per hundred.

Many Lines of Wire Show New Advances

WIRE.—Many lines of wire show advances again this week. Plain twist wire is now quoted at $6.10 per 100 lbs.; coil spring wire, No. 9, is now $5.55, and No. 12 is $5.70 per 100 lbs. Barbed wire is quoted at $5.50 per 100 lbs. Following prices are quoted in Montreal for plain galvanized wire:—Nos. 4 and 5, $6; Nos. 6 and 8, $5.95; No. 9, $5.50; No. 11, $6.05; No. 12, $5.65; No. 13, $5.75; No. 14, $6.45; No. 15, $6.85; No. 16, $6.95. In car load lots these wires were quoted ten cents cheaper. Hay wire, No. 13, is quoted at $4.90; No. 14, $4.95, and No. 15, $5.05. Five cents less was asked for car load orders. Cut hay wire prices are as follows this week, also increased:—No. 9, $4.85; No. 10, $4.90; No. 11, $5; No. 12, $5.10; No. 13, $5.10; No. 13½, $5.20; No. 14, $5.35; No. 15, $5.40 per 100 pounds, all plus 7½ per cent.

Bale Ties Also Increased

Bale ties are also increased: No. 12 are now priced $5.30 per 100 lbs.; No. 13, $5.40; No. 13½, $5.45; No. 14, $5.55; No. 15, $5.75; No. 16, $6.

Stove Pipe Wire Up

Stove pipe wire is also increased: No. 18 is now $6.20 per 100 lbs.; and No. 19, $6.70 per 100 lbs.

Wire Screen Cloth Up

Black wire screen cloth is advanced again. In 100-ft. rolls it sells now at $3 per 100 square feet.

Cotton Rope and Twines Again Up

COTTON ROPE, ETC.—Renewed advances are noted in cotton rope and twine. It is stated that cotton goods of many kinds are now two and a half times increased in cost, and still increasing. Sash cord, No. 6, is now 46½c a lb.; No. 7 is 45½c a lb.; Nos. 8-12 are 45c a lb. Cotton wrapping twine, 3-ply is 42½c a lb.; 4-ply is 46c. Cotton rope, 3/16ths, is 40c a lb., and ¼ in. is 39c a lb. Cotton clothes line prices now are 30 ft., $1.50 doz.; 40 ft., $1.82 doz.; 48 ft., $2.20 doz.; 60 ft., $2.75 doz.; 72 ft., $3.15 per doz. Candlewick is increased again to 45c a lb.

No Small O-Cedar Made After Jan. 1

MOPS.—After January 1, 1917, no more of the small-sized lower-priced O-Cedar mops will be manufactured by the firm making these mops. There may still be supplies available in the jobbers' hands, and these will be sold while they last, but the end of the cheaper O-Cedar mop is in sight. Cost of materials and of, it is said, labor has made it prohibitively expensive for the firm to keep on with the small-sized line, on which rumor hath it there was a loss of late running to about a nickel a mop. The cans and the cotton, and the metal for the fittings are all away up. In future also the triangular mop will be sold at the same price as the round.

Steel Weigh Beams and Scales Advanced

WEIGH BEAMS.—Steel bar weigh beams are up in price, according to a new revised list just issued. The 100 lbs. size is listed at $6; the 150-lb. at $6.50; the 200-lb. at $6.75; the 250-lb. at $7; the 300-lb. size at $7.25; the 350-lb. size at $7.50; the 400-lb. size at $7.75; the 500-lb. at $8; and the 600-lb. size at $8.75. For all except the last named size the stamping charge is net extra 50c. The 600-lb. size stamping charge is net extra 75c. Standard Union No. 2, as "Champion Jewel," 240-lbs. scale, is listed at $10, with the usual net extra for stamping, and all the above prices are subject to a trade discount of 25 per cent. on the list price.

Revolvers, Skates, Bolts and Oil Up

MISCELLANEOUS.—Various important lines of shelf goods of a miscellaneous nature, and some other articles, have also advanced this week. Iver Johnson revolvers show an increase of over 10 per cent. Three-in-One oil is not yet increased, but will be after January 1, 1917. Starr skates are up 15 per cent. on all lines. Sink bolts are now 55 per cent. off, instead of 60 per cent. off. Barrel churns, the advance in which was noted last week in Toronto, are advanced in Montreal, discounts also being now 27½ off f.o.b. Ottawa, Kingston, Montreal, and 30 off Toronto, Hamilton, London, and St. Mary's. All factory prices have been withdrawn on force and lift pumps, hay tools, etc., but after January 1st quotations may be made for delivery April 1. Wheelbarrows also show increased prices, navvy steel wheel being now $41.25; garden steel wheel, $53; and light garden, $37.25.

Lead and Tin Show Advances in Price

INGOT METALS.—The market for the metals is firm as ever. Copper is unchanged at $39.50-$40 per 100 lbs. Lead is strong and scarce, advanced from last week, and now $11.25-$11.50 per 100 lbs. (Lead pipe is now $14 per 100 lbs. f.o.b Montreal for the ordinary, and $15 f.o.b. Montreal for composition grade. Lead traps and bands are increased to net list. Lead wool is up 1c a lb.). Tin shows an increase to $51 and $51.50 this week. Zinc (sheet) is firm at 25c and 25½c a pound. Spelter is up a little to $15 and $15.25 per 100 lbs. Solders are unchanged from last week, 31c per lb. for tinsmiths' and 29c for wiping solder.

Manila and Sisal Products Advance 2c

ROPE.—A sharp advance of 2c in all rope and sisal products has been put into effect during the week. The reason for the advance is a shortage in the fibre and an increase in freight rates from 1½c to 2c per pound. Pure Manila is now quoted at 25½c per pound basis, British Manila at 21c, New Zealand hemp 21c, sisal rope at 19c, single lath-yarn at 19c, and double lath-yarn at 19½c per pound. White polished halyard, yacht marline, deep sea hemp line, tarred ratline, tarred bolt rope, marline and houseline remain at former quotations. Jute rope has been advanced ½c on the basis, and is now quoted at 15½c to 16½c. Italian rope is quoted on a basis of 36c per pound.

TORONTO MARKETS

TORONTO, Dec. 15.—Wholesalers almost marvel at the way the trade continues in the face of high prices and shortages in many lines. "Wonderful" is the term one representative of a large wholesale house expressed the situation in speaking of the volume of business during the week. The past week has been one of spectacular changes. Wire nails and wire products registered one of the biggest advances ever recorded at one single jump. White lead in oil made a gain of 50c per hundred pounds and establishes a new high record. Many other lines have registered big advances. Skates are very scarce and the demand is big. There is also a famine condition in children's sleighs. Tubular rivets and bifurcated rivets have again

advanced from the manufacturer to the jobber. Certain makes of tools have advanced 10 per cent. on the complete line and builders hardware of Canadian make is all up 10 per cent. Cotton products are all higher in price. Rope has taken a rapid move forward to the extent of 2c per pound. The stove market is firm and advances in these lines would not come as a surprise.

Another Big Advance In Price of Wire Nails

NAILS.—Wire nails headed upward in no uncertain way during the week when an advance of 35c per hundred pounds was recorded. This constitutes a record for one single advance. They are now quoted at $4.70 base and even at the new high price there is a firmness in the market which seems to point toward even higher prices in the not distant future. Steel rods have advanced greatly in the United States within recent weeks and nails must perforce follow upward in sympathy. This price constitutes a new high record for nails. "Five Dollar Nails!" seem a strong probability, as some interests already looks upon this as the fitting slogan.

All Wire Goods Marked Up 30 Cents

WIRE.—In harmony with the advance in wire goods all wire products have had a big advance during the week, the increase amounting to 30c. The advance applies to cut hay baling wire, stovepipe wire, hay wire in coils, smooth steel wire and wire bale ties. The increased price has been caused in this instance by the firmer and higher price in steel bars, a big advance having recently taken place in these in the United States. Cut hay baling wire is now selling at $4.70 for Nos. 9 and 10, $4.95 for Nos. 12 and 13, $5.05 for No. 13½, $5.40 for No. 14 and $5.55 for No. 15, with the usual 7½ per cent. added to these prices.

Hay wire in coils is now selling at $4.90 for No. 13, $4.95 for No. 14, and $5.05 for No. 15. Smooth steel wire is quoted at $5 per 100 pounds for the base sizes No. 0 to 9, with the usual extras for smaller sizes. Wire bale ties are now $5.30 for No. 12, $5.40 for No. 13, $5.45 for No. 13½, $5.55 for No. 14, $5.75 for No. 15 and $6 for No. 16.

Staples and Galvanized Fence Hooks Are All Up

FENCE STAPLES.—Prices on wire fence staples both bright and galvanized have advanced during the week. Galvanized poultry netting staples have also registered an advance in a like amount. Fence hooks galvanized, are also among the commodities to register an advance in sympathy with the higher prices for all wire products. Bright fence staples in 100 pound kegs are now quoted at $4.85 and in 25-lb. boxes at $5.10 per 100 pounds. Galvanized fence staples are quoted at $5.70 in 100-lb. kegs and $5.95 in 25-lb. boxes. Galvanized fence hooks are selling at $5.10 in 100-lb. kegs. Galvanized poultry netting staples are quoted at $9.60 in 100-lb. kegs and $10.40 in 10-lb. boxes.

NEW PRICES ON WROUGHT PIPE.

Following are the new prices on wrought pipe as announced in a last-minute item in HARDWARE AND METAL last week. The advance over recent quotations amounts to 5 per cent. and is from $4 to $6 per ton.

Standard Buttweld.	Black.	Galvanized.
⅛ in.	$ 4 00	$ 5 50
¼ in.	3 42	5 55
⅜ in.	3 42	5 55
½ in.	4 42	5 99
¾ in.	5 41	7 53
1 in.	7 99	11 14
1¼ in.	10 81	15 07
1½ in.	12 93	18 01
2 in.	17 39	24 24
2½ in.	27 50	38 32
3 in.	35 96	50 11
3½ in.	45 08	62 10
4 in.	53 41	73 58

Standard Lapweld.	Black.	Galvanized.
2 in.	$ 20 35	$ 26 83
2½ in.	30 42	40 66
3 in.	39 78	53 17
3½ in.	49 68	66 70
4 in.	58 86	79 03
4½ in.	68 58	92 08
5 in.	79 92	107 30
6 in.	103 70	139 20
7 in.	138 00	182 10
8L in.	145 00	191 30
8 in.	167 00	220 30
9 in.	200 10	263 90
10L in.	185 60	244 80
10 in.	239 00	315 20

All Bucksaws Have Been Marked Higher

BUCKSAWS. — The manufacturers have advanced the price of all bucksaws and in certain instances it amounts to considerable. One line, the Happy Medium, for instance is now selling at $6.25 per dozen. In some cases this line was quoted at $4.75 per dozen heretofore. The advance on all lines of bucksaws has been proportionately the same.

Galvanized Clothes Line Registers Advance

CLOTHES LINE. — Galvanized clothes line wire has recorded an advance during the week and in the 100-foot lengths seven strand, is now selling at $6.40 per 1,000 feet. In the 50-foot lengths the price is $6.60. No. 17 gauge in the 6-strand is quoted at $5.15 in 50-foot lengths and $4.95 in 100-foot lengths. No. 19 gauge in the 6-strand is quoted at $4.60 per 1,000 feet in 50-foot lengths and $4.35 per 1,000 feet in 100-foot lengths. This advance follows in line with the advance in other wire products.

Tubular Rivets and Bifurcated Again Up

RIVETS.—An advance from the manufacturers to the wholesalers has taken place in the price of tubular rivets and bifurcated rivets. The discount has been changed on these which amounts to approximately a 10 per cent. increase. These rivets are manufactured in the tinned, coppered and japanned ware. There is a firmness in all steel rivets and burrs and further advances in these products will not be improbable in the near futere.

Skates Up 10 Per Cent.; Famine in Boys' Sleighs

SKATES AND SLEIGHS.—An advance of 15 per cent. has taken place in all lines of skates during the week. There has been a big demand for them and there is a great scarcity. The Star Manufacturing Company are unable to supply any further orders. One Toronto agent for a certain brand who at this time of the year in normal years carried a stock of 10,000 pairs in their warehouse in this city now have only about 150 pairs of odd sizes that cannot be disposed of. Orders that were placed in the United States for skates were cut down to 50 to 60 per cent. and this has caused the shortage. In children's sleighs there is also a condition that borders on a famine. The demand has been large and the supplies small and when these conditions meet there is pretty sure to be a firm market.

All Yankee Tools Have Advanced 10%

TOOLS.—One of the well-known makes of tools has been marked up in price during the week in the Yankee line. This line is manufactured by North Bros. and is quite an extensive one, comprising such tools as screwdrivers, automatic drills and other lines. The advance amounts to 10 per cent. over present prices and includes all the

various lines manufactured. The advance in price is due in part to the firmness and high price in the steel market.

Canadian Builders' Hardware Up 10%

BUILDERS' HARDWARE. — The manufacturers of builders' hardware in Canada have again advanced the price on all their lines 10 per cent. This advance follows one of a similar amount made in recent weeks. There is a firmness in this market owing to the situation in the iron and steel market. The labor situation also enters as a factor in the higher prices.

Firmness in Leather Belting and Soles

LEATHER GOODS.—There is a firmness in the market for all leather products handled by the average hardware store, such as leather belting, leather lace, leather and tap soles and top lifts. Belting is still quoted at 30 and 10 per cent. off list for the extra quality and 30, 10 and 10 for the standard quality. Side lace leather is quoted at $1.20 per pound and cut lace leather at $1.40 per pound. Manufacturers are refusing to book orders for future delivery at present prices. With the scarcity in leather and the heavy demand there is considered good reason for still higher prices in the not distant future. Tap soles and top lifts are also firm and further advances would not come as a surprise, especially if nothing comes of the peace proposals.

Pigskin and Cowhide Mitts Are Withdrawn

MITTS AND GLOVES. — Certain manufacturers of pigskin and cheap split cowhide mitts have been forced to withdraw these lines from the market owing to their inability to get supplies of raw material. Another line of little better quality in the cheap split cowhide has been advanced 50c per dozen and are now selling at $11 per dozen. Buckskin gloves have advanced $3 per dozen and the grade that formerly sold for $24 is now quoted at $27. This material is becoming exceedingly difficult to obtain. Moccasins in the buckskin that were formerly $27 per dozen have been advanced to $33 per dozen, an increase of $6. Moccasins that formerly sold for $16.50 have been increased to $19.50 per dozen. There is a great scarcity of leather for gloves of all kinds. Horsehide teamsters' mitts are holding steady in price at $21 per dozen.

Asbestos Sheeting Again Goes Upward

ROOFING.—The market for asbestos sheeting is still in a firm and advancing condition. The lowest quotations given last week were $6 per 100 pounds, whereas during the past week the lowest quotation obtainable was $8. Some dealers were selling as high as $10. As stated in HARDWARE AND METAL last week there is a great scarcity of this material owing to the fact that the manufacturers in Quebec have discontinued making it. The market for all roofing materials is firm.

Manila and Sisal Products Advance 2c

ROPE.—A sharp advance of 2c in all rope and sisal products has been put into effect during the week. The reason for the advance is a shortage in the fibre and an increase in freight rates from 1½c to 2c per pound. Pure Manila is now quoted at 25½c per pound basis, British Manila at 21c, New Zealand hemp 21c, sisal rope at 19c, single lathyarn at 19c and double lathyarn at 19½c per pound. White polished halyard, yacht marline, deep sea hemp line, tarred ratline, tarred bolt rope, marline and houseline remain at former quotations. Jute rope has been advanced ½c on the basis and is now quoted at 15½c to 16½s. Italian rope is quoted on a basis of 36c per pound.

Plumbers' Oakum Steady: Other Oakums Advance

OAKUM.—There has been an advance of 1c per pound on certain grades of oakum and 1½c on others. Plumbers' spun oakum, however, has held steady in price and is still quoted at 8c per pound. The demand for the product has been fairly good. Following are the quotations on the various lines:

Plumbers' Spun oakum	$0.08
U.S. Navy (English)	0.15
U.S. Navy (American)	0.18½
U.S. Clipper	0.17
Best American	0.08

All Valves Have Again Advanced in Price

VALVES. — Considerable advances have again been recorded in almost all lines of valves. The increase is in the neighborhood of 10 per cent. The changes involve compression work, cushion work, Fuller work, basin cocks, bath cocks, flatway and roundway stop and waste cocks, steam cocks, globe, angle and check valves and radiator valves. The demand recently has been heaviest on steam work, manufactures reporting that they have been unable to take of the demand. The labor situation is affecting production as skilled workmen are at a premium. There is a firmness in the market and as long as the present condition of affairs exists there is every reason to expect a continuation of the present firm conditions. Following are the discounts on the various classes of work:

Ground work, 50%; compression work, standard, 55%; high grade, 48%; cushion work, 40%; fuller work, standard, 54%; high grade, 47%; basin cocks, No. 0, standard, 49%; high grade, 49%; Nos. 1 and 2, standard, 49%; high grade, 40%; bath cocks, 55%; flatway stop and waste cocks, standard, 53%; high grade, 50%; roundway stop and waste cocks, standard, 53%; high grade, 50%; steam cocks, 20%; Globe, angle and check valves, standard, 25%; high grade, 22½%; radiator valves, standard, 30%; high grade, 30%; patent quick opening valves, 60%.

Bathtubs and Sinks Higher $1.60 Each

BOILERS AND ENAMELWARE.—Advances of $1.60 in the price of enamelware bathtubs and sinks have gone into effect since last issue. The price of the 4 foot, 4½ foot and 5 foot is now $23.70 as compared with $20.10 at the time of last quotation. The 5½ foot size is now quoted at $27.30, which also represents a corresponding advance. In the roll-top sinks the new price for the 18 by 30-inch size is $12.10, as compared with the former price of $10.50. The market in enamelware is very firm and other advances are looked for. Jobbers live in the market only from day to day. They have no lists and a quotation given one hour may be superseded by new and higher lists, the following hour. Range boilers have held steady in price and are quoted at the same figures.

30-gallon range boilers, standard	$10.00
30-gal. range boilers, extra heavy	12.50
Bathtubs, roll-top, 4, 4½, 5 feet	
24 to 30 in. wide	23.70
5½ feet	27.30
Sinks, roll-top, 18 x 30 in.	12.10

Lead pipe		$0 14
Lead waste pipe		0 15
Traps and bends		Net list
Solder, bar, guaranteed		0 29½
Strictly		0 27
Commercial		0 25
Solder, wiping	0 23½	0 26½
Lead Sheets—		
3 lbs. sq. ft., per 100 lbs.		12 25
3½ lbs. sq. ft., per 100 lbs.		12 25
4 to 6 lbs. sq. ft., per 100 lbs		12 00

Cut to sizes, 75c extra per 100 lbs.

Discount on Files Is Again Revised

FILES.—Discounts on the Canadian makes of files have been changed from 60 and 2½ per cent. off list to 60 per cent. off list. As will be noted this provides for a substantial increase in the price. The brands affected are the Arcade, Eagle, Diston, Globe and Vulcan. The discount on Delta files has been changed from 47½ per cent. off list to 40 and 5 per cent. off list. Nicholson, Black Diamond and Great Western remain unchanged.

All Cotton Goods Again Register Advance

TWINE, ROPE, SASHCORD.—Although the cotton market has shown some weakness during recent days the prices of cotton products handled by the hardware trade have shown a firmness and advances have been recorded. Cotton rope has advanced in certain quarters from 1¼c. to 2½c. per pound. With some jobbers, however, the price has held steady, there being no advances recorded. The lower range of prices still holds. One-eighth inch is now quoted at 47½c. per pound; five-thirty-seconds at 44c.; three-sixteenths at 41¼c.; and ¼ inch and up 40c. Sashcord in No. 6 size is quoted at 46½c. per pound, No. 7 at 45½c. and Nos. 8 to 12, 45c.

Cotton clothes lines have also advanced and for the 40-foot lengths are selling at $1.75 per dozen, 48-foot lengths at $2.10 per dozen, 60-foot lengths at $2.65 and 100-foot lengths at $4.40. Cotton twine in the 3-ply is now quoted at a range of 36½c. to 45½c. per pound and in the 4-ply from 39c. to 49c. per pound. Five-ply and up is quoted at 39½c. and variegated at 43½c.

Prices of Stoves in Very Firm Market

STOVES.—There has been an exceptionally heavy demand for stoves of all kinds for the fall and winter trade. The recent cold snap has cleaned the manufacturers out of small heaters and there is now no surplus stock in their hands. There has also been a good demand for gas stoves of various kinds at this time of the year. There is a firmness in the market for stoves of all kinds owing to the inability of the manufacturers to get black sheets. An advance of 5 per cent. on stoves took place in September last and conditions are such that a further advance would not come as a surprise.

Pig-Iron Prices Still Withdrawn

Locally there has been little change from last week in ingot metals. Pig lead continues firm and the high prices in this metal have been reflected in prices of many lead products.

There is a good demand for copper, tin and lead.

Copper is quoted locally from 37½c. to 39c. Lead remains at 9¼c. Spelter ranges from 15c. to 15½c. Tin is quoted at 48c. Antimony is unchanged at 18c. and aluminum is 68c.

Quotations on domestic pig irons are still withdrawn and no information is yet available as to when new prices will be issued. That they will be advanced is a certainty, but how much it is difficult to say. It is understood that a Canadian foundry interest in Ontario recently purchased 27,000 tons of basic pig iron in Buffalo at $30 per ton, furnace, which is now a minimum for that grade of iron.

Black and Galvanized Pipe Go Higher

As predicted in HARDWARE AND METAL, for two weeks past black and galvanized iron pipe have advanced further. The market is very firm. New prices are shown in the current quotations.

Sand Paper, Files and Rasps Go Higher

Discounts on B. and A. sandpaper have been changed from 25 per cent. to 12½ per cent. off list. Diamond and Imperial sandpaper are now quoted at 20 per cent. off list. Globe files have advanced about 15 per cent., and are now quoted at 60 per cent. off. Heller's rasps have advanced 25 per cent., and are now quoted at 50 per cent. off list.

Wire hat and coat hooks have advanced 5c gross, and are now quoted at 80c per gross.

Curry combs have advanced, and are quoted at net list instead of 12½ per cent. off as formerly.

Crow bars, hitching weights, splitting wedges and saw wedges have advanced about 25 per cent. Prices are now as follows:—Crow bars, 6c lb.; hitching weights, 6c lb.; common splitting wedges, 7c lb.; truckle pattern, 7½c lb.; saw wedges, 12c lb.

The 240-lb. Champion scale has been advanced 75c and the new net price, stamping included, is $8.

LONDON MARKETS

LONDON

LONDON, Ont., Dec. 14.—Another heavy list of price changes has gone into effect, and the end is not yet in sight. Among the many lines which have advanced during the week are rope, nails, wire, white lead in oil, putty, black and galvanized iron pipe, fence staples, etc.

Wire Nails and Staples, Etc., Up 30c-35c

Wire nails have advanced another 35c per 100 lbs., and the price locally is now $4.70 base. Price for Windsor and Walkerville is $4.77½ f.o.b. factory points, car load freight allowed.

Fence Staples Up 30c

Fence staples are up 30c per 100 lbs., and galvanized are now quoted at $5.70 per 100 lbs.; bright are quoted at $4.85 per 100 lbs., with the usual advance in both cases of 25c per 100 lbs. for 25-lb. boxes.

Galvanized fence hooks are up 30c per 100 lbs., and kegs are now quoted at $5.70 per 100 lbs.; 25-lb. boxes are quoted at $5.95 per 100 lbs.

O. and A. Wire Up

O. and A. wire has also advanced 30c per 100 lbs., and net prices are now as follows:—No. 10, $5.16; No. 11, $5.22; No. 12, $5.30; No. 14 hay baling wire, $5.40.

Stove Pipe Wire Up 30c

Stove pipe wire has advanced 30c per 100 lbs. to the following prices:—No. 18, $6.20 per 100 lbs.; No. 19, $6.70 per 100 lbs.; small lots, 7½c lb.

Galvanized Fence Wire Up

Higher prices have become effective on galvanized fence wire, and prices are now as follows:—Barb, $4.50; No. 9, Plain galvanized, $4.25; No. 12, $4.40; No. 13, $4.50; No. 9 coil spring, $4.30.

Cotton Goods Are All Priced Higher

Sash cord has advanced 2c per pound, and the new prices are:—No. 6, 46½c lb.; No. 7, 45½c lb.; Nos. 8-12, 45c lb.

Twine is Higher

Cotton twine has advanced, and is now quoted as follows:—Three-ply, 45c lb.; 4-ply, 48c lb. Cotton rope is now quoted at 41c for 3-16 in., and 39½c for ¼ in. and larger.

Awning Cord, Seine Twine, Etc., Higher

Braided awning cord has advanced, and the new prices follow:—No. 3, $1.35 doz.; No. 3½, $1.50 doz.; No. 4, $2.40 doz.; No. 4½, $3.35 doz. Candlewick is quoted at 45c lb.

Seine twine has advanced to the following prices:—No. 18 and larger, 1-lb. cones, 52c lb.; No. 18 and larger, ¼-lb. cones, 53c lb.; No. 15 and smaller, 1-lb. cones, 53c lb.; No. 15 and smaller, ¼-lb. cones, 54c lb. Cotton bag twine is now quoted at 55c lb.

Wheelbarrows Up 10 Per Cent.

Wheelbarrows have advanced 10 per cent., and light pattern garden are quoted at $2.75; heavy garden, $3.75; heavy farm, $3.75 each.

Cross-cut Saws Higher

Maple Leaf lance saws, Racer, Premier and Pangburn are now quoted at 25 per cent. off. Philadelphia lance and improved Champion are quoted at 35c foot, instead of 30c as formerly.

Brackets and Hangers Up

Rafter brackets have advanced to 75c dozen; rafter hangers, 10 in., are now 75c doz., and 12 in. are 85c doz.

Alarm Tills Up

Tucker alarm tills have advanced to $3 each.

Lead Traps Advance

Lead traps have advanced 10 per cent., and are now quoted at net list.

Screen Cloth Up

Painted wire screen cloth has advanced 10 per cent., and the price is now $2.75 per 100 sq. ft. in 100-ft. rolls, and $2.80 per 100 sq. ft. in 50-ft. rolls

Lumbermen's Tools and Cobbler Sets Up

Lumbermen's tools, including skidding tongs, swamp hooks, cant hooks, and pike poles, etc, have advanced 20 per cent. Cobbler sets are up about 15 per cent., and are quoted as follows:—Economy, $6 doz.; Home No. 2, $11.40 doz.; Home No. 1, $15.60 doz. Blacksmiths' vises have advanced 20 per cent.

Pumps Advance

Pumps have again advanced, and the general discount on pumps with iron cylinders is 35 per cent. Other discounts are as follows:—Pumps with brass cylinders, 30 per cent.; brass-lined cylinders, 30 per cent.; brass body cylinders, 25 per cent.

White Lead in Oil and Putty Advance

As predicted by HARDWARE AND METAL for some time past, white lead in oil has advanced, and prices are now 50c per 100 lbs. higher than last week. The price locally in ton lots is $14.45 and $14.75 in less than ton lots.

Putty has advanced 20c per 100 lbs. standard and 30c per 100 lbs. on pure. Prices are now:—Standard 100-lb. drums, $3.20; 25-lb. drums, $3.30 per 100 lbs.; pure, 100-lb. drums, $4 per 100 lbs.; 25 lbs., $4.10 per 100 lbs.

Linseed Oil Down 5c

Following the decline in flax, linseed oil has dropped 5c per gallon, and is now quoted as follows:—

	Raw.	Boiled.
1-2 barrels	$1.15	$1.18
3-5 barrels	1.14	1.17
6-9 barrels	1.13	1.16

Turpentine Up 2c

Following continued firmness in the primary market:—Turpentine has advanced 2c per gallon, and is now quoted in single barrels at 81c gal.; 2-4-barrel lots, 78c Imp. gal.; 5-gal. lots, 86c gal.

Manila and Sisal Products Advance 2c

ROPE.—A sharp advance of 2c in all rope and sisal products has been put into effect during the week. The reason for the advance is a shortage in the fibre and an increase in freight rates from 1½c to 2c per pound. Pure Manila is now quoted at 25½c per pound basis; British Manila at 21c; New Zealand hemp, 21c; sisal rope at 19c; single lath-yarn at 19c; and double lath-yarn at 19½c per pound. White polished halyard, yacht marline, deep sea hemp line, tarred ratline, tarred bolt rope, marline and houseline remain at former quotations. Jute rope has been advanced ½c on the basis, and is now quoted at 15½c to 16½c. Italian rope is quoted on a basis of 36c per pound.

Lawn Mowers Advanced.

Taylor-Forbes lawn mowers have advanced about 12½% and are quoted at 50% off list prices now in effect.

WINNIPEG MARKETS

WINNIPEG, Dec. 14.—With Xmas day looming nearer, the general trade throughout the hardware jobbers warehouses has slackened away somewhat, although considering the time of year, business might almost be termed brisk. Some retailers are taking advantage of to-day's quotations on various lines and buying their stock for next year now, and in view of the information available from the various manufacturing centres, this course is justifiable.

The present week with its quieter tone in all markets will come somewhat as a relief to every one. However, it can be seen that prices are still inclining, and the news, just available, of further increases in the prices of enamelware, tinware, etc., will not be particularly welcome. The latest discounts are not yet available, but we understand that pieced tinware will now be sold at 25% above list. This is a big increase over former prices and follows advances made only three or four weeks ago.

Many Prices Go To Higher Levels

Black iron sheets have undergone a revision in price during the past week and new quotations shown below range from 15c. to 90c. advance per 100 lbs. over preceding figures. The advances noted herewith and during the past week or two on galvanized sheets would hardly seem warranted if close touch were not kept on the metal markets in the States. Advices from that source indicate that a very heavy demand exists for galvanized sheets and buyers are willing to pay almost any price for delivery of their orders. If quotations for Winnipeg were figured out on the basis of prices being paid in Pittsburg, a general advance of about $2 per 100 lbs might be expected.

The latest prices issued on black iron sheets are as follows:—

Per 100 lbs.—28 ga., $6.10; 26, $6; 22 and 24, $5.95; 18 and 20, $5.90; 16, $5.75; 14, $5.65; 12, $5.75; 10, $5.70.

No further change has been made in the prices on galvanized sheets, the following quotations being best available for Premier, Apollo, or Fleur de Lis:—

Per 100 lbs.—10¾ ga., $7.75; 28, $7.40; 26, $7.15; 24 and 22, $6.95; 20 and 18, $6.75.

Higher Prices on Lace and Other Leathers

The continued advance in all lines of leather goods reveals at least one interesting feature. Shoemakers are claiming that rubber heels can now be attached as cheaply as leather, and if this is the case there will undoubtedly be a decided increase in the sale of rubber heels.

One of the most important lines handled by the retail hardware merchant is lace leather and new prices issued to-day reveal an upward tendency. Quotations are now being made on the following basis:

Oak tanned, sides, $1.30 per lb., laces, $1.45 per lb.; raw hides, sides, $1.25 per lb.; laces, $1.40 per lb.

Log Chains, Paints and Varnishes Higher

Log chains are being quoted at higher prices than formerly, the new figures being as follows:—

Per 100 lbs.—5-16, $8; ⅜, $7; 7-16, $6.85; ½, $6.75.

Following the announcement made in HARDWARE AND METAL Eastern paint reports of further advances in the prices on mixed paints and varnishes comes the news to Western readers of this advance going into effect here. Quotations are being figured out on the new basis and prices will undoubtedly be available for next week's report.

There has been no further change in the price on linseed oil and turpentine. The market on flax is very uncertain and has been undergoing considerable variation during the past few days, but no revision has been made on linseed oil as yet, prices being as follows:—

Per gal., bbl. lots, raw, $1.40; boiled, $1.43.

Turpentine, 85c. per gal., bbl. lots; 88c. per gal., ½ bbl. lots; 90c. per gal., 5 gal. and 1 gal. lots.

Many Miscellaneous Lines Advance

Other lines which have advanced during the week are:—

Lamp burners, per doz.—Banner A, 90c.; B, $1.25; Security, A, $1.20; B, $1.50; Regal, D, $2.75. Lantern burners, 1, 90c.,; 2, $1.50.

Cotton clothes lines, per doz.—48 ft., $2.10; 60 ft., $2.60. Sisal clothes lines, 48 ft., $1.15; 60 ft., $1.45; 72 ft., $1.65.

Jobbers advise that a change in the terms applying to some lines of heavy goods has been made necessary on account of the enormous increases in the cost and a relative reduction in their profit.

In future tin plates, Canada plate, galvanized sheets, solder, bright and annealed wire will all be sold net, 30 days.

EVENTS IN THE TRADE

New Firms

Richlea, Sask.—Ambrose Vien, hardware merchant, is commencing business.

Moss Bank, Sask.—Brink & Agar Hardware Company are commencing business.

Personal

E. K. Spinney of Yarmouth, N.S., paid a visit to Montreal on business the other week.

C. A. Parent of the Canada Yale and Towne Co., was in Montreal this week on business.

John Monahan of Monahan Bros., St. Lin, Que., was in Montreal on a business visit this week.

H. S. Southworth has left Steel & Radiation Co., Toronto, to take up the position of sales manager for "Stellite" as manufactured by the Deloro Mining & Reduction Co., Toronto.

Business Changes

Laura, Sask.—J. C. Garden, hardware and harness merchant, has sold out.

Kinistino, Sask.—E. H. Devlin (Est. of), hardware stock, sold to Millard Bros.

Jarrow, Alta.—J. W. Wyatt has sold his hardware stock and general store business.

Odessa, Sask.—Wagman & Hoffart, hardware merchants, have sold out to Fitch & Schroeder.

St. Jean Baptiste, Man.—Edward Comeault, hardware merchant, has commenced business.

Buffalo Head, Sask.—W. H. Austin hardware and grocer merchant is commencing business.

Oxbow, Sask.—Crossley & Johnston, hardware merchants, have sold their business to R. Gillespie.

Imperial, Sask.—Bradshaw & Anderson, hardware and implement merchants, have dissolved partnership.

Indian Head, Sask.—H. B. May, son of W. A. May, hardware merchant, Creemore, Ont., has taken over the business of the Indian Head Hardware Co.

London, Ont.—The Love Hardware Co. has been succeeded by the Chown Hardware Co., under the management of W. W. Chown, formerly of Edmonton, Alta.

Wm. J. Wilson New President

At a recent meeting of the Sales Managers Association of Canada, William J. Wilson, sales manager of The Winnipeg Ceiling and Roofing Co. was elected president of the Association for the year 1917 in succession to C. H. S. Bamfoard, sales manager of the J. H. Ashdown Hardware Co., Winnipeg, who filled the office during 1916. A well known hardware manufacturer was appointed second vice-president in the person of William M. Crawford, sales manager of Sheet Metal Products, Winnipeg.



WILLIAM J. WILSON,
Elected President of the Sales' Managers' Association of Canada.



WILLIAM M. CRAWFORD,
Elected Second Vice-president of the Sales' Managers Association of Canada.

A joint annual get-together banquet of the Can. Credit Men's Association, the Commercial Travellers Association, and the Sales Managers Association will be held in the Royal Alexandra Hotel, Winnipeg, on December 28, at which the chief speaker will be Sir James Aikens, Lieut.-Governor of Manitoba, and his subject "The People and the Land." There will be first class talent, and a number of good speakers. Arrangements are being made for an attendance of 700.

Industrial Notes

Owen Sound, Ont.—The Canadian Malleable Iron Co. are building an extension to their plant.

Hamilton, Ont.—The Canadian Shovel & Tool Co. are building an extension to their plant.

British Chemical Co., Ltd., capitalized at $50,000; head office, Montreal; to manufacture and deal in explosives, chemicals, acids, etc.

Oakville, Ont.—The Acme Rubber Co. propose establishing a factory here to make motor tires and belting. It is proposed to lease the Ware Building at first, and build a factory later.

Sarnia, Ont.—It is understood here that the Mueller Mfg. Co. propose making considerable extensions to their factory to take care of the increase in demand for their brass products.

Regina, Sask.—G. E. Carpenter, Winnipeg, secretary of the Canadian Manufacturers' Association, reports that a Regina section has been inaugurated, with J. P. Cook, of the North-West Iron Works, as chairman.

Hamilton, Can.—Tallman Brass & Metal Co. are making additions to their offices and plant, which will give them from fifteen to twenty thousand additional square feet of space for manufacturing purposes.

Campbellford, Ont. — The Dickson Bridge Works Co.'s plant which is engaged in the manufacture of six inch shells was totally destroyed by fire last Sunday night. The loss is estimated at $60,000, mostly covered by insurance.

Webb, Alta.—Henderson Bros., hardware merchants, have resumed business.

Montreal, Que. — The International Manufacturing Co., which was recently incorporated at Ottawa with a capital of $1,000,000, is a subsidiary of the International Fuse & Arms Co., of New York. A munitions plant will be erected in Montreal by Anglins, Ltd., of this city.

Welland, Ont.—The Canadian Steel Foundries, Ltd., here, have let a contract to Ryan & Gardner to build two open hearth furnaces and an extension 100 feet long to their machine shop. One new open-hearth furnace has lately been completed and with the above will double the capacity of the plant. The total extension will cost about half a million dollars.

Cowan Hardware Co., Wholesale and Retail, London, Ont.

"As a Canadian, I am proud that such a magazine as HARDWARE AND METAL can be produced in our country, and I feel that every hardware man in Canada should read it from cover to cover. We find that we cannot get along without the weekly HARDWARE AND METAL, now that the prices of all hardware commodities change so rapidly. Our copy is in constant use.

"Yours truly.
"Cowan Hardware Co.
"T. A. Jones,
Manager."

HARDWARE LETTER BOX

Steel Tubing

J. L. Demers, Thetford Mines, Que.—Please give names of firms manufacturing seamless steel tubing.

Elyria Iron & Steel Co., Elyria, Ohio; Edward N. Cook Plate Co., Providence, R.I.; Spang, Chalfant & Co., Pittsburg, Pa.; Standard Welding Co., Cleveland, Ohio; Phenix Tube Co., Brooklyn, N.Y. —Ed.

* * *

Shear Sharpeners

C. B. Spear, Sussex, N.B.—Please advise where I can get a machine for sharpening shears, etc.

Jones Bros. & Co., 31 Adelaide St. W., Toronto.—Ed.

* * *

Pine Lumber for Patterns

Bruce Stewart & Co., Ltd., Charlottetown, P.E.I.—Please advise where we can secure pine lumber for foundry patterns.

The James Shearer Lumber Co., Ltd., 225 St. Patrick street, Montreal, Que.—Ed.

CATALOGUES AND BOOKLETS

A practical attempt is being made by the Winnipeg Ceiling & Roofing Co., Winnipeg, Man., manufacturers of sheet metal goods, to assist the dealer in fighting the mail order houses by means of a small catalogue, containing the manufacturer's leading lines, and the ones most likely to be of interest to the farmer.

The first page is reserved for a message from the dealer to his customers, space being left at the foot for the dealer's name. The message is a friendly one, and concludes as follows: "Remember that we do not ask you for any money until you have seen the goods, had an opportunity of examining for yourself, and being assured that the value is there. When you want a pound of nails or a repair, we are glad to have you come to see us. When you want something bigger, just drop in and talk it over."

It will be observed that there is nothing in this talk to indicate that the catalogue has come from the manufacturer; and this is one of its most noteworthy features. Care has been taken to start the catalogue out with lines that will interest the farmer immediately, and from these leading on to other lines.

One of the main objects of the Winnipeg Ceiling and Roofing Co. in putting out this book is to assist the retailer, who meets with all sorts of difficulties when he starts out to print a catalogue in some of the Western towns. Dealers who are interested in fighting the mail order houses with their chief weapon, the catalogue, can secure copies on request.

Christmas Window Contest

FOR *many years past it has been customary for* HARDWARE AND METAL *to conduct a Christmas window display contest each year. The contest has become an event of wide interest for all Canadian retail hardwaremen interested in window trimming, and each succeeding competiton has been keener and each year has seen a wider and more representative response culminating in the big success of last year.*

In accordance with past custom, two contests will be conducted this year—one for stores in places under 5,000 population, the other for places of 5,000 and over. No restrictions will be set on the style of display or the goods used in the arrangement, except that each window must be arranged with goods for the Christmas trade. Description should accompany each display.

Eight prizes will be offered as follows:—

PLACES OF 5,000 AND OVER		PLACES UNDER 5,000	
First Prize	$10.00	First Prize	$10.00
Second Prize	5.00	Second Prize	5.00
Third Prize	3.00	Third Prize	3.00
Fourth Prize	2.00	Fourth Prize	2.00

Contestants will note that an equal number of prizes are offered to the small town window trimmer as to those in the larger towns and cities.

The contest closes on Monday, Jan. 1. No photos received after that date will be entered unless there is proof that they have been delayed in transit.

All matter should be addressed to "The Editor, HARDWARE AND METAL, *143-153 University Avenue, Toronto," and marked "For Christmas window contest."*

ARE YOU GOING TO ENTER?

WHAT OTHER PAPERS SAY

COMMANDEERING OIL STOVES

From *The Ironmonger,* England.

There would appear to be a serious shortage of sheet-metal oil stoves for warming purposes, and the requirements for the hospitals in France are so considerable that the War Office is taking the extreme step of commandeering all that can be found in the ironmongers' shops and stores of London, and it may be an even wider area. At certain shops in North London an officer appeared this week, accompanied by another gentleman, who seemed to be an expert buyer, and made inquiries as to the number of stoves in stock. After examination all suitable stoves were ordered, and instructions left that they would be collected later. Apparently the prices paid were the actual cost to the retailer, plus a percentage for working expenses. In one instance a suggestion that the price paid should be the current cost, plus the same percentage, was overruled, and the actual figure paid some months ago had to be accepted. In the matter of working expenses an offer of 10 per cent. was first made, but the ironmonger demurred, and in the end the authorities allowed him 12½ per cent.

HAZARDOUS BUSINESS

From *Merchants Record and Show Window.*

Holiday business comes very easy, in fact, so easy that occasionally a merchant comes to the conclusion that he can raise his prices on the various articles and still get the same amount of trade that would have been his at the original price. Here is a chance for added profit. But this is hazardous business and one that is very likely to react against the store.

The fact that people buy readily during the Christmas season is no proof that they buy blindly. Most people are pretty wise buyers and many of them may be classed as expert buyers, and the raising of prices on staple goods during the holiday season may not always deceive.

The holiday buying season is the big one for the business man, and it is during this particular season that hundreds of people visit a store for the first time. Supposing a number of them recognized the extra price on staple goods. Is it not readily seen that so many prospective customers have been lost? Then, the old customers are likely to be just as wise. Poor business—and dangerous.

SENTIMENT NO FACTOR IN POST-WAR TRADE

From *Canadian Machinery and Manufacturing News.*

To buy in the best and cheapest markets, and to sell to the best advantage in the same or other markets are sound business principles. Expediency and disability have, however, to be reckoned with, and, relative to our Dominion, the necessary upbuilding of a sound industrial fabric on the one hand, the lack of a merchant marine and in some considerable degree the lack of knowledge of outside requirements and possibilities on the other, militate against practical exposition of such a propaganda either whole or in part. During the past two years, numerous happenings in the prosecution of the war have made stirring appeals to sentiment, with the result that not a few hastily conceived schemes have been publicly suggested and launched concerning future trade relations with our meantime enemies. In a word, the commercial enterprise of the latter was to be circumscribed and restricted, if not altogether eliminated as a world factor. That such an undertaking was too stupendous,—a sheer impossibility fits better, perhaps, because impracticable—has come to be realized, however.

Is a trade war, following that of blood and destruction, inevitable? In some quarters such a contingency is not anticipated, being even flouted. Why, may we ask, shouldn't a trade war be the logical outcome of the other? The world owes neither of the meantime fighting nor neutral nations, in their individuality as such, a living, nor, in the enlarged sense a progressive development. They each owe it to themselves and to the world to shoulder the relative responsibility, and, as in the past, considerable effort will be expended in demonstrating the fact that such is their attitude. War as practised on the battlefields of Europe and on the sea may be hell, yet only does it differ from trade war in absence of harrowing episode and detail, although even these may be evidenced in lesser or greater degree.

Germany, we may rest assured, is going to have and take a place in the Sun following the war of blood, and her intensity of application to the furtherance of her object is likely to be less dependent on peace term detail than we are prone to imagine. Whether the war has had the like revivifying, yes and revolutionizing effect on her industrial and commercial enterprise as it has had in these directions on the other nations—warring and neutral, we are not in a position to say; this much may, however, be said, that preceding the war, Germany was in many respects an easy leader. We are inclined to think that her pre-war advantage is at least eliminated, and that little evidence of any individual nation monopoly meantime exists.

SHEFFIELD AND THE GLASS INDUSTRY

From *The Ironmonger,* England.

As the outcome of the establishment of a department for glass technology at the University of Sheffield a Society of Glass Technology has now been formed, with headquarters in that city. The new society has the support of the glass manufacturers in all parts of the country, and is, therefore, a national organization. Its objects are to bring glass manufacturers into closer touch with one another, and manufacturers, in turn, with men of science; to encourage original investigation in subjects connected with glass manufacture, and to serve as the medium by which scientific and technical information on glass collected from all known sources can be distributed by a system of abstracts published quarterly and by the formation of a library of works of reference available for members. Mr. Frank Wood is chairman of the society, and Dr. W. E. S. Turner, of the Sheffield University, is the secretary.

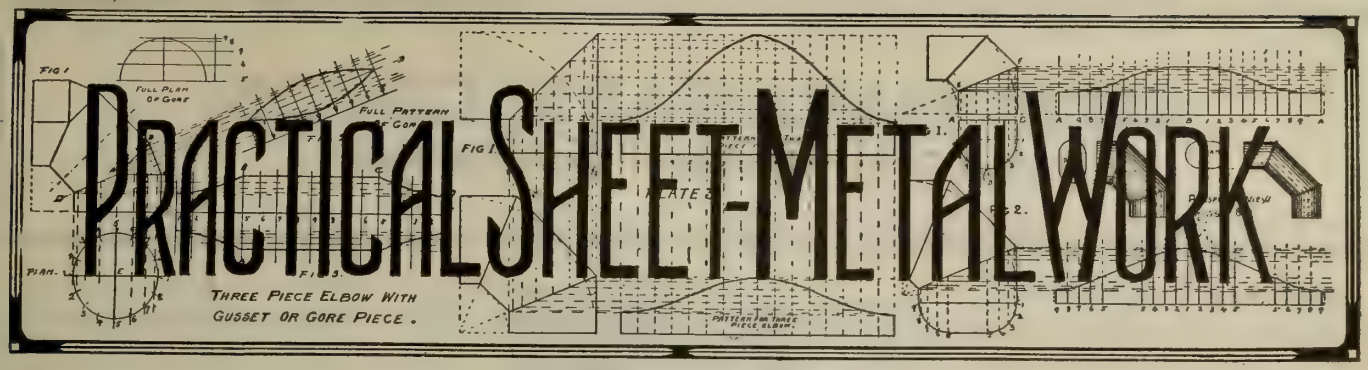
Serious inconvenience was caused to many British trades when the outbreak of war cut off the bulk of our supplies of foreign glass and the country realized how largely we had been dependent for this commodity upon makers abroad. Since then great efforts have been put forth to develop this important trade at home, and these endeavors have received valuable scientific assistance from Sheffield University. The haphazard methods which have prevailed in many of the British works will be replaced by modern organization and the utilization of knowledge gained by scientific research. Representative makers are now satisfied that their ancient trade has entered upon a new era of progress, and that, as the result, the country will shortly be in a position to supply its own needs in glassware to an extent immensely greater than before the war. The formation of the new Society makes Sheffield the leading centre of the practical application of science to the glass industry in Great Britain.

ENGLISH MANUFACTURERS' DIFFICULTIES

From *The Ironmonger.*

Many manufacturers who are not lacking in patriotism view with alarm the growing stringency of the regulations relating to the manufacture and distribution of metals and other materials used for war purposes. They realize that nothing matters so much as winning the war, but they feel that through the working of the regulations the manufacturing community is sometimes called upon to make sacrifices that are not really necessary, and, so far from hastening the end of the war, are likely to retard it. They say that many of them who are not engaged on war work because their plant is not adapted for it are grievously hampered by the regulations in doing useful work in maintaining our foreign trade. They point also to firms which are only intermittently engaged on war work, and which might employ their workpeople in the intervals making normal articles of commerce. Both classes are affected by the difficulty of getting metal and materials, and the requirements of both could be met, it is contended, without diminishing the output of munitions by an ounce. We were told recently of a galvanized hollowware manufacturer who in the lull between Government orders turned his attention to buckets and made a large number, all but the bails. Then he could get no further, because the iron manufacturers who held his order for the bails could not supply them except upon a class A certificate, which, of course, could not be procured. The iron, it was stated, was specially roiled for the purpose, and was known to be in stock at the time. In another case a contract for South America was hung up for lack of a very small quantity of metal tube of special dimensions, which, again, could not be got without a class A certificate. There are, in short, in the manufacturing centres a great many articles that are practically completed, but which cannot be finished and turned into money for lack of some trivial part.

Another aspect of the matter was brought to our notice recently by a nail manufacturer, who is under instructions to supply nothing except on a class A certificate. His customers now have to order their nails just as they require them. They cannot, of course, order for stock. As a result his daily post bag contains few large orders, but many small ones, for seven pounds of this, half a hundredweight of that, and fourteen pounds of the other, each with its separate certificate, and this in war time, when packers and clerks are at the front. What is needed, apparently, is the appointment of some competent authority in each manufacturing centre to consider instances of the kind referred to on their merits, and, where the restrictions can be relaxed temporarily without detriment to the output of war material, to advise the Ministry of Munitions to adopt that source. The appointment of such an authority would tend to dispel the fear which is rapidly growing that economic considerations are being lost sight of.



BY THOMAS STANFIELD

IN this issue we will take up the development of a round or cylindrical vessel. Before taking up the working out of its parts, it might be best to first take up a few points with regard to the method of figuring out the area and circumference of same.

To find the area of a circle multiply the square of the diameter by .7854.

Take for example a circle of 10 inches diameter. The square of 10 is 10 multiplied by 10, equals 100; .7854 multiplied by 100 equals 78.54, the area of a 10-inch circle.

To find the circumference of a circle multiply the diameter by 3.1416.

For example, take a circle 7 inches in diameter. Multiply 3.1416 by 7, which equals 21.9942 inches.

In common practice the decimal .1416 is not made use of, the faction one-seventh taking its place, thus.

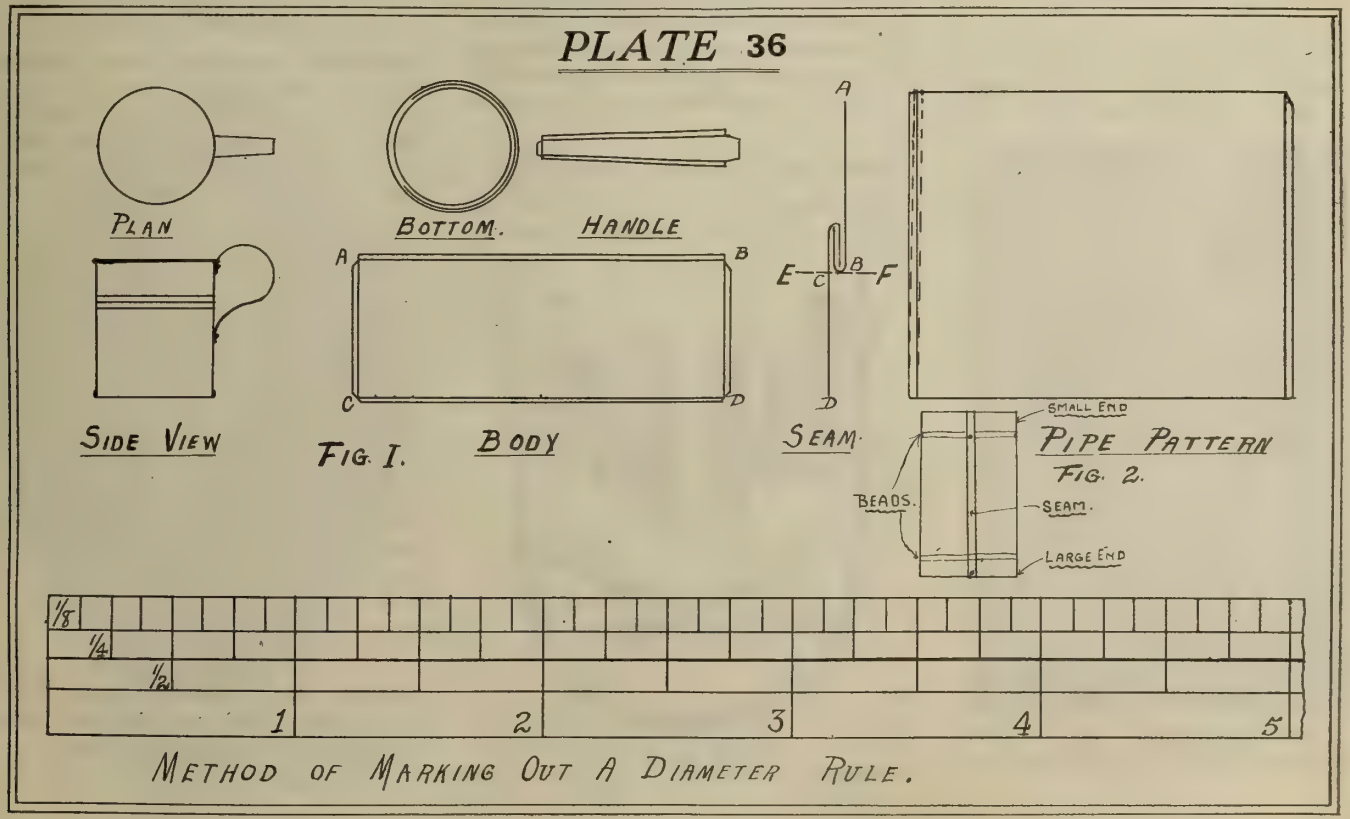
Multiply 7 inches by 3 1-7, which equals 22 inches; thus result compared to the one obtained by using the decimal shows a difference of less than one one-hundredth of one inch.

In dealing with the method of obtaining the circumference, we show an easily made rule. For this purpose it is convenient, and when made of sheet metal can be bent around most any curve, thus saving the necessity of using dividers or compasses. Its construction is simple. Take a two-inch strip of metal, half hard or springy brass preferred, and mark out as near as possible to 3 1/7 inches as many times as the length of rule is to be. Mark these spaces 1-2-3, etc., as shown, to show the circumference for 1-2 and 3, etc., inches diameter. Divide each space into halves, quarters and eighths and mark off as shown.

In Fig. 1 we show the plan and side views of a round tin dipper. With height and diameter given or drawn, first mark out and form up the body of the dipper. To mark out mark off a strip in width equal to height of article, as A-B, and C-D.

At one end, as at A-C, draw a line at right angles to A-B or C-D from A-C mark off, either by spacing with compasses, or by using a rule, the circumference of the article. If the spacing method is used, do not make the spaces too big, as by so doing a small amount of the girth is lost. If done by multiplying the diameter by 3 1-7, it works out pretty near exact, and if a diameter rule is used there is very little chance for a mistake being made. Having marked out the body, next allow the edge required for wiring at top and single edge for double seaming on bottom. The seam allowance is usually placed on each end, thus if a one-quarter inch edge is used, allow three-eighths of an inch on each end. The reason for this is shown at the drawing of a seam, the joint shown is cut at the lock by the line H-E-F, the line A-B above that line and C-D below. Make up the complete line A to D, leaving the three edges over, which

(Continued on page 50.)



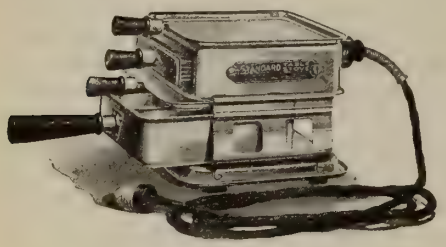
NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

STANDARD TABLE STOVE

The increasing popularity of electric cooking appliances has led the Standard Stamping Company, of Marysville, Ohio, to place on the market the Standard Table Stove, for which they claim several important advantages.

The heating element used in the Standard Table Stove is made in two sections, one above the other, with an inch and a half space between them. In the space between the two sections of the heating element, a wire toaster drawer is located, so that both sides of the bread are exposed to the heat and are toasted at the same time. According to the manufacturers, this arrangement of the heating element not only permits of the toasting of both sides of the bread at the same time but also allows two additional cooking operations above and



Standard Table Stove.

below the two outer surfaces of the heating element. Toasting, it is said, does not in any way interfere with other cooking operations. For instance, eggs may be fried in one of the griddles on top of the stove, bread toasted in the toaster drawer and bacon or chops broiled in the deep vessel below; all at the same time and at the same expense for current.

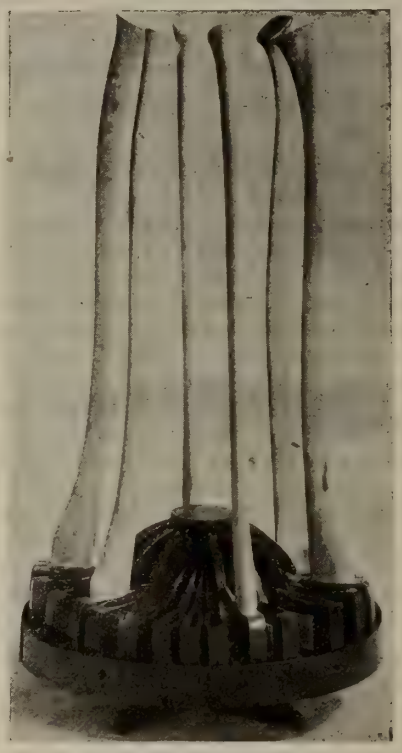
An egg poaching attachment with four egg cups for use in the deep vessel, is included in the regular equipment and provides a most delectable means for preparing eggs.

The stove is equipped with an attachment plug, which operates by a tilting motion instead of a straight push-in or pull-out.

The manufacturer claims that the Standard Table Stove will broil, boil, fry, poach, steam, toast, and, in short, do anything but bake.

STAR AXE RACK

P. Poitevin, Cornwall, Ont., is manufacturing the "Star Axe Rack," here

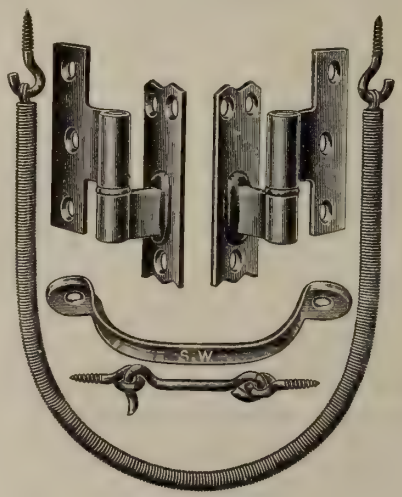


Star Axe Rack.

illustrated. The rack holds 30 axes, 6 handled and 24 unhandled. It requires 20 in. diameter counter space. The maker states that the rack revolves smoothly, and is nicely finished in green and black.

STANLEY SCREEN DOOR SETS

The Stanley Works, of New Britain, Conn., is now manufacturing a complete



Screen Door Set

set of hardware for use on screen doors hung outside of the casing, or doors that are wider than the entrance for which they are intended. With these 7/8-inch offset hinges, any screen door can be used as satisfactorily as though it accurately fitted into the frame. Doors are easily lifted off of these loose joint hinges.

This set is made of wrought steel, japanned. Packed with flat head screws, one set in a strong neat box.

This No. 1754 set consists of one pair of offset hinges, one only spring, one only handle or pull, one only 2½-inch gate hook and eye, and all necessary hooks and screws.

EXPORTS OF PIG IRON FROM INDIA

Pig iron exports from India for the fiscal year ended March 31, 1915, were 52,055 tons, against 82,592 tons and 92,614 tons for the same periods in 1914 and 1913. Imports of pig iron were 5,457 tons for the same fiscal year 1915, as compared with 12,254 tons and 11,545 tons in the corresponding periods of 1914 and 1913.

A SAFETY CODE

Realizing that lack of care is responsible for many easily preventable accidents, the Abrasive Wheel Manufacturers recently appointed a committee to draft a safety code to govern the use of abrasive wheels. This code is to be used as the foundation for uniform State laws and insurance rules in an effort to reduce the number of accidents and to eliminate much of the confusion now caused by conflicting laws and regulations. The Star Corundum Wheel Co., Detroit, has issued a bulletin containing the complete safety code drafted by the committee. Protection flanges, hoods and chucks are strongly advocated. About half the booklet is given over to a list of general safety requirements. The causes of grinding wheel accidents are tabulated, showing that practically all failures are caused by ignorance or careless mounting.

London, Ont.—The death occurred here of Wm. Gray, M.P., who for many years was identified with the oil industry.

WEEKLY PAINT DEPARTMENT

McArthur, Irwin Purchase Color Co.

The Allan Munro Color Co. Will Be Operated By McArthur, Irwin, Limited — Allan Munro Joins McArthur Irwin Organization

ANOTHER announcement of wide interest to the Canadian paint trade is made this week to the effect that McArthur, Irwin, Limited, Montreal, has purchased the Allan Monro Color Co., of Montreal, manufacturers of Chemical colors.

McArthur, Irwin, Ltd., will operate the Munro plants at Montreal and Point Claire as part of its paint and varnish department.

Allan Munro will joint the McArthur, Irwin organization, and will continue to superintend personally the manufacture of dry colors and insecticides at the Munro plants.

The McArthur, Irwin Co. for upwards of fifty years has been one of the largest handlers of chemicals in Canada. The acquiring of the dry color works of the Allan Munro Color Company places McArthur, Irwin, Limited, in an exceptionally strong position in the dry color and paint field. At its Yorktown, Va., plant, the McArthur, Irwin Company manufactures bichromate of soda and other important chemicals used in the making of dry colors.



ALLAN MUNRO,
Who has become associated with the McArthur, Irwin, Ltd., organization.



JOHN IRWIN,
President, McArthur, Irwin, Ltd., who have purchased the Allan Munro Color Co., Montreal.

Heretofore large quantities of chemical dry colors that could be made in Canada, have been imported by the paint, ink, textile and paint industries. The amalgamation of the two companies brings into the field an organization and an equipment to supply the home market with Canadian-made colors.

John Irwin, president, McArthur, Irwin, Ltd., is one of the best known men in the Canadian paint, varnish, color and chemical trades.

A. W. Poole, sales manager, McArthur, Irwin, Ltd., has had a wide experience in the paint trade, and for a number of years was associated with Brandram, Henderson, Ltd., and the James Robertson Co.

The Allan Munro Color Co., Ltd., was organized in 1912. Prior to organizing the company, Allan Munro, who is a son of the late Robt. Munro, was for 14 years associated with the Canada Paint Co.

All lines of dry colors, arsenate of lead, Munro's Paris green, etc., will continue to be manufactured.

PAINT NOTES

THE capital of the Ohio Varnish Co., of Cleveland, Ohio, makers of Chi-Namel, has been increased from $250,000 to $1,000.000.

* * *

AN advertising campaign is being conducted in the United States by plate glass manufacturers, who are urging the giving of plate glass desk and table tops for Christmas.

* * *

AN effort will be made to form a Paint Club in Toronto. There are several large paint and varnish manufacturers, and wholesalers in Toronto, as well as branch warehouses of paint companies located in other cities. It is felt that great benefits would accrue from occasional get-together meetings of the paint men.



A. W. POOLE,
Sales Manager McArthur, Irwin, Ltd.

Awards Made to C.P.C. Salesmen

Optimistic Reports Presented at Annual Convention of Canada Paint Co. Salesmen—Company Extended Operation During Past Year

At the annual convention of the Canada Paint Co., held recently, representatives of the company from the West, and also from the Maritime Provinces, were present, as well as managers of their different branches.

The meetings were promptly and regularly attended. They started at 9 o'clock in the morning, adjourning a short time for lunch, and then continuing during the afternoon until 5.30. Many interesting subjects were brought up and discussions on their many lines entered into.

The management reported that the Canada Paint Co., Ltd., had just completed one of the most successful years of its history, having made some very nice gains and a general increase in the sales of all their different lines.

The Canada Paint Co. during the past year have been extending their operations and have been going into the manufacture of new insecticides, dry colors, and also dyes. It is only recently this company has considered the manufacture of dye stuffs, but it was pointed out that from the success obtained during the past year there is every evidence that there is a big field in Canada for dye materials.

During the convention the advertising which has been planned for the company for the coming year was fully discussed and it was agreed that the proposition which their salesmen had to offer to the hardware dealers and merchants throughout the country this year was much stronger than they have yet offered to the trade. The advertising policy, which was well received, will be more liberal and stronger features and a stronger general advertising policy will be adopted during the coming year.

Presentations to Salesmen

A presentation was made to the three salesmen who had obtained the greatest success during the year in their general work and sales on their territories. These salesmen were: 1st, T. Avard; 2nd, A. Beauchesne, and 3rd, W. C. Boyd of the Western district. Mr. Boyd was also successful in landing a special prize for selling the largest number of assortments of Homestead Red. The prize consisted of a set of silver nut crackers and picks.

All the representatives and managers were very optimistic for further successes during the coming year, and with the bright prospects which are facing Canada today for more and better business it is generally felt that a successful year could be looked forward to.

WEEKLY PAINT MARKETS

(Continued from page 54.)

Glass Has Not Yet Been Marked Upward

GLASS.—Although there has been an advance of approximately 20 per cent. in the price of window glass from the manufacturers in the United States, local dealers have as yet not increased their price. They have not advanced owing to the fact that some fairly heavy stocks are held, and until these are cleaned out somewhat the local prices will not follow the trend of the primary market. Wholesalers assert, however, that the price will have to be marked up in the not distant future.

PRACTICAL SHEET METAL WORK

(Continued from page 47.)

have to be allowed as described above. After forming up body, and turning edge to receive bottom, the size of blank to make same is measured for with rule and compasses.

The inner line on bottom shows size of article, the middle or incomplete line the size of edge turned out on bottom of body, and the outer line the size of blank required to seam on to body. The handle is a tapered strip with a wired allowance on both sides, the projection on either end being used to rivet on to body. The length of handle can be got by spacing, or if not marked out, by forming up narrow strip to suit, and then using as pattern for length.

At Fig. 2 is shown a pipe pattern. This needs but a small amount of time, yet quite often pipes do not fit properly. The length of the pipe is usually governed by the width of the sheet. Mark off the circumference to suit diameter required. Then mark off the seam allowances to suit folders, and at one corner mark back on the sheet the amount to be taken off to allow pipe to enter into another, as shown by dotted lines, which then forms seam allowance. In order to readily tell small end it is customary to cut a notch off that corner, and in finally completing the pipe a rivet should be placed at both ends. The small end of the pipe should have the rivet about 2 inches from extreme edge, and at the large end the rivet is placed at the edge. See sketch of pipe, Fig. 2.

(Continued in next issue.)

BEWARE OF WHITE PINE RUST

Through the invasion of the "white pine blister rust," a virulent fungus disease imported from Germany about seven years ago, Canada is seriously threatened with the extermination of her white pine resources, probably the most valuable forest asset of Eastern Canada. This disease has destroyed the white pine in Europe, has made serious ravages in the pineries of the north-eastern states, and is spreading in Ontario and Quebec. Centres of invasion are scattered from Maine to Minnesota in the United States, and from south-western Ontario to southern Quebec in Canada, the Niagara Peninsula being the most seriously infected district in the Dominion.

For its full development and for transmission to the pine, the disease is dependent on the currant and gooseberry bushes. The fact that it cannot spread directly from one pine to another offers a means of control and no effort should be spared to combat the rust by exterminating the currant and gooseberry bushes in infected or exposed districts, or at least by prohibiting the shipment from these regions of all currant and gooseberry bushes and fruit by placing an embargo on the importation of such stock. Unfortunately, the wild gooseberry is equally dangerous as an intermediary in spreading the disease.

Any loss entailed by even the total destruction of the whole currant family is insignificant compared to the value of the white pine in Canada. In 1914 the white pine production of Eastern Canada, including logs and sawn lumber, totalled $16,160,000. The cutting and manufacture of this timber furnished employment to thousands of men and supplies hundreds of industries with raw material for which no satisfactory substitute can be secured. The white pine is one of the most important tax-payers in Canada and contributes no less than $1,250,000 to the total revenue of about $4,000,000 which the four eastern provinces derive annually from their forests. In view of these facts it is evident that drastic measures should be taken at once to eradicate the disease which threatens this resource.

PAPER BALERS

In answering an inquiry in last week's issue from a subscriber who asked for the names of manufacturers of paper baling machines the names of General Sales Co., 203 Stair Bldg., Toronto, and the Stephenson, Blake Co., 60 Front St. E., Toronto, were inadvertently omitted.—Ed.

Montreal, Quebec. — Lamarre Freres, hardware merchants, have dissolved.

People Stick to a Good Thing—



A distinctively good thing is

JAMIESON'S PURE PREPARED PAINTS

They are good in quality and value.

Get to know them and you'll stick to them too, for they attract a large repeat order business, and pay you a most desirable profit.

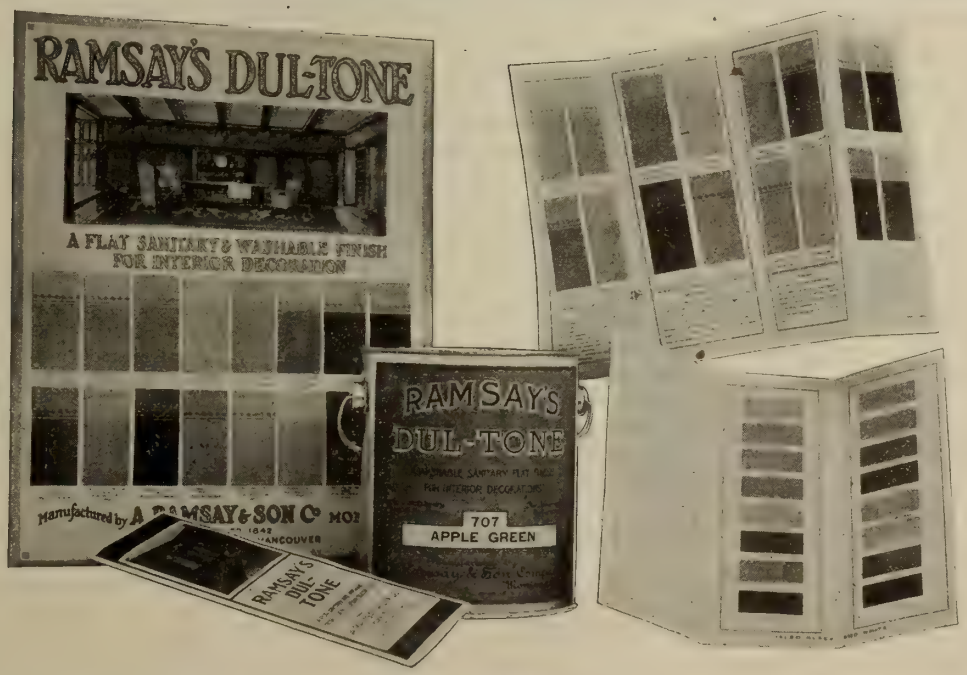
Drop a card for our agency proposition.

R. C. JAMIESON & CO., Limited, Montreal, Canada
ESTABLISHED 1858
Owning and Operating P. D. DODS & CO., LIMITED

RAMSAY'S DUL-TONE

A Flat, Sanitary and Washable Finish for Interior Decoration

To Increase Winter Sales



This is the Line

Manufactured by

A. RAMSAY & SON CO. - - MONTREAL
TORONTO *Established 1842* **VANCOUVER**

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Dec. 13.—The advance in white lead in oil predicted last week, and for some weeks previously by HARDWARE AND METAL has arrived. It is a fifty cents advance per 100 lbs. Putty has also advanced twenty cents, and the differential between standard and pure putty prices has been advanced ten cents from 70 to 80 cents. These advances form the feature of the market this week. Linseed oil is easier. Turpentine is firmer. The conditions as regards mixed paints and varnishes are as last week, with no diminution in demand apparent as the result of increased prices, but rather the reverse, exceedingly good business being reported in mixed paints, and travellers being still busy turning in orders. Gasoline has advanced one cent a gallon to 28½ cents from the tank car. This, the first advance in Montreal territory for some time, is due to the advance in crude oil.

White Lead in Oil Advances 50 Cents

WHITE LEAD IN OIL.—An advance of fifty cents per 100 lbs. has taken place in white lead in oil. A moment's consideration of the facts regarding prices of the oil and the metal as compared to their condition in March of this year when white lead in oil reached its record price in experience of the trade, would quickly convince anyone interested that further increase in price was inevitable. The situation was pointed out by HARDWARE AND METAL last week, after several previous predictions that white lead in oil was in for an increase, and in last week's report on the paint markets HARDWARE AND METAL made the definite prediction that mixed paints having risen in price, white lead in oil would in all reasonable probability be the next line in the paint business to advance. The advance has arrived. White lead in oil which last week cost $13.80 per 100 pounds in 1 ton lots is now priced at $14.30 per 100 lbs. for the 1 ton quantity, $14.00 per 100 lbs. for orders of five tons at a time, and $14.60 per 100 lbs. for orders of less than one ton at a time. These prices break all previous records in the experience of the trade, but it is said they are fully, even more than justified, by the exceedingly firm conditions affecting the market for pig-lead, and the market for linseed oil. That the advance should have been only fifty cents per 100 lbs. is one of the features of the occasion. The last time white lead in oil jumped, it jumped like the man in the seven league boots, two dollars and twenty-five cents at a bound. Compared to that record breaking leap of last March, 50 cents per 100 lbs. is a modest advance. Lead was very firm at the time of writing, dry lead being in for another advance in market opinion.

Putty Has Also Gone Upwards in Price

PUTTY.—Owing to the increased cost of whiting, and the firmness in linseed oil, putty has increased in price this week. The increase is 20 cents per 100 lbs. for the standard grade, and 30 cents for the pure. Montreal prices are now $2.85 per hundred for putty in five ton lots, standard grade, $3.00 per 100 lbs. in 1 ton lots; and $3.20 per 100 lbs., in less than ton lots. In barrels of bladders putty prices are $3.15 per 100 for the 5-ton contracts, $3.20 per 100 for 1 ton lots; and $3.50 per 100 for orders of less than a ton. These prices are for delivery up to April 1, 1917, and the five ton contracts for delivery in quantities of not less than one ton at a time. Prices out of Montreal territory will be found shaded rather higher. Owing to the high price of linseed oil the differential between the standard putty and the pure is altered from 70 cents to 80 cents, thus causing the 30 cent increase on the pure while the standard is increased only 20 cents per hundred.

Linseed Oil Rather Weaker in Tendency

LINSEED OIL.—Still firm after previous periods of steady and rapid rises in price linseed oil this week was in a quieter condition, and very slightly easier in tone. There was no reason to account for this other than the rather general tone of duller tendency in markets due perhaps to peace rumors, and in some degree to the approach of holidays. Linseed oil however, still keeps well over the dollar figure from crusher to wholesaler, and prices to the retail show slight response to the passing weaker tendency, being barely changed from last week's quotations. Flax seed as at $2.52 per bushel on Wednesday after having been higher, earlier in the week, and the market was uncertain. No unusual demand was noted for oil, conditions being however, quite steady and satisfactory as regards demand. Prices ranged from $1.12 for the raw oil to $1.20, and from $1.15 for the boiled to $1.25 in one barrel lots, the variation being towards reduction of the lower quotations of last week, some firms keeping to their quotations of last week though the weaker tendency was shown in the oil. The price range was as follows:

Linseed oil	Raw.	Boiled
1 to 4 bbls.	$1.12-1.20	$1.15-1.25
5 to 9 bbls.	1.11-1.19	1.14-1.24
10 to 25 bbls. ..	1.10-1.18	1.13-1.23

Turpentine Firmer Two Cents Advance

TURPENTINE.—A stronger tendency was noted in turpentine this week, the price firming up about two cents per gallon due to hints of shorter supplies, and to indications of quite normal demand if not better than normal. Quotations in Montreal were as follows:

Turpentine	Per Imp.gal.
1 barrel lots	75c-80c
2 to 4 barrels	74c-79c
5 to 10 barrels	73c-78c

TORONTO

TORONTO, Dec. 15.—The item of outstanding interest in the paint trade during the week has been the advance of 50c. per hundred pounds in the price of white lead in oil. The probable trend in this market has been forecaste in these columns for some weeks past. Putty has also advanced in price and glue is in very firm market and hard to get. Prices have also advanced for that commodity. Varnish prices have not been revised upward, but will take effect in this district on December 15. Linseed oil has declined 5c. per gallon

A Reputation 187 Years Old

IN 1729 Brandram Bros. & Co. started to make white lead in London, England. They decided to make better white lead than anybody had made before. They developed a process which not only made better white lead than had ever been produced in the past, but which now, *nearly two centuries later,* is still recognized as being the world's best.

B-B Genuine WHITE LEAD

is made by this same celebrated process, and possesses the same high quality that has made the original Brandram's product famous throughout the world.

B-B Genuine White Lead is not only absolutely pure, but is whiter, of greater covering capacity, and of longer life than any other similar product. It works easily and produces a tough, elastic film that is very durable.

The merchant who sells B-B Genuine White Lead not only is assured of his customer's thorough satisfaction, but also shares in the prestige of this fine old product. Every discriminating purchaser of paint knows its quality, and respects the judgment of the merchant who handles it.

Orders for Spring Stock should be placed at once to protect prices and insure early delivery.

BRANDRAM-HENDERSON LIMITED

Montreal, Halifax, St. John, Toronto, Winnipeg

If interested, tear out this page and keep with letters to be answered.

during the week owing to the weakness in the flaxseed market. Turpentine, on the other hand, is firm and has registered an increase of 2c. per gallon. Gasoline has advanced 1c. per gallon owing to the higher price that the refiners have to pay for the crude oil. Benzine advances to the same extent as gasoline. Glass prices have not been advanced locally, but wholesalers state an upward marking will have to take place in the near future, based on the 20 per cent. increase recently announced by the manufacturers of window glass in the United States. Shellac continues in firm market, the gum having registered an advance during the week. Trade has been seasonably good. Spring bookings have kept up well on the face of the recent advances in paints. Most of the wholesalers will not start their travelers on the road until the first part of January.

White Lead in Oil Jumps Upward 50c

WHITE LEAD. — As forecast in HARDWARE AND METAL for some weeks past, an advance has been recorded in the price of white lead in oil. The new price is now 50c. per hundred pounds higher, which makes quotations $14.75 in small lots and $14.45 in ton lots. The advance follows the increasing price of pig lead, which in the primary market in New York during the week was quoted as high as $8 per hundred, while the prevailing quotation, however, holding around $7.75 to $7.80. There is still a firmness in the market even in the face of peace proposals. Peace from war would undoubtedly send the price of lead down, but the market shows no signs of weakening with the progress that has been made toward peace so far.

Linseed Oil Shows Decline of 5c in Week

LINSEED OIL.—Flaxseed again was in an erratic condition during the week and as the net result at the time of writing was a decline of almost 10c per busnel in price during the week. On Wednesday of last week the flaxseed market at Winnipeg closed at $2.63¾, and on Wednesday of this week it closed at $2.53 for December delivery. On the opening of the market on Thursday there was a firmness noticeable and seed was quoted up as high as $2.58 per bushel. But it was a doubtful quantity whether or not the market would retain this firmness. The erratic condition of the market and the weakness shown was sufficient at any rate to send the price of linseed oil down from 2c. to 5c. per gallon in the single barrel lots. With the feeding season nearly over it is pointed out that the crushers may have to get a higher price for their oil in order to compensate for the lower price that may be necessary for the oil cake. The delivery of flaxseed at Winnipeg has fallen off considerably during the week, being down on an average to 30 cars per day as compared with 50 cars per day the previous week. This would seem to indicate that the heaviest marketing of seed has taken place. The market for linseed oil is in an uncertain position at the present time. Following is the range of prices, the highest quotation representing a decline of 5c. per gallon and the lowest 2c. per gallon:

	Raw.	Boiled.
1 to 2 barrels..	$1.08-$1.15	$1.10½-$1.18
3 to 5 barrels..	1.07- 1.14	1.09½- 1.17
6 to 9 barrels..	1.06- 1.13	1.08½- 1.16

Gasoline Records 1c Gallon Advance

GASOLINE. — Following an advance in the mid-continent crude oil of 20c. per barrel within the past four weeks the price of gasoline has registered an increase of 1c. per gallon during the week and is now quoted at 27½c. to 28c. Mid-continent crude oil is now selling at $1.10 per barrel, which constitutes a high price. Last week the increase in the Pennsylvania crude oil was recorded with the statement that this crude oil product usually heralds advances to be put into effect by the other oil-producing districts. The mid-continent field is the one in which the Oklahoma oil fields are located and which affect the oil market in Canada more closely than other fields since the supply of crude oil for making gasoline comes largely from that district. The higher grades of gasoline used by rubber manufacturers have also shared in the advance of 1c. Benzine is also quoted up 1c. per gallon. The demand for gasoline is keeping up fairly well for this season of the year. There is a falling production in crude oil, which accounts for the increased price for that product and hence an increase in refined products.

Turpentine Prices Marked Up 2c Gallon

TURPENTINE.—With the increasing firmness of turpentine in the primary markets during the week and advancing prices, the local prices have advanced in sympathy. Turpentine is quoted as high as 82c per gallon, with a range to 73c. In the Southern United States stocks are being reduced somewhat owing to an export business that has been developing. The present season's crop of rosin and turpentine is now gathered, and there will be no fresh supplies until the new crop comes in in the spring. In the face of the demand that is expected in the interim the price of turpentine is considered by authorities to be in a firm position. Following are the quotations:

	Per Imp. gal.
1-barrel lots	$0.73-0.82
2 to 5 barrels	0.72-0.81
6 to 9 barrels	0.71-0.80
5-gallon	0.78-0.89

Varnish Prices Will be Marked Up This Week

VARNISH AND SHELLAC. — Although it was decided some time ago that the prices of varnish should be advanced the dealers, the date for the actual marking up of prices was set for December 15. It is expected that most of the dealers will accordingly register the advances in their prices during the present week. Some, however, are leaving the revising of their prices on varnish until they make out the new price books for the use of their travellers when they start on the road in January. Shellac is holding in firm market, and for the ordinary gum an advance of 3c. per pound has been put into effect in the ordinary grade, which is now selling at 44c per pound.

Putty Has Increased In Price 20c to 30c

PUTTY.—An advance of 20c per 100 pounds has been recorded in the price of standard putty during the week, and 30c per 100 pounds on pure putty. In 100-pound drums the standard is now selling at $3.20 and in 25-pound drums at $3.30. Pure putty is up 30c per 100 pounds, and is now quoted at $4 per 100 pounds in drums and 10c increase when put up in 25-pound drums. The increase has been caused through the high price of linseed oil and the scarcity of whiting, which are the two principal ingredients.

Glue Up In Price And Hard To Get

GLUE.—There is a great scarcity of all kinds of glue reported. This has been caused through the inability to get hides and hoofs of animals. Bone glue is about the only kind obtainable at the present time, except in cases where wholesalers have not yet been depleted of their stocks. No manufacturer is now offering any of the hide glue at all. The conditions are such that what is next to a famine exists. In consequence, prices have all been marked up. French medal is quoted at 25c per pound, and is practically off the market. English common sheet is quoted at 22c, English prima at 30c, white pigsfoot at 29c, cake bone at 22c, and gelatine glues all the way from 45c to 60c per pound. There is, therefore, great strength in the glue market.

(Continued on page 50.)

A XMAS PRESENT

Cash in on the Christmas-giving spirt. You deserve the biggest share of it, particularly in these war times, for you can offer the people articles of practical, year-round utility. No better gift could be desired than this BT Electric Washer.

Both washes and wrings the clothes. Can be attached to any electric light socket in the house and does the entire washing for but 2c or 3c. In fact the cost of the current used is practically nothing. It is simple in construction, all working parts being enclosed. Its operation is controlled by a handle and one simple turn of this will start or stop, make it wring or wash, wring one way or wring the other way. The stool or dolly which revolves in the tub, stops when the lid is opened.

Power washers are being sold in large numbers to take the place of the hand-power machines. In a few years the hand-power washers will be as much out of date as the old tubs. Here is your opportunity. Send for a machine; demonstrate it by attaching to electric light socket. Keep it running during Christmas shopping hours. You will sell several.

There is a handsome profit on this machine—3 or 4 times as much as on hand-power washers.

Beatty Bros., Limited

Head Office: Fergus, Ontario

Winnipeg, Man. Montreal, Que.

Edmonton, Alta. St. John, N.B.



Washing Machine



Profitable Varnish Selling

WHEN you sell a customer his first can of "Berry" Varnish he will ask for it next time.

Berry Brothers' Varnishes not only win trade but hold it.

The unvarying quality of our line is widely recognized by varnish buyers. This is why all products bearing Berry Brothers' label are so safe to recommend, satisfactory to handle, and easy to sell.

Here are some profitable specialties. They are staples of the varnish trade and ready sellers.

LUXEBERRY WHITE ENAMEL—whitest white, stays white. Makes a permanent snow-white finish in either gloss or dull effects.

LIQUID GRANITE—floor varnish. Makes a smooth, satiny finish. Lasting, waterproof, marproof, also adapted for bathrooms, window sills and casings, and all interior work where great durability is desired.

LUXEBERRY WOOD FINISH—for general interior work. Develops and preserves the grain of all woods, and makes a handsome and lasting finish. Rubs perfectly.

LUXEBERRY WALL FINISH—produces artistic color effects on walls. Makes a soft, velvety finish in twenty-one attractive colors and shades.

LUXEBERRY SPAR — for exterior work. Especially adapted for durability under extreme exposure—front doors, store fronts, marine work, etc. Makes a handsome finish and will not turn white under the severest conditions of wear.

Write for Price List and Interesting Dealer's Proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

Walkerville - Ontario

(431)

If interested, tear out this p age and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can Frequently make purchases at better prices.

AMMUNITION

Dominion Metallics—B.B. Caps, 25%; C. B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok- or 22 long lesmok, 20%; 22 short, smokeless, 20%; 22 long rifle, black, 22 long rifle smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add. 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add. 35% list; empty shot shells, 5%; blanks, add, 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells -"Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, 2½% off list; "Regal" Dense Smokeless Powder, 2½% off list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

American Metallic Ammunition —B.B. Caps, Round Ball, $3.40 per M. net.; B.B. Caps, Conc. Ball, $4.25 per M. net.

Cartridges — Rim Fire Black and Lesmok Powder—22 Short, discount 5%; 22 Short, hollow point, discount 5%; 22 Long, discount 5%; 22 Long, hollow point, discount 5%; 22 Long Rifle, advance 12½%; 22 Long Rifle, hollow point, advance 12½%; 22 Short Spotlight, discount 12½%.

Rim Smokeless Powder — 22 Short, discount 17½%; 22 Short, hollow point, discount 17½%; 22 Long, discount 5%; 22 Long Rifle, advance 12½%; 22 Long Rifle, hollow point, advance 12½%; 22 Short Spotlight, discount 27½%; Rim Fire Military, size AD, advance 82½%; Rim Fire, all others, advance 12½%; Centre Fire, pistol styles, advance 67½%; Centre Fire, Military and Sporting styles, advance 82½%.

Rim Fire Blanks — 22 Short, $2.90 per M. net; 32 Short, $5.30 per M. net; 32 S. & W., $10.55 per M. net; 38 S. & W., $13.50 per M. net.

Shot Cartridges — Rim Fire, discount, 5%; Centre Fire, pistol size, advance 45%; Centre Fire, sporting size, advance 65%.

Primed Shells and Bullets — Advance 75%.

Primers—Winchester, 250 in box, Nos. 1, 1½, 2½, $3.50 net; Winchester, 100 in box, Nos. 1 and 2, $3.70 net; Winchester, 100 in box, Nos. 1-W, 1½-W, 2½-W, 3-W, new 4-5 and 5½, $3.70 net; Berdan, 250 in box, Nos. 1, 1½ and 2, $3.50 net.

Shot, standard, 100 lbs., Toronto, $14.50; Montreal, $14.25; net extras, as follows, subject to cash discount only; Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.			
3/16	$ 5.00	12/16	$ 7.00
4/16	5.00	13/16	8.00
5/16	5.00	14/16	8.00
6/16	5.00	15/16	9.00
7/16	5.00	16/16	9.00
8/16	5.00	18/16	10.50
9/16	5.50	20/16	12 00
10/16	6.00	24/16	15.00
11/16	7.00		

Discounts from Standard List prices:

Common, 65%.
Ford's Auger Bits, 30 and 10%.
Irwin Auger Bits, 40%.
Gilmour Auger Bits, 60%.
Rockford Auger Bits, 50 and 10%

F.O.B. Toronto, Montreal, London and Hamilton.

AUGERS, POST

B.T.—8 in., net	3 00
B.T.—10 in. net	3 30
B.T.—12 in. net	3 90

AXES

Single Bit, doz.	8 00	10 50
Double Bit	12 00	14 00
Boys' Axes	6 25	7 50
Hunters' Axes	5 50	7 00
Bench—No. 2, doz.		10 00
No. 3, doz.		10 80
No. 4, doz.		11 60
No. 5, doz.		13 20

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 12 to 60c lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 10%.
Standard Quality, 30, 10, 10%.

Side Lace Leather, lb.	$1 20
Cut Lace Leather, lb.	1 40

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

BOLTS AND NUTS.

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 25%.
Carriage Bolts ($1), list, 7-16 in., 10%.
Machine Bolts, ⅜ in. dia. and smaller, 25%.
Machine Bolts, 7-16 in. dia. and larger, 15%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 15%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 10%.
Coach and Lag Screws, 35%.
Skein Bolts, 30%.
Square Head Blank Bolts, 15%.
Bolt Ends, 15%.
Plow Bolts, 15%.
Elevator Bolts, 20%.
Fancy Head Bolts, 15%.
Shaft Bolts ($3 list), 15%.
Step Bolts, large head ($3) list. 15%.
Whiffletree Bolts, 15%.
Nuts, square, $1 off list.
Nuts, hexagon, $1 off list.
Stove Rods, per lb., 9¼c.
Stove Bolts, 60%.
Tire Bolts, 45%.

F.O.B. Toronto, Montreal, London and Hamilton.

BORAX

Lump Crystal Borax, lb.	0 10½

BRASS

	Per lb.
Spring, sheets, 8 in. wide, up to 20 gauge	0 60
Rods, base ½ to 1 in. round	0 55
Tubing, seamless base	0 57
Tubing, iron pipe size, 1 in. base	0 54
Copper I.P.S.	0 58

BARS (Clothes)

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

BOILERS (Range)

30-gal. Standard	10 00
30-gal. extra heavy	12 50

BOARDS, BAKE

	Per doz.	
No. 1—18 in.x24 in.	6 00	6 00
No. 2—18 in.x28 in.	6 50	7 20
No. 3—20 in.x30 in.	7 25	7 80

BOARDS (Ironing)

Size 12x60 ins., doz.	7 20
Size 14x60 ins.	8 40
Folding, 14x58 ins., doz.	16 50
Cork covered, doz.	24 00

BOARDS (Sleeve)

Basswood, stationary, doz.	2 00
Folding, per doz.	3 50

BOARDS, STOVE

Wood, lined, 50, 10%.
Paper, lined, 60%.

BOARDS (Wash)	Tin Plate	Zinc
Pony, Dozen		$1 75
Crown		5 55
Dnady		3 75
Improved Globe	2 65	3 85
Standard Globe	2 75	3 95
Original Globe	3 00	4 25
Newmarket King		4 25
Diam'd King (Glass)		4 50
Western King (Enamel)		4 75
Wood, double faced.		1 70

Subject to small discounts for quantities.

BUTTS

Wrought Steel:—

No. 840	25%
No. 800	20 & 5%
No. 838	25%
No. 808	25%
No. 804	30 & 5%
Nos. 802, 842, 844	30%
Nos. 810 and 814	15.5%
Nos. 820 and 910	30%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

Quotations nominal.

Proof coil, per 100 lbs., ¼, $9.45; 5-16, $9.10; ⅜, $8.35; 7-16, $7.15; ½, $6.95; 9-16, $6.95; ⅝, $6.80; ¾, $6.70; ⅞, $6.55; 1, $6.40.

Electric Weld Coil Chain—BB 3-16 in., $10; ¼ in., $7.25; 5-16 in., $6.75; ⅜ in., $5.75; 7-16 in., $5.25 per 100 lbs.

Electric Weld Loading Chain ¼ in., $11.50 per 100 lbs.

CHURNS

List prices: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

Discount of 30% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 27½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 25%, out of stock.

CHOPPERS. FOOD

Universal No. 0	$13.20 doz
1	15.00 doz.
2	18.00 doz.
3	24.00 doz.

COPPER

	Montreal	Toronto
Casting ingot, see weekly report		
Bars, ½ to 2 in.	53 00	53 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	53 50	53 50
Copper sheet, tinned, 14x60, 14 oz.	54 50	54 25
Copper sheet, planished, 14x60 base.	61 00	60 00
Braziers' in sheets, 6x4 base	52 50	52 00

COMBS

Curry combs, net list.

CORD (SASH)

No. 6, lb.	0 44½	0 46½
No. 7, lb.	0 43½	0 45½
Nos. 8, 9, 10, 12	0 43	0 45

CANADA PLATES

Prices nominal.

	Montreal	Toronto
Ordinary, 52 sheets	6 75	6 75
All bright, 52 sheets	7 50	7 00

	Galvanized		
	Apollo	Crown	Gorbals
18x24x52	6 25	7 50	7 50
60	6 50	7 75	7 75

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$20 00
IX, 20x28 base	24 00
IXX, 20x28 base	28 00
IXXX, 20x28 base	32 00
Raven and Murex Grades—	
IC, 20x28 base, 56 sheets.	8 00
IX, 20x28 base, 56 sheets.	9 00
IXX, 20x28 base, 56 sheets.	10 50
IXXX, 20x28 base, 56 sheets	12 00

CHARCOAL TERNE PLATES

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 200 lbs., $14; 216 lbs., $15.

COKES, BRIGHT

Bessemer Steel—	
10x14x20 base	7 75
20x28, double box	15 50

CLOCKS

Big Ben	2 40

CROWBARS, 5¼c per lbs.

DRILLS

Bit Stock Drills, 50%.
Rd. Shk., 40%.
Wood Drills, 20%.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base	7 00	7 00
I X, 14 x 20 base	8 25	8 25
I X X, 14 x 20 base	9 50	9 50

ENAMELWARE

See prices under heading Wares, etc.

FILES AND RASPS.

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	60, 2½
Kearney & Foot, Arcade.	60
J. Barton Smith Eagle	60
Disston Brand	60
Vulcan Brand	60
Globe	60
Nicholson	50
Black Diamond	50
Delta Files	40, 5

F.O.B. Toronto, Montreal, London and Hamilton.



Paint at Cost
to make room for
Canada Paint

Make a Clean Sweep of Your Slow Moving Paint Stock

Clear out the paint that you have to coax your customers to buy and replace it with a brand that is more than half sold when customers come to your store.



Canada Paint Products are the livest, fastest selling finishes on the market, because we are educating your customers to demand them. Every can is backed by a positive guarantee of satisfaction to both you and your customers.

If you are interested in more profits you had better send a post-card to-day asking how the C. P. "full line" Agency will help you to get a large part of the paint and varnish trade in your district.

The Canada Paint Company
Limited

572 William St., Montreal
112 Sutherland Ave., Winnipeg

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	1 50
Smaller sizes	2 00
Mounted No. 115, each	3 75
Bi.-Treadle, each	4 25

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 7 75
Russet rope shank, 1¼ in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1¼ in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL)

7-16 in. gross $14.40; 9-16 in. $21.60.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	11 00
Masons, 5 lbs. and over, per cwt.	13 00
Napping, up to 2 lbs.	0 13½

HANDLES (WOOD) Net

Prices on handles under revision.

Axe, No. 3 culls, doz.	1 01
Axe, No. 1 hickory, doz.	2 14
Axe, 2nd growth, doz.	3 00

Extra quality, 40 per cent.

All second growth hickory handles, 40%; all pick handles, 35%; all other hickory handles, 37%; all ash and maple axe handles, 40%; all hickory team neck yokes, oval and round whiffletrees and wagon doubletrees and eveners, 25%; all oak, ash and rock elm team neckyokes and singletrees, 30%; all doubletrees and eveners, 25%; all hickory cant hooks and pevies changed to 25%; all maple cant hooks and pevies changed to 35%.

Second growth and No. 1 neckyokes, ash and hickory heavy team neck yokes and whiffletrees are struck off the list, and in future all these goods will be known as: White ash and hickory neckyokes and single teams, and will be sold at the present list price of second growth.

Boys' axe handles, 28 in., extra, $2.50; No. 1, $2; No. 2, $1.60; maple, $1.75; ash, $1.90 per dozen.

Prospectors, miners and drift pick handles, 32 in., $3.20; 34 in. and 36 in., $3.40 per dozen.

Manure fork handles, short, $3.60 per dozen.

Hickory pick handles, No. 1, $3, and No. 2, $1.75 per dozen.

Hickory axe handles, No. 3, 30 in. to 36 in., $1.60 per dozen.

All second growth ash hay fork, manure fork, shovel and spade, hoe and rake handles, 30%; extra quality, 40%, and No. 1, 45%.

F.O.B. Toronto, London, Montreal, Hamilton and St. Thomas.

HANGERS, BARN & PARLOR

Atlas, No. 0	6 65
Atlas, No. 1	7 30
Atlas, No. 2	8 50
Stearns, 4 in.	6 00
Stearns, 5 in.	8 40
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
Storm King and safety hangers, doz.	6 75
Steel track, 1¼ in.	6 00

HEATERS (OIL)

Perfection No. 120, N.P., ea.	$3 20
Perfection No. 130, N.P., ea.	3 45
Perfection No. 125, Jap., ea.	3 05

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 30 and 5% off list.

Light.	Strap.	Tee.
3 in., doz. prs.	1 00	1 00
4 in., doz. prs.	1 20	1 10
5 in., doz. prs.	1 40	1 30
6 in., doz. prs.	1 70	1 50
8 in., doz. prs.	2 50	1 80
10 in., doz. prs.	3 50	2 40

Discount 30 and 5% off list.

Screw Hook and Strap Hinge—Under 12 in., per 100 lbs.	6 50
Over 14 in., per 100 lbs.	6 00
Extra hooks for above, ⅝ in., per lb.	07
Extra hooks for above, ¾ in., per lb.	6¾

F. O. B. Toronto, London, and Hamilton, Montreal.

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	2 40	3 25
No. 3, per doz.	2 50	3 70
No. 4, per doz.	2 60	4 00
No. 5, per doz.	2 80	....
Little Giant	4 40	....

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, $4.40; No. 1 and smaller, $4.65; show pattern, No. 2 and larger, $4.65; No. 1 and smaller, $4.90; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.85; No. 1 and smaller, $5.10; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $6.25; special countersunk steel, all sizes, 0-4, $6.75; toe weight steel shoes, all sizes, No. 1 to 4, $7.25.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.60; No. 2 and larger, $1.50; "Sharp" No. 2 and larger, $1.70; "Sharp" No. 1 and smaller, $1.80. Put up in 25-lb. boxes.

HOSE, LAWN

Corrugated, ½ in., ft.	0 12
Corrugated, ¾ in., ft.	0 16
Corrugated, 1 in., ft.	0 22

Less 5% for full reels, 500 ft.

HAT AND COAT HOOKS

Coppered wire, 3 in., 80-85c gross

IRON AND STEEL

	Montreal	Toronto
Common bar iron per 100 lbs.	3 30	3 50
Refined iron, per 100 lbs.	3 55	3 90
Angles	base	4 00	3 90
Horseshoe iron, per 100 lbs.	3 55	3 95
Norway iron	9 75	7 00
Mild steel	4 00	3 65
Band steel	4 00	4 00
Sleigh shoe steel	4 00	3 90
Reeled machinery steel	5 50	6 00
Tire steel	4 20	3 85
Toe calk steel	4 90	4 35
Mining tool steel, per lb.	0 11½	0 13
Cammell Laird, lb.	....	0 22
Sheet cast steel, lb.	0 20	0 22
Black Diamond tool steel, per lb.	0 13½	0 13
Silver tool steel, lb.	0 17½	0 22
Spring steel	5 50	5 00

IRON, TINNED

72x30 up to 24 gauge, case lots	15 50
72x30, 26 gauge, case lots	16 00
Less than case, 25c per 100 lbs. extra.	

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	$1 05
Mrs. Potts, No. 50, nickel-plated, per set	1 20
Mrs. Potts, handles, japanned, per doz.	1 00
Sad irons, common, plain, 3, 4 and 5 lbs.	8 50
Sad irons, plain, 6 lbs. up	6 50
Sad irons, common, plated	5 50
Princess Electric, each	3 20
Gasoline Sad Irons each	3 75
No. 70, Asbestos, per doz.	21 00
No. 60, Dover, doz.	16 20

LADDERS, ETC.

(Step Ladders)

Shelf-lock	14c ft.
Ontario	18c ft.
Faultless	22c ft.
Mechanic	27c ft.
Hercules	25c ft.
Perfect	24c ft.
Faultless, extra heavy	27c ft.
Hercules, extra heavy	30c ft.
Mechanic, extra heavy	32c ft.
Chair ladders, each	2 00
B.T. Standard	18c ft.
B.T. Economy	14c ft.
B.T. Iron Bound, 4-9 ft.	26c ft.
B.T. Iron Bound, 10-14 ft.	31c ft.
B.T. Iron Bound, 15-16 ft.	41c ft.
B.T. Iron Bound, 17-20 ft.	51c ft.
Crescent	17c ft.
Household	13c ft.
Standard	20c ft.
Electrician	26c ft.
Heavy duty	46c ft.
Extension	24c ft.
Common and Roped Extension Up to 32 ft.	17c ft.
36 ft.	19c ft.
40 to 44 ft.	20c ft.
48 to 52 ft.	25c ft.
56 to 60 ft.	30c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	13c ft.
18 ft. to 22 ft.	14c ft.

F.O.B. Toronto, Hamilton, London, Montreal.

LANTERNS Per doz.

Short Globe, doz.	8 00
Jumbo, doz.	9 25
Jap'd Dash, doz.	10 75
Search Dash, doz.	11 25
Searchlight, No. 20, doz.	19 00
All brass	24 25
Little Bobs, A.C., doz.	2 00
Copper, well japanned, doz.	13 75

F.O.B. Toronto, Hamilton, London and Winnipeg.

LANTERN GLOBES

Cold blast, short	0 65	0 75
Cold blast	....	0 75
Cold blast, short ruby	2 95	3 00
Cold blast, common ruby	2 75	3 00

Less 5c a doz. in 6 doz. lots.

F.O.B. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 35
Steel Thumb, No. 3, per doz.	1 80
Steel Thumb, No. 4, per doz.	2 25
Barn Door, No. 5, per doz.	1 80
Barn Door, No. 9, per doz.	2 75

LEAD

	Mont'l	Tor'to
Pig, see weekly report.	Lb.	
Lead wool	0 12	0 12
Sheets, 3 lbs. sq. ft.	0 12¾	0 12¼
Sheets, 3½ lbs. sq. ft.	0 12¾	0 12¼
Sheets, 4-6 lbs. sq ft.	0 12½	0 12

Cut sheets, ¾c lb. extra.

Cut sheets to size, 1c. lb. extra.

MACHINES (WASHING)

	List Each
Canadian	$ 8 50
Dowswell	8 50
Noiseless	14 50
Hamilton	10 50
Re-Acting	13 00
Snowball	14 00
Momentum	15 50
New Century, style A	16 00
New Century, style B	17 50
Playtime, engine drive	18 00
Ideal Power	26 00
Seafoam, electric	96 00
Seafoam, engine drive	40 00
New Idea, electric	18 00
Sunshine	8 00
Popular, No. 1	9 00
Economic	11 00
Champion	16 00
New Excell-All	17 50
Blue Bell, without stand	16 00
Puritan Water Motor Washer, complete	26 00
Hydro, One Tub, engine drive	41 50
Low pressure water motor washer, each	26 00
Connor ball-bearing, with rack	18 00
I X L	17 50
Gem	15 50
Winner	13 00
Connor Improved	8 50
Jubilee	8 00
Canada First	18 50

Discount, 50%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	8 50
B.T. Bonnie, style B	9 00
B.T. Ideal	12 50
B.T. Ideal Power	14 00
B.T. Ideal Water Motor	24 00
B.T. Cyclone	12 50
B.T. Cyclone Water Motor	25 50
B.T. Vollmar, No. 2	13 00
B.T. Vollmar, No. 3	14 00
Forest City, engine-driven	40 00
Forest City, electric	88 00

Discount on B.T. Goods 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, London, St. Marys on shipments of ¼ dozen and upwards.

MALLETS Per doz.

Tinsmiths', 2½ x 5½ in.	1 75
Carpenters', round hickory	2 05

MOPS

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	3 75
Mop Sticks, doz.	1 60
Cast head mops, doz.	1 40
Crescent, doz.	1 75
Crank wringing, doz.	6 00

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

2¾ inch.	15c		
1 inch.	$1	3 inch.	10c
1⅛ inch.	$1	3¼ inch.	10c
1¼ inch.	65c	3½ inch.	10c
1½ inch.	40c	4 inch.	5c
1¾ inch.	40c	4½ inch.	5c
2 inch.	30c	5 inch. base.	
2¼ inch.	30c	5½ inch. base.	
2½ inch.	15c	6 inch. base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.70 base.

Freight equalized on above points.

F. O. B. Montreal, Gananoque, Collingwood, and Owen Sound, $4.75 base.

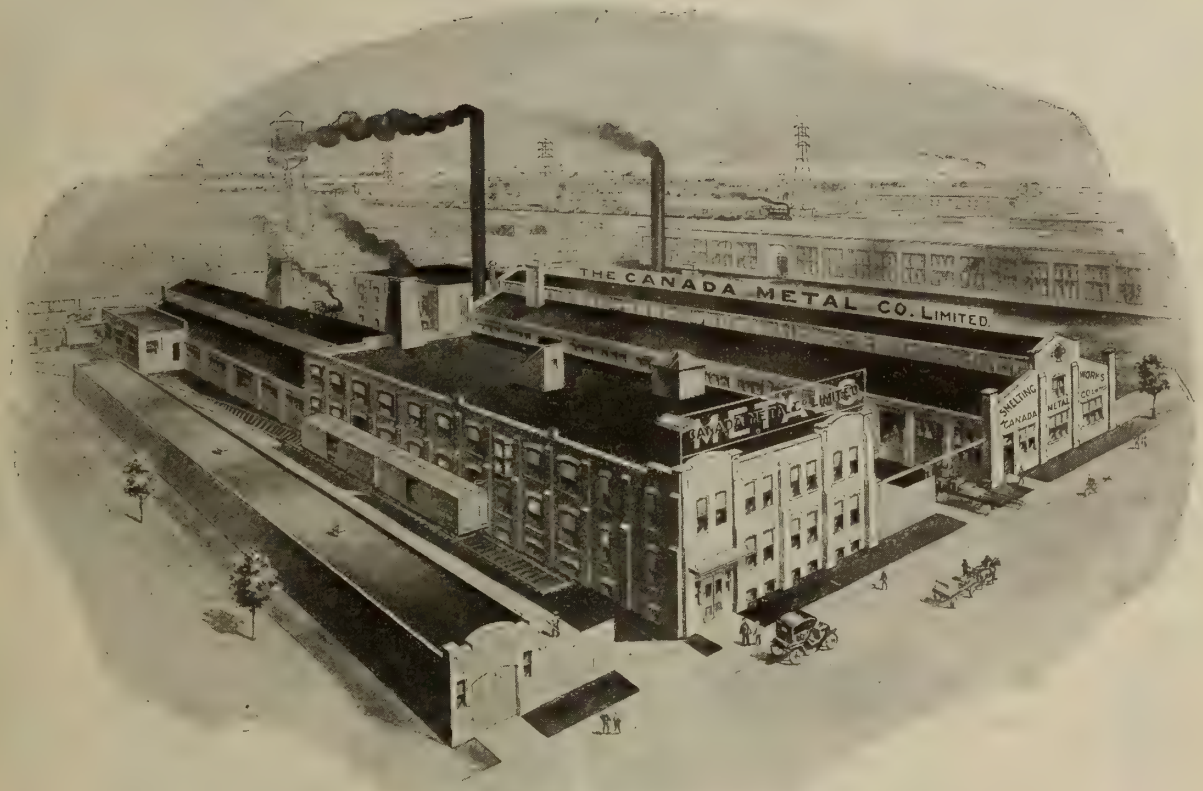
Freight equalized on above points.

Windsor, Walkerville, F. O. B., factory points, carload freight allowed, $4.77½.

Cut Nails—Montreal, $4 base; Toronto, $4 base; London, $4.

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

5 ACRES OF FLOOR SPACE
AT
YOUR SERVICE



We Manufacture

LEAD PIPE, BABBITT METAL, SOLDER, (all grades)
SHEET LEAD, BLACK LEAD, Etc.
AND CARRY IN STOCK
EVERYTHING FOR THE PLUMBER
AND ALL
INGOT METALS

We are the largest Exclusive Metal Dealers in Canada.
Write for Catalogue and Prices.

THE CANADA METAL COMPANY, LIMITED

HEAD OFFICE: **TORONTO** Hamilton Montreal Winnipeg Vancouver

If interested, tear out this page and keep with letters to be answered.

NAILS (HORSE)

M. R. M. cold forged process

Size	Length	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 35
No. 4,	1¾-inch	4 05
No. 5,	1 15-16	3 50
No. 6,	2½	3 25
No. 7,	2 5-16	3 10
No. 8,	2½	2 90
No. 9,	2 11-16	2 80
No. 10,	2⅞	2 70
No. 11,	3 1-16	2 73

London, Hamilton, Montreal, Toronto.

NETTING POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2 inch mesh and 19 ga. wire.

12 inch...	$1.80	48 inch...	$ 6.20
18 inch...	2.65	60 inch...	7.70
24 inch...	3.40	72 inch...	9.20
30 inch...	4.00	84 inch...	10.50
36 inch...	4.75	96 inch...	12.00
42 inch...	5.50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3.50	42 inch...	$10.50
18 inch...	5.00	48 inch...	12.00
24 inch...	6.30	60 inch...	15.00
30 inch...	7.75	72 inch...	18.00
36 inch...	9.00		

1 inch mesh and 20 ga. wire.

12 inch...	$ 4.00	42 inch...	$12.00
18 inch...	5.50	48 inch...	14 00
24 inch...	7.00	60 inch...	17.00
30 inch...	8.50	72 inch...	20.00

(¾ inch mesh and 20 ga. wire.)

24 inch...	$10.50	36 inch...	$15.00
30 inch...	12.75		

(½ inch mesh and 22 ga. wire)

24 inch...	$16.50	36 inch...	$24.00
30 inch...	20.10		

Discount at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Montreal, Toronto, London, Canadian netting, 27½% off list.

American netting, 20% off list.

POULTRY FENCING Per rod

Invincible, 1640	0 68
Invincible, 1848	0 73
Invincible, 2060	0 83

Put up in 10, 20 and 30-rod rolls.

OAKUM Per 100 lbs.

Best (American)	20 50
U.S. Navy (American)	20 00
Clipper, U.S.	17 00
U.S. Navy (English)	15 00
Plumbers (spun)	8 00

OIL

	Montreal	Toronto
Can. prime white petrol	0 12	0 11
Royalite	0 12	0 11
Palacine	0 14½	0 13½
Lampoline	0 13½	0 12½
Electroline	0 16½	0 15½
Castor Oil, per lb.	0 30	0 25
Black Oil (Summer)	0 14½	0 12½
Black Oil (Winter)	0 12½	0 13½
Cylinder Green	0 35	0 35
Paraffine	0 24	0 22
XXX Machine	0 25½	0 21

OLD MATERIALS

Tea lead, 5½c. lb.
Lead, heavy, pipe, etc., 7½c.
Brass, yellow, 16c; red, 19c.
Brass, light, 11c lb.
Zinc, heavy, 8½c lb.
Copper, heavy, 20c lb.
Old cast iron, $14.75 per ton.
Wrought iron, No. 1, $18.75 ton.
Wrought iron, No. 2, $11 ton.
Stove plate, $11.50 ton.

Rubbers, such as old rubber boots and shoes, according to trim, 9¼c lb.; overshoes, lumbermen's rubber boots, etc., 6½c lb.; auto tires, etc., 5½c. bicycle tires, 2½c.

PACKING Per lb.

Fine jute	0 11½
Coarse jute	0 09½
Square braided hemp	0 25
No. 1 Italian	0 30
No. 2 Italian	0 23

PAPER Per 400 ft. roll

Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	0 60
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2 roll	0 70
Surprise Fibre	0 64
Tarred Felt, per 100 lbs.	3 25
Asbestos Sheeting, (per 100 lbs.)	8 00 10 00
Carpet Felt, 16 oz., per 100.	4 00

F.O.B. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PARERS

Gen. Hudson, per doz.	$7 75
Little Star, per doz.	6 50

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.		5 50
6 to 7 lbs., doz.		5 95
7 lbs., doz.		6 75
7 to 8 lbs., doz.		6 25
8 lbs., doz.	7 00	6 50

PINS, COTTER

Cotter pins, 85 and 10% discount.

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	$0 85
5 gross, 4½-in. (loose)	0 90
5 gross, 5-in. (loose)	1 00

PIPE, STANDARD WROUGHT

Buttweld—	Black	Galvanized
	Per 100 feet	
⅛ in.	$ 4 00	$ 5 50
¼ in.	3 42	5 55
⅜ in.	3 42	5 55
½ in.	4 42	5 99
¾ in.	5 41	7 53
1 in.	7 99	11 14
1¼ in.	10 81	15 07
1½ in.	12 93	18 01
2 in.	17 39	24 24
2½ in.	27 50	38 32
3 in.	35 96	50 11
3½ in.	45 08	62 10
4 in.	53 41	73 58
Lapweld—		
2 in.	20 35	26 83
2½ in.	30 42	40 66
3 in.	39 78	53 17
3½ in.	49 68	66 70
4 in.	58 86	79 02
4½ in.	68 58	92 08
5 in.	79 92	107 30
6 in.	103 70	139 20
7 in.	138 00	182 10
8L in.	145 00	191 30
8 in.	167 00	220 30
9 in.	200 10	263 90
10L in.	185 60	244 80
10 in.	239 00	315 20

Terms 2% 30 days, approved credit.

Prices Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 70%.

4½" and larger, 65%.

4" and under, running thread, 50%.

Standard couplings, 4" and under, 55%.

4½" and larger, 35%.

Terms 2% 30 days. Approved credit.

PIPE (CONDUCTOR)

	Plain	List
2 in., in 10-ft. lengths, list		8 00
3 in., in 10-ft. lengths, list		9 70
4 in., in 10-ft. lengths, list		12 80
5 in., in 10-ft. lengths, list		17 50
6 in., in 10-ft. lengths, list		21 30

Above subject to 45% trade discount.

PIPE, LEAD

Lead pipe, lb.	0 14
Lead waste pipe, lb.	0 15
Lead traps or bends, net list.	

PIPE (SOIL)

	Montreal	Toronto
Medium and extra heavy, 6" and under	0 55	0 60
8" soil pipe	0 40	0 45
Medium and extra heavy fittings, 6" and under	0 60	0 65

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

POLISH

O-Cedar, 4-oz. bottles, doz.	$ 2 00
O-Cedar, 12-oz. bottles, doz.	4 00
O-Cedar, 1-qt. can, doz.	10 00
O-Cedar, ½-gal. cans, doz.	16 00
O-Cedar, 1 gal. cans, doz.	24 00

PUMPS

B.T. Pump, No. 1, net ....
B.T. Pump, No. 2, net ....
B.T. Pump, No. 3, net ....
B.T. Pump, No. 4, net ....
B.T. Pump, No. 5, net ....
B.T. Pump, No. 6, net ....
B.T. Pump, No. 7, net ....

RIVETS AND BURRS

Iron rivets, blacked and tinned, 30. Iron Burrs 30.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

ROOFING Per square

Samson, 1-ply, roll	1 60
Samson, 2-ply, roll	2 15
Samson, 3-ply, roll	2 65
Pluvius, 1-ply	1 35
Pluvius, 2-ply	1 80
R. S. Special, 1-ply	1 05
R. S. Special, 2-ply	1 30
R. S. Special, 3-ply	1 60
Amazon, 1 ply	2 00
Amazon, 2 ply	2 50
Amazon, 3 ply	3 00
Everlastic, 1 ply	1 55
Everlastic, 2 ply	1 80
Everlastic, 3 ply	2 05
Liquid roofing cement, per gal., in barrels	0 22
5 and 10 gal. lots, per gal.	0 24
Coal Tar, bbl.	4 50

Roofing Pitch, 85c per 100 lbs.
F.o.b. Toronto, London, Montreal.

ROPE Lb.

Pure Manila basis	25½
British Manila basis	21
New Zealand hemp basis	21
Sisal basis	19
Single lath yarn basis	19

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Double lath yarn	19½
Yacht marline, tarred	46
White polished halyards	23
Hemp, deep sea line basis	36
Hemp, tarred ratline basis	32
Hemp, tarred bolt rope basis	34
Marline and Houseline	34
Jute rope basis	15½-16½
Italian rope basis	36
Cotton, ⅛ lb.	0 40 0 47½
5-32 lb.	0 39 0 44
3-16 lb.	0 36½ 0 41¼
¼ lb. and up	0 35 0 40

F. O. B. Toronto, Hamilton, London, Montreal.

SCALES

Prices on Champion scales are as follows:

Champion, 4-lb., $4.60, plus 20c for stamping; Champion, 10-lb., $6, plus 30c for stamping. Champion 240-lb., $10, plus 50c for stamping. Champion 600-lb., $25, plus $1 for stamping. Champion 1200-lb., $30, plus $1 for stamping. Champion 2000-lb., $39, plus $1 for stamping. Champion 2000-lb. with drop lever, $46, plus $1 for stamping. Household, 10-lb., $4. 10c net extra for stamping; 25-lb., $5.20, 30c net extra for stamping. Discount from list on above 25%.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	75
Wood, R. H., bright	70
Wood, O. H., bright	70
Wood, F. H. Brass	42½
Wood, R. H., brass	40
Wood, O. H., brass	40
Wood, F. H., bronze	35
Wood, R. H., bronze	32½
Wood, O. H., bronze	32½
Square cap	35
Hexagon cap	35

F.O.B. Toronto, Hamilton, London and Montreal.

Re Gauges and Prices of Sheets.

Prices on black and galvanized sheets given below are purely nominal. The market has reached a state where prices are quoted only on application and for immediate acceptance.

On account of it being practically impossible to secure galvanized sheets from England, owing to the war, American mills have decided that they will no longer roll the English gauges to meet this competition. However, they will continue to roll at 10¾ oz., which will be known as such or a 30 gauge, and will take the place of the former English 28 gauge.

SHEETS (BLACK)

	Montreal 100 lbs.	Toronto 100 lbs.
10 gauge	5 50	5 50
12 gauge	5 60	5 60
14 gauge	5 35	5 30
16 gauge	5 40	5 40
18-20 gauge	4 70	4 90
22-24 gauge	4 80	4 95
26 gauge	4 85	5 00
28 gauge	4 95	5 15

SHEETS, CORRUGATED

	Per 100 sq. feet. Per 100 sq. ft. Galvanized
28 ga.	$ 5 50
26 ga.	6 00
24 ga.	8 00
22 ga.	9 50
20 ga.	11 00
18 ga.	12 50

Above prices are subject to 7½ per cent. discount to dealers.

SHEETS, GALVANIZED

Premier Galvanized

Per 100 lbs. f.o.b. Hamilton and Toronto.

10¾ oz	$ 7 50
U.S. 28	7 20
U.S. 26	6 90
22 and 24	6 75
18 and 20	6 60
14 and 16	6 50

Colborne Crown—16-20 gauge, $8.05; 22-24 gauge, $8.25; 26 gauge, $8.50; 28 gauge, $8.75. Less 25c in cash lots.

Apollo Brand.	Montreal	Toronto
14 gauge	7 35	5 80
16 gauge	7 35	6 00
18-20 gauge	7 45	6 25
22-24 gauge	7 55	6 45
26 gauge	7 80	6 65
28 gauge	8 05	7 00
10¾ ozs.	8 30	7 45

Add 25c for less than case lots.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16-20	8 30	6 65	7 15
22-24	8 50	6 95	7 25
26	8 75	7 10	7 50
28	9 00	7 40	7 75

Get 25c in case lots.

SHINGLES Per square

Standard galvanized	$6 50
Shipping weight, 90 lbs.	
Standard painted	4 50
Shipping weight, 80 lbs.	

Discount 7½%.

SIFTERS

Common, doz.	$2 00
Rocker, No. 1, each	4 60
Banner, each	2 40
Samuels, each	4 85

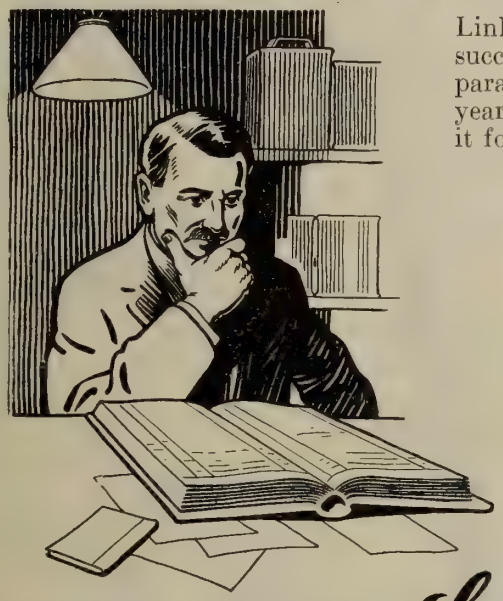
SKATES

Boys' Hockey, polished ...
Scotia ...
Dreadnought ...
MicMac ...
Regal ...
Velox ...
Centaur, plain ...
Centaur, puck stop ...
Dunne Round Tube ...
Dunne Diamond Tube ...
Extension Bob Skates ...
Star Acme Spring ...

STICKS (HOCKEY)

Boys' red sticks, doz.	0 70
Men's elm, doz.	1 10
Selected	2 50
High quality	3 75
Grooved handle	4 40
Special goal	5 00
Mic-Mac	4 60
Mic-Mac goal	6 00
Rex	6 50
Juvenile pucks, doz.	0 70
Regulation No. 1	1 25

We take half the load



Link up with Lowe Brothers Limited, and you safely put the success of your paint department up to a firm that has been paramount in field of QUALITY paint-making for over 50 years. And we not only know how to make it, but how to sell it for our customers.

Lowe Brothers
HIGH STANDARD
LIQUID PAINTS

Our big success lies in our ability to give our agents "paints for sale and sales for paint."

If you are not satisfied with the service you are now getting—try

Cut out your paint worries. Put them up to us.

Lowe Brothers LIMITED TORONTO

Lyon Paint & Glass Co., Ltd., Winnipeg

Big Market for Brushes



Will you let us say to you that there is a much larger market in every community than is generally perceived. We make a hundred or more different kinds of brushes. For example, there are **Meakins Brushes** for horse stables and carriage cleaning, for garages and automobile needs, for butchers, barmen, stove-makers; for walls, radiators, floors, bannisters, cornices; for kitchens, parlors, schools; for cream separators, gun barrels, bottles.

We do not suggest that you carry stocks or even a sample of every variety of brush, but we do suggest that you have our catalogue and familiarize yourself with our various brushes in order to be able to suggest the right brush to the right person for the right need.



Sell from our Catalogue—Just a last word: Meakins Brushes are good brushes—and our catalogue will tell you why. Our catalogue is valuable. Have you a copy.

Meakins & Sons, Limited

HAMILTON, ONTARIO

Warehouses: Winnipeg, London, Toronto, Montreal

SPADES AND SHOVELS.

For Province of Ontario (East of but not including Port Arthur), Province of Quebec, and Maritime Provinces.

	1st Grade	2nd Grade	4th Grade
Shovels	45%	40%	20 and 7½%
Draining Tools	45%	45%	.....
Hollow Back Scoops	30 and 10%	....	20/10 and 5%
Hollow Backs, Sand Shovels and Coal Shovels	45%	....	20 and 7½%
Riveted Back Scoops	35%	35%	35%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	35%		

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	——Per Dozen——		
	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	16.80	.....	13.80
Sand Shovels, No. 2, black	16.00	.....	11.50
Hollow Back Shovels, No. 2, blk.	18.00	.....	10.50
Coal Shovel, No. 2, black	17.50	.....	12.00
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:
Full polished .....50c per dozen net
Half polished .....25c per dozen net

F.O.B. London, Hamilton, Toronto, Peterboro, Gananoque, Ottawa Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

Freight will be equalized on railway rates only.

SOLDERING COPPERS.

Base, per lb., 61c cents.

SOLDER, BAR

See Weekly Report

STAPLES Per cwt.

Fence staples, bright, kegs 4 85
Fence staples, galv., in kegs 5 70
Fence hooks, galv..... 5 70
In 25-lb. boxes add 25c extra.
Montreal, Hamilton, Toronto and London.

SWEEPERS, CARPET Bissell's

Boudoir .....Doz. 31 00
Champion Nic..... 25 00
Champion Jap..... 23 00
Univ. japd., cyco bearing... 26 00
Univ. N.P., cyco bearing... 29 00
Grand Rapid, japd., ball-bearing 28 00
Grand Rapid, N.P., ball-bearing 31 00
Princess, N.P., ball-bearing. 32 00
Elite, ball-bearing 36 00
Am. Queen, N.P., bal-bear.. 34 00
Parlor Queen 37 00
F.O.B. Toronto, London, Hamilton, Montreal.

SWEEPERS (Vacuum)

Grand Rapids Vac, doz.....$77 00
Household Vac, doz..... 63 00
Superba Vac, doz. 92 00
F.O.B. Toronto, Hamilton, London and Montreal.

TACKS Discount.

Revised Hardware Tack List adopted Jan. 1, 1916. 75%
Double pointed tacks...60, 10%
Shoe Findings List adopted Aug. 10, 1916..... 75%
List of Capped Goods adopted Jan. 1, 1916..... 75%
F.o.b. Toronto, Hamilton, Montreal, London.

TAPES—Lufkins

Ass skin, No. 712, 50 ft., doz.
Ass skin, No. 714, 66 ft., doz.
Linen, No. 404, 66 ft., each.
Metallic, No. 603, 50 ft., ea.
Challenge steel, No. 263, 50 ft., each .....
Reliable Jr., No. 103, 50 ft.

TIES, COW

Open Ring, Closed Ring, 32½%.
3 Chain and 4 Chain, 32½%.
Stall Fixture Bars, 25%.
Tie Out Chains, 70%.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Ordinary brands, 40%.
Samson and Sovereign, 30 and 10%.

TROUGH (EAVE)

G. G. Square bead and half round

Size in girth	Per 100 feet
8 in.	$ 6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00

Discount 45 and 2%.

TRACK

B.T. Single Rail .....24c ft
B.T. Double Angle .....22c ft.
B.T. Double Tee .....20c ft.
Discount off above, 40%.
F.O.B. Fergus.

TRAPS (GAME) %

Victor 67½
Jump 60-5
Hawley & Norton 55
Newhouse 35
F.O.B. Toronto, London, Hamilton, Montreal.

TWINE (Binder) Per lb.

Prices Withdrawn.

TWINE (COTTON)

3-ply wrapping 42-44½
4-ply wrapping 43-48

WOOD TUBS

No. 0, per daz. 12 10
No. 1, per doz. 10 45
No. 2, per doz. 8 80
No. 3, per doz. 7 70

VALVES %

Ground work 50
Compression work, standard. 55
High grade 48
Cushion work 40
Fuller work, standard 54
High grade 47
Basin cocks, No. 0, standard 49
High grade 49
Nos. 1 and 2, standard..... 49
High grade 40
Bath cocks 55
cocks, standard 53
High grade 50
Roundway Stop and Waste Cocks, standard 53
High grade 22½
Steam cocks 60
valves, standard 25
High grade 20
Radiator valves, standard... 20
High grade 30
Patent quick opening valves 60

WARES, ETC.

Scotch Grey Ware, 60%.
Colonial, 30, 20%.
Imperial Ware, 30 and 20%.
Premier, 25%.
Canada Ware, 25%.
White Ware, 50, 17½%.
Japanned Ware, list.
Japanned Ware, White, list, plus 10%.
Plain and Jap. Sprinklers, list, plus 5%.
Stamped Ware, plain, 50, 15%.
Stamped Ware, retinned, 50, 10%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50, 15%.
Tinners' Trimmings, retinned, 50 and 10%.
Tinners' Trimmings, gen., 5%.
Milk Can Trimmings, list, plus 30%.
Cream Cans, Railroad, 5%.
Factory Milk Cans, list, plus 10%
Railroad Delivery Milk Cans, 12½%.
Pieced Ware, C.B., list, plus 30%.
Sheet Iron Ware, 7½%.
Pieced Ware, ordinary, list, plus 12½%.
Fry Pans, 50 and 10%.
Spiders, 50 and 10%.
Fire Shovels, 10%.
Steel Sinks, painted, 10%.
Steel Sinks, galvanized, 5%.
Light Galv. Pails and Tubs, list, plus 10%.
Heavy Galv. Pails & Tubs, list.
Garbage Pails, list.
Balance Galv. Goods, list plus 10%.
Jap. Coal Hods, list, plus 7½%.
Galv. Coal Hods, list, plus.
Paper Lined Boards, 50, 5%.
Wood Lined Boards, 40, 12½%.
Elboks, 2½%.
Elbows, Galv., list, plus 12½%.
Elbows, Light, 5" and 6", $1.70.
Elbows, Light, 7", $1.85.
Stove and other Pipes, list, plus 10%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list.
Plain Copper, no change.

WASHERS, IRON.

Full box, 20%. Price less 50 lbs. add 1c lb.; less 25 lbs., 2c lb.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs	$2 50	$ 3 40
Sectional, ½ lb., per 100 lbs.	2 50	3 40
Solid, 3 to 30 lbs., per cwt.	2 00	2 25

WEIGHTS. Horse, 5½c lb.

WHEELBARROWS.

Navvy, steel wheel, doz... 41 75
Garden, steel wheel, doz... 53 00
Light garden, each 37 25
Heavy garden, L-side, each. 3 75
Heavy farm, solid side, ea.. 3 75

WHIFFLETREES (Steel).

No. 70—F.D. & B.D.
Whiffletrees—
28", each $0 70
34", each 0 90
36", each 1 00
No. 73—Doubletrees, 44", ea. 1 25
No. 74—Doubletrees, lumbermen's, 44", each..... 1 30
Neckyokes—34", each 0 81
36", each 1 20
40", each 1 29
44", each 1 35
Plow Sets—No. 79, each..... 2 37
No. 80, each..... 2 45
No. 81, each..... 2 50
No. 82, each..... 3 05
No. 72—Singletrees, 40", ea. 1 14
2-Horse Sets, Nos. 75, 76, 77, set 5 40
F.O.B. Hamilton.

WIRE GOODS

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M. 82½%
Bright Iron Gate Hooks and eyes 82½%
Bright square cornered screw hooks, and stove pipe eyes 82½%
Brass, screw eyes suits, A.B.C. ..... 70 %
Brass Screw Hooks ..... 70 %
Brass Gate Hooks and Eyes ..... 70 %
F.O.B. Toronto, Montreal, London, Hamilton.

WIRE

Copper wire list, plus 10%.
Brass wire, 3 to 24 gauge, add 40%; 25 to 36 gauge, add 25%.

WIRE, CUT HAY BALING.

No. 9, $4.70; No. 10, $4.70; No. 11, $4.85; No. 12 and 13, $4.95; No. 13½, $5.05; No. 14, $5.40; No. 15, $5.45. Plus 7½%.
F.o.b. Toronto, Hamilton and Montreal.

WIRE, STOVE PIPE.

No. 18, $6.20; No. 19, $6.70.
F.o.b. Toronto, Hamilton, Montreal, and freight equalized.

WIRE, FINE STEEL.

Fine steel, list, plus 20%. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29. $12; No 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $3; Nos. 26-31, $5; Nos. 32-34, $7; Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 10c.

WIRE, HAY, IN COILS.

Montreal and Toronto, No. 13, $4.90; No. 14, $4.95; No. 15, $5.05.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, $5 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE, O. & A.

No. 10, $5.16; No. 11, $5.22; No. 12, $5.30.

WIRE CLOTH.

Black Fly Screen Cloth, $2.75 per 100 sq. ft. in 100-ft. rolls; $2.80 in 50-ft. rolls. Bronze, 14c. sq. ft.

WIRE (FENCE)

	Montreal
Barb	$5 25
Nos. 6, 7, 8, plain galv....	5 70
No. 9, plain galv.....	5 25
No. 10 "	5 75
No. 11 "	5 80
No. 12 "	5 40
No. 13 "	5 50
No. 14 "	6 10
No. 15 "	6 50
No. 16 "	6 60
No. 18 "	8 00
No. 9, coil spring	5 30
No. 12, coil spring	5 45

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

WIRE BALE TIES.

Single Loop—	Per cwt.
No. 12	$ 5 30
No. 13	5 40
No. 13½	5 45
No. 14	5 55
No. 15	5 75
No. 16	6 00

WRINGERS.

Royal Can., 11 in., doz. list.	$ 84 80
Eze, 11 in., per doz.....	91 80
Trojan, 12 inch	185 00
Favorite, 511E	105 80
Unexcelled, 1041E	129 40
Easy Work	90 50
Challenge, 2111E	94 30
Gem, 141E	91 80
Sunlight, 111	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 36
Safety	97 50
Rapid	82 80
Universal	63 00
Eureka, 10"	65 00
Eureka, 11"	71 00
Eclipse	97 70

Discount off above list 50%

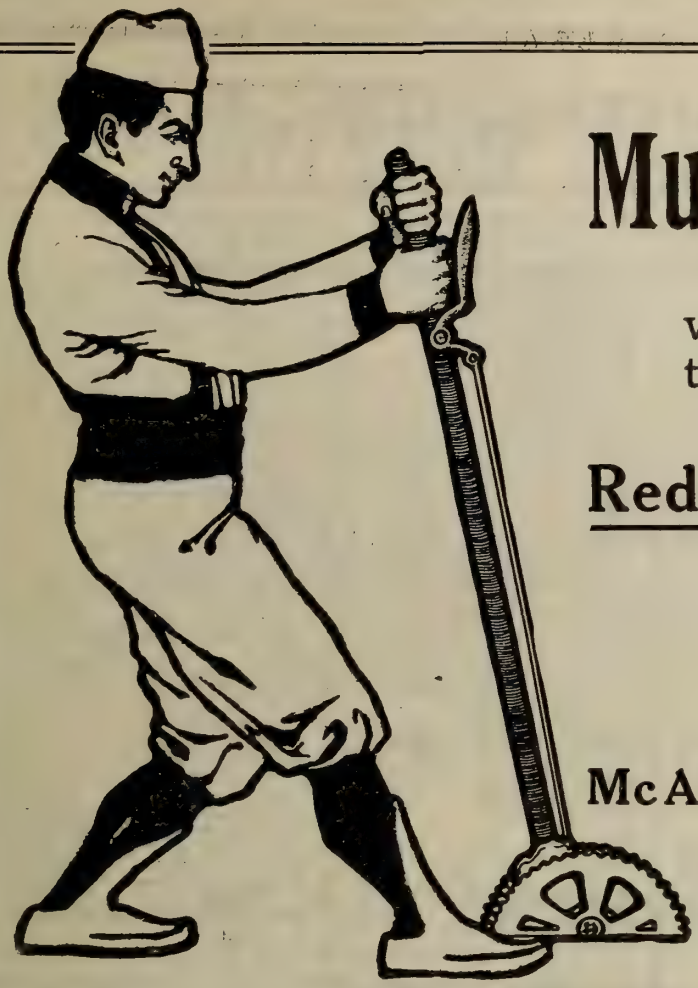
Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES

Regular, 65%.
Trimo, 55% off list; parts, 50 and 5%; Stillson, 57½%; parts, 55%.
Coes, 10%.

WRINGERS—MOP.

White, No. 1, each..... 1 50



Munro's Dry Colors

will set you on the right track to better business.

Reds, Greens, Yellows, Blues

INSIST ON "MUNRO'S."

McARTHUR IRWIN, LIMITED

Operating

The Allan Munro Color Co., Limited, Montreal

MOORE'S



HOUSE COLORS

BIG VALUE
For Your Customers
BIG PROFIT for You

All Moore Agents are enthusiastic over the selling and profit-producing qualities of these pure linseed oil paints.

It will be well worth your while to write for our proposition.

BENJAMIN MOORE & CO.
Limited
WEST TORONTO, CANADA

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors—2½ lb. packages, $6.80 per 100 lbs.; 5 lb. packages, $6.60 per 100 lbs.; White, 5-lb., $6; 2½-lb., $6.20 per 100 lbs.

BEESWAX

Small quantities, per lb... 0 50
Larger quantities, per lb.. 0 45

BLUE STONE

	Montreal	Toronto
Per lb.	0 14	0 16

London, 20.

BRONZING LIQUID

Bronzing liquid, No. 1 ....$1 20
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz. $16 13
Weighted, 20 lbs., doz. 18 50

COATING

Cement Coating $2 55 2 40

COLORS (DRY) Per lb.

Raw Umber, 100 lb. keg.. 5–12c
Burnt Umber, 100 lbs..... 5–12c
Raw Sienne, 100 lb. kegs.. 5–12c
Burnt Sienna, 100 lb. kegs 5–12c
Imp. green, 100 lb. kegs... 0 22
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs.. 0 12
Indian red, No. 1, 100 lb. k. 0 05
Venetian red, best bright. 0 04
Venetian red, No. 1 ..... 0 02
Drop black, pure dry 0 25
Golden ochre, 100 lb. kegs 0 06
White ochre, 100 lb. kegs. 0 03
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02¾
Spruce ochre, 100 lb. kegs 0 03½
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure 0 13
Indian red 0 18
Chrome yellow, pure 30–35
Golden ochre, pure 0 18
French spruce ochre, pure 0 15
Chrome green, pure 15–22
French permanent green, pure 0 20
Signwriters' black, pure.. 0 24
Marine black, 25-lb. Irons 0 07
Lampblack 0 21

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins ..

Alba-Gloss enamel	4 50
Anchor Floorlustre	2 10
O.P.W. Sunshine White ..	4 10
Old Dutch Enamel	4 00
Jas-per-lac floor enamel ..	1 90
Jas-per-lac art enamel	3 10
Martin's Enamel	4 25
Mooramel	4 35

FILLER Gal.

Luxeberry Enamel $5 00
Screen Enamel, BB. 1 65

FORMALDEHYDE Per bbl.

Demi-johns, 50 lbs. 0 15½
$1.10 for demi-john extra.

GLUE Per lb.

French medal 0 25
English common sheet .. 0 22
English prima 0 30
White pigsfoot 0 29
Perfection amber, ground, No. 1230 ..... 0 20
Cake, bone, 112-lb. bags.. 0 22
Hide, 112 lb. bags 0 35
Gelatine, 112 lb. bags....45-60
Ground glues, 112 lb. bags—
No. 1 ..... 0 20
Extra 0 18

GLASS

	Single Thick	Double Thick
(Under 25)	$7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84		22 75
85 to 90		24 35
91 to 94		25 00
95 to 100		29 00
101 to 105.....		32 00
106 to 110.....		37 00

Toronto, London and Hamilton:—Single or Double Thick—20% off above; 50 cases or over, open, cut lights, 50 and 5%.

Montreal:—Single or Double Thick, 15 and 5%; 50 cases and over open.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamilton and London, city price, 20% off; country discount, 20 and 5% off.

F.O.B. warehouse on orders up to $75 gross list value. Orders over $75 delivered free.

London and Hamilton prices same as Toronto.

GLAZIERS' POINTS

Zinc coated, 18c per lb.
Zinc, pure, prices withdrawn.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor Pure $14 30		$14 45
Green Seal	14 30	14 45
Tiger Pure	14 30	14 45
Ramsays Pure	14 30	14 45
Moores Pure	14 30	14 45
O.P.W. Dec. Pure..	14 30	14 45
Red Seal	14 30	14 45
Decorator's Pure ..	14 30	14 45
O.P.W. English ...	14 55	14 70
Elephant Genuine ..	14 55	14 70

B.B. Genuine Lead, less than tons, $16.15 Toronto; $15.90 Montreal. Ton lots 5% off.

Stephens Decorators Pure, Wpg., $15.35; Stephens Perfect, Wpg., $13.85.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt..	13 50	13 50
Genuine, 100-pound kegs, per cwt..	13 87½	13 87½
Less quantity		0 13

LEAD, ARSENATE OF

Per 100 lbs.	Dry	Paste
1-lb. bottles $35 00		$21 00
2-lb. bottles		18 00
5-lb. bottles 31 00		14 00
10-lb. bottles 29 00		....
25-lb. irons 25 50		13 00
50-lb irons		12 50
100-lb. irons 24 00		11 75
200-lb irons		11 60
Barrels		11 00

F.o.b. Toronto, Montreal and Hamilton.

MURESCO

Tints in 5 lb. packages, per 100 lbs., $6. White in 5 lb. pkgs., per 100 lbs., $5.40.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED.

Price per gallon in quarts.

B.H. English white $3 05	
B.H. English, colors	2 80
Fresco Tone, white	2 70
Fresco Tone, colors	2 50
Moore's House Colors	2 50
Moore's Floor Paint	2 20
Moore's Egyptian Paint ...	1 95
Moore's Sani-Flat	2 40
C.P.C. Pure, white	2 95
C.P.C. Pure, colors	2 55
O.P.W. Can. Brand, white..	2 80
O.P.W. Can. Brand, colors.	2 60
O.P.W. Can. Brand, floor..	2 20
O.P.W. Flat Wall, white ..	2 70
O.P.W. Flat Wall, colors..	2 50
Ramsay's Pure, white	2 85
Ramsay's Pure, colors	2 60
Martin-Senour, 100% white.	3 05
Martin-Senour, 100% colors.	2 80
Senour's Floor Paint	2 50
Senour's Porch Paint	2 80
Senour's New-Tone, white..	2 70
Senour's New-Tone, colors.	2 50
Sherwin-Williams, white ..	3 05
Sherwin-Williams, colors ..	2 80
Flat Tone, white	2 70
Flat Tone, colors	2 50
Lowe Bros. H.S., white ...	3 05
Lowe Bros. H.S., colors	2 80
Mellotone, white	2 70
Mellotone, colors	2 50
Minerva, white	2 85
Minerva, colors	2 65
Stephens O. White, Wpg..	3 10
Stephens House (Wpg.)....	2 85
Stephens Floor (Wpg.).....	2 55
Silkstone (Wpg.)	2 50

PARIS GREEN

	Munro's	C.P. Co.	Bergers
600-lb. bbls.	42¾	38¾	39½
250-lb. kegs	43	39	39¾
100-lb. drums ...	44	40	40¾
50-lb. drums	44	40	40¾
25-lb. drums	44¼	40¼	41
1-lb. 100s, pkgs..	46¼	42¼	43
½-lb. 100s	48¾	44¼	45
1-lb. 100s, tins ..	47¼	43¼	46

Prices f.o.b. Toronto, Hamilton London and Montreal.

PARIS, PLASTER

Per bbl. $2.25-2.50

PASTE WOOD FILLER

	Pound
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
½ barrels	0 06½
Barrels	0 06

PUTTY Standard

Montreal	Toronto
Bulk, in casks ... 2 90	3 00
Bulk, 100-lb. drums 3 10	3 20
Bulk, 25-lb. drums 3 20	3 30
Bladders, in bbls... 3 50	3 60

Pure Putty, 80c cwt. advance. London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal., $2.75.
Pure Orange, gal., $2.55.
Gum, 44c lb.; finest orange, 49c lb.; finest white, 60c lb.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	2 10
Cumoff	2 10
O.P.W. Presto	2 25
Lingerwett	2 65

TURPENTINE

Montreal Toronto
See weekly report for prices.

SLATING Gal

Liquid Slating, B.B.....

STAINS Gal.

Oil and Spirit, Berry Bros. $4
Water Stains, Berry Bros.. 1
Berrycraft, stain finish ..
Creo-lac .. ..
C.P. Oil Stans .. ..
Sun Varnish Stains .....

VARNISHES Per gal cans

Brandram-Henderson, L "Gold Medal" .....
Copaline Varnish .....
C. P. Co.'s Sun Varnish ..
Dependon Light Hard O Finish ... .
Dulgloss ....
Elastic Interior ... .
Elastic Exterior ... .
Elastic Excello ... .
Everlastic (Floor) .. ....
Elastilite ... ...
"Flint-Lac" coach .....
Flattine Floor Finish ...
Gold sized Japan .....
House painter's White Jap
Jas-per-ite exterior finishi
Jas-per-ite pale hard oil .
Jas-per-ite floor finish ..
Kopi ....
Kyanize cabinet rubbing
Kyanize spar .....
Liquid granite .....
Luxeberry light .....
Luxeberry spar .....
Luxeberry exterior .....
Marble-ite ... .
Mar-Not ....
Martin-Senour finest interi
Martin-Senour Wood-Var.
Maritime spar varnish ..
No. 1 Furniture Varnish
Sherwin-Williams "Kopa Varnish ....
Stove-Pipe Varnish, ½ pint gross .. ..
Sun Waterproof Floor Fini
Sun-Spar Varnish .....
Stephens Luminette .....
Stephens Exalite .....

WATER PAINTS

Opalite, 200 lb. bbls.	0 12
Opalite, 100 lb. kegs	0 12½
1 gal. package, per pkg...	0 65
½ gal. package, per pkg..	0 35
Coralite, 5-lb. pkgs	0 04½

WASTE (POLISHING)

Cream 0 20

WASTE, WHITE WIPING

XXX Extra	0 18
X Grand	0 17
XLCR	0 16
X Empire	0 15
X Press	0 14

WASTE, COLORING WIPING

Fancy	0 14
Lion	0 12½
..Standard	0 11
Popular	0 10
Keen	0 09

WASTE, WOOL PACKING

Arrow	24
Axle	18
Anvil	14
Anchor	11

WIPERS, WASHED COTTON

Select White	12
Mixed Colored	10
Dark Colored	9

This line subject to trade discount for quantity.

WAX ... ...Per lb.

C. P. Floor Wax	0 30
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 37
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	41–44c
Johnsons	41–44c
Gold Medal	0 30

WHITING

Paris white	1 90
Plain, in bbls.	1 75
Gilders, bolted, in bbls.	1 85

Per 100 lbs.

WOOL ALCOHOL Per gal.

In gallons	1 25
Barrels	0 87

$4 extra for barrels.

When Your Customer Says

I want some Varnish for

A Chair	An Automobile
A Table	A Motor Boat
A Bookcase	A Door
A Desk	A Dressing Table
A Floor	A Sideboard
A Carriage	Outside Work

You Can Safely Sell and Recommend

UNIVERNISH

with every assurance that it will do the work required of it and that your customer will be in every way satisfied with his purchase.

We will be glad to send you full particulars without placing you under any obligation whatever—write us to-day.

Manufactured only by

THE DOUGALL VARNISH CO., LIMITED, MONTREAL

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $15.25; chilled, $16.75; buckshot, $16.05; ball, $16.45.

ANVILS

Peter Wright, 80 lbs. and up, 14½c per lb.; clip horn, 15½c.

Norris, 41 to 56 lbs., 15c; 57 to 70 lbs., 13½c; 71 to 83 lbs., 12½c; 84 lbs. and over, 12c.

AXES

Single Bit	$ 7 50	$12 50
Double Bit	13 00	15 00
Broad Axes	28 00	31 00

BARS, CROW. $5.50 per 100 lbs.

BAR IRON

Bar iron, $3.50; Swedish iron, $5; sleigh shoe steel, $3.50; spring steel, $4; machinery steel, $4.50; tool steel, Black Diamond, 100 lbs., $10.25.

BELTING

Rubber, 6 in. and under, 50 and 10%; over 6 in., 50%.

Agricultural or No. 1 leather belting, 40, 12½ and 2½ p.c. off list.

Standard, 30, 10 and 10 p.c. off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.30 per lb.; cut, $1.45 per lb.; rawhide, sides, $1.25; cut, $1.40.

Blue Stone (Vitrol) 14c lb.

BOLTS

Carriage, ⅜ and smaller, 20%; 7-16 and larger, 5%; machine, ⅜ and under, 20%; 7-16 and over, 10%; machine set screws, 35%; plough bolts, 10%; nuts, small lots, 2c advance over list; case lots, 1c advance over list; stove bolts, 50%; shaft bolts, 20%; tire bolts, 30%; sleigh shoe bolts to ⅜, 10%; 7-16 and up, 5%.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, 85c to $1.45 per roll, cording to quality; plain, 55c to to $1.25.

CHAIN

Coil, 3-16 in., $10.75; ¼, $8; 5-16, $7.10; ⅜, $6.25; 7-16, $6; ½, $5.75; 9-16, $5.75; ⅝, $5.65; ¾, $5.50; Logging, 5-16, 8c; ⅜, 7c; tie out, 70%.

CHURNS

Barrel, No. 0, $5.60; No. 1, $5.60; No. 2, $6.25; No. 3, $6.90; No. 4, $8.15 each

CLEVISES, MALL. 8½c per lb.

CLIPPERS

Stewart's 25 p.c. off Canadian list.

COPPER.

Sheet and planished copper, 6?c per lb. Tinned, 50c; Braziers' soft copper, 10-24 ft., 26c; 27½c.

DRILLS

Bit stock, 45 p.c.; Blacksmith, ½ in. round shank, 40 p.c.

EAVETROUGH

Eavetrough, 8 in., per 100 ft., $3.70; 10 in., $4.50; 12 in., $5.50.

Conductor pipe, 2 in., per 100 ft., $4.50; 3 in., $5.25; 4 in., $6.50.

ENAMELWARE

Canada, 20, 10; Imperial, 40, 10; Premier, 20, 10; Colonial, 40, 10; white, 60; diamond, 20, 10; pearl, 40, 10%.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE.

17½% advance on net list, except heavy tubs and heavy pails, which are 7½% advance.

GLASS, WINDOW

	Single	Double
Up to 25 in.	7 25	11 00
26 to 40	8 25	12 75
41 to 50	10 75	14 25
51 to 60	11 25	15 00
61 to 70	12 25	16 00

GLASS (Plate)

30 p.c. off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES

Per 100 lbs., $1.75.

Mounted on steel frames, $4.50.

HINGES

Light T and strap, 22½%.

Corrugated Strap Hinges — 4, $1.25; 5, $1.75; 6, $2.40; 8, $3.90; 10, $5.75; 12, $8.80.

Corrugated Tee Hinges — 4, $1.55; 5, $2.35; 6, $2.85; 8, $5; 10, $7.15; 12, $10.10.

HORSESHOES

Iron, No. 0 to 1, $5.40; No. 2 and larger, $5.15; snowshoes, No. 0 to No. 1, $5.65; No. 2 and larger, $5.40; steel, No. 0 to 1, $5.85; No. 2 and larger, $5.60; featherweight, $7.

JACKSCREWS

55 per cent. off list.

IRON BAND.

1½ in., $4.05; 1¼, $4.05; 1 in., $4.15. Apollo and

IRON GALVANIZED "Fleur Premier de Lis"

10¾ oz. or 28 Eng...	7 75	7 75
28 Am. or 26 Eng...	7 40	7 40
26 Am. or 26 spec...	7 15	7 15
24	6 95	6 95
22	6 95	6 95
18 and 20	6 75	6 75
16 Am.	6 75	6 75

IRONS, SAD

Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.

Mrs. Pott's No. 55, set ... 0 95

Mrs. Potts No. 50 set 1 00

Mrs. Pott's common sad iron handles, 85c dozen. Mrs. Pott's improved, $1.10. a dozen.

LAMP CHIMNEYS

A, per case 8 doz., $4.80; per doz., 65c; B, per case 6 doz., $4.50; per doz., 85c.

LANTERNS

No. 2, plain	8 25
No. 20, X-ray	12 00
No. 22, Dash-board	10 75
Short Globe, doz.	8 25

LEAD PIPE, $13.40.

LEAD WASTE, $14.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, $6.75; cutter, $6.75.

NAILS

Wire, f.o.b. Fort William, $4.40 base; Winnipeg, $4.80 base. Cut, f.o.b., Winnipeg, $4.40.

NAILS, HORSE

Capewell, 10 per cent off list.

NETTING. Poultry, 37½%.

Banner Netting, 24 in., $3.50; 36 in., $4.50; 48 in., $5.25; 60 in., $6.25; 72 in., $7.

NUTS

Square, small lots, 2c advance over list; case lots, 1c advance over list; Hexagon, small lots 2c advance over list; case lots, 1c advance over list.

OIL CANS

	Tin	Galvanized
½ gal., dome top	$3 08	$....
1 gal., dome top	3 74	4 25
2 gal., dome top	5 83	6 75
5 gal., dome top	9 29	14 85

OILS

"Buffolite," 20c; Ideal Thresher, 35c; "B" Castor machine oil, 30?; Buffalo Engine gasoline, 31c; Buffalo "A" gas engine oil, 45c; Royal gasoline, 32c; Family Safety coal oil, 19½c; "Engoline" engine coal oil, 15*c; Summer Black oil, 19c; Kelso engine oil, 45c; Silver Star oil, 16*c; Royalite oil, 17c; Standard gas engine oil, 42c; Prairie Harvester oil, 40c.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c; less than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $14; 15 lb. for less.

PICKS, Clay, 6-7, $6.25 per dozen.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	$ 4 01	$ 6 48
⅜ inch	4 10	6 57
½ inch	5 27	7 11
¾ inch	6 44	8 87
1 inch	9 54	13 14
1¼ inch	12 78	17 73
1½ inch	15 39	21 20
2 inch	20 75	28 53
2½ inch	32 76	45 10
3 inch	42 84	58 95
3½ inch	53 70	....
4 inch	63 70	....
4½ inch	80 10	....
5 inch	93 60	....
6 inch	121 50	....

PLASTER, Paris, per bbl., $3.75.

PARIS GREEN

In 1-lb. pkgs., full cases, 44c lb.; less, 44c lb. In ½-lb. pkgs., full cases, 46c lb; less, 46½c lb.

PLATES, CANADA

18 x 21 per box, half polish, $6.25; full polished, $7.25; 18 x 24, half polished, $6.25; full polished, $7.25; 20 x 28, half polished, $6.50; full polished, $7.50.

PLOW SHARES.....10c per lb.

POINTS

Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. irons	3 50
25-lb. irons, per cwt.	3 80
1½-lb. tins	0 07

RIVETS AND BURRS

Iron rivets, 25 per cent.; copper, No. 7, 66c lb.; No. 8, 66c; No. 9, 67c; No. 10, 71c; No. 12, 75c.

Five-lb. assorted boxes, No. 8 gauge, 74c lb.; No. 10 gauge, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 68c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 18c base; pure Manila, 25c base; British Manila, 20c base; lath yarn, 18c base; African hemp, 20c base; cotton rope, ¼ and over, 40c.

Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell.) 20 per cent. off.

SAWS, BUCK

Happy Medium, $7; Watch Spring, $7.25; Lance Tooth or Lightning Blades, $7.75; New Century, $9.25.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 40%.

STEEL SHEETS, BLACK

10 gauge	5 70
12 gauge	5 75
14 gauge	5 65
16 gauge	5 75
18-20 gauge	5 90
22-24 gauge	5 95
26 gauge	6 00
28 gauge	6 10

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $9.40 per doz.; D.H., Rd. Pt., $9.40; L.H., Sqr. Pt., $9.40; D.H., Rd. Pt., $9.40; Bulldog and Jones, D.H., Rd. Pt., $10.95; D.H., Sqr. Pt., $10.95; L.H., Rd. Pt., $10.95; L.H., Sqr. Pt., $10.95; Black Cat and Crescent Scoops—No 4, $10.15 per dozen; No. 6, $10.80; No. 8, $11.50; No. 10. $12.20. Moose and Jones Scoops—No. 4, $11.20; No. 6, $11.85; No. 8, $12.50; No. 10, $13.05 per dozen.

SOLDER. Per pound, 32 to 33c.

SPIKES

Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES

Bright wire, per cwt., $4.40 at Fort William, $4.80 Winnipeg; galvanized staples, $5.20 Fort William, $5.60 Winnipeg.

STEEL

Sleighshoe, $3.50 base per cwt.; plow, common, $5.50; crucible plow, $6.60; angle, $4; harrow, $3.25 base; east, octagon tool steel, 10¼c base; square tool, 11¼c base; spring, $4; machine, $4.50 base; tire, $4.

STEEL HOOPS

½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES

40 per cent. off list.

TACKS. Carpet, 70-10% off list.

TIES. Cow, 40 per cent.

TIN AND TIN PLATE

20 x 28 I.C.	$18 00
20 x 28 I.X.	19 50
20 x 33 I.C.	20 50
20 x 33 I.X.	22 50
Terne plates	15 50

TURPENTINE

See weekly paint report.

VISES

Peter Wright's solid box vises, 45 lbs. and over, 15c lb.

Norris vises, 45 lbs. and under, $7.50 each; over 45 lbs., 18c lb.

WASHERS

Iron, small lots, 25 p.c. + 75c; full boxes, iron, 30 p.c. + 75c.

WHITE LEAD

Decorators' pure, ton lots, $14.55; less than ton lots, $14.85.

WIRE, BARB

Lyman, 4-point, $3.80 f.o.b. Ft. William, $4.10 Winnipeg; Glidden Cattle, 2-pt., $3.65 Ft. William, $3.95 Winnipeg; Baker 2-pt., $3.60 Ft. William, $3.90 Winnipeg; plain twist, cwt., Ft. William, $4.05; Winnipeg, $4.45; plain galvanized, Ft. William, No. 9, $4.35; No. 12, $4.60; Winnipeg, No. 9, $4.75; No. 12, $5; coil spring, Ft. William, No. 9, $4.20; No. 12, $4.50; Winnipeg, No. 9. $4.60; No. 12, $4.80.

Patented screen in 100-ft. rolls, $2.50 per hundred sq. ft.; in 50-ft. rolls, $2.60 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $5.85 Winnipeg; $5.45 Fort William.

Brass snare wire, per lb., 80c.

WIRE, ANNEALED.

No. 9, $4.90; 10, $4.95; 12, $5.10; 14, $5.25; 15, $5.40; 16, $5.55 per 100 lbs.

WRINGERS

Royal Canadian, $43.40 per doz.; Eze, $46.90 per doz.; Bicycle, $51.65 per doz.; Ajax, $8.75 each.

The Manitoba Bridge and Iron Works, Limited

WISHES YOU

Hearty Christmas Greetings and a Prosperous 1917

Manitoba Bridge & Iron Works,
WINNIPEG MANITOBA LIMITED

QUICK DELIVERY IS AN ESSENTIAL

Galvanized Sheets, Black Sheets, Canada Plate, Tin Plate and Solder

Wanted now, are needed in a hurry

Our stock is in good shape, well assorted in a variety of sizes and gauges. It will help you give your customers quick service at a time when material is hard to get.

We can also give you quality and service in "Max" Brand Corrugated Sheets, Winnipeg Shingles, Metal Sidings, Metal Ceiling, Eavestrough, Conductor Pipe, Stock Water Troughs, Trough Heaters, etc., etc.

Consult our latest stock list. Send your order to us, and we will get them on the road to you promptly.

WINNIPEG CEILING & ROOFING CO., Limited

P.O. Box 3006 **WINNIPEG, MAN.**

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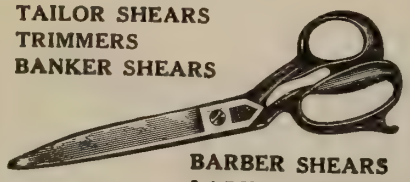
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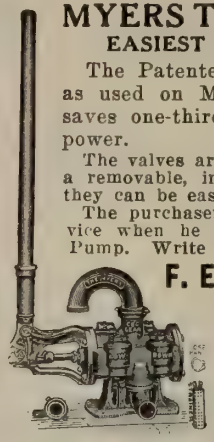
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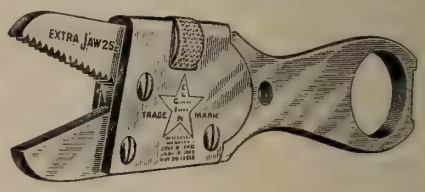


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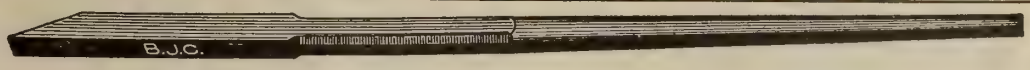
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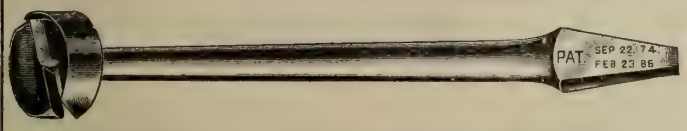


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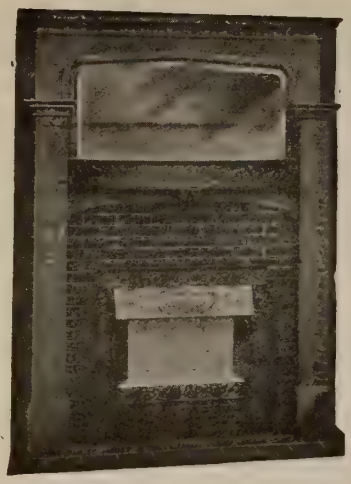


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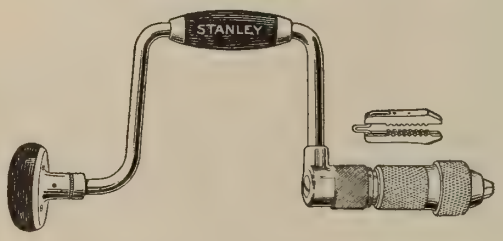
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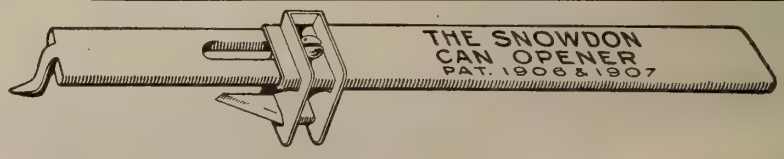
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And will stay up, 'tis said,
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We keep faith with the trade;
From coast to coast our label
Means double A-1 grade.
We're out to hold the business
With one set rock-ribbed plan,
The formula has never changed
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Come war, come peace, come plenty,
What'er the years may span,
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BANK OF MONTREAL

ANNUAL MEETING

Sir Vincent Meredith, Bart., President, and Sir Frederick Williams-Taylor, General Manager, Insist Strongly on Policy of Preparedness—Economy, Production and Immigration Should be Its Principal Features—67% of the Male Staff of the Bank of Military Age Have Enlisted for Overseas Service.

The Ninety-ninth annual meeting of the Bank of Montreal was held at the Head Office of the Bank at Montreal on Monday, December 4th. The addresses submitted by Sir Vincent Meredith, Bart., President, and Sir Frederick Williams-Taylor, General Manager, dealt especially with the policy of preparedness it was urgent the Dominion should adopt in order to be ready for the period of readjustment that must necessarily come at the close of the war. The principal features of the policy should be Economy, Production and Immigration.

Attention was also drawn to the temporary character of the present industrial activities in Canada and the necessity of recognizing same. Confidence was expressed in Canada's ability to solve the problems that might present themselves. Special reference was made to the large number of the staff of the Bank now serving with the Colors and the illustrious record they had made.

The President's Address.

Sir Vincent Meredith, Bart, President, in his address to shareholders, said:

I hoped when I last had the pleasure of addressing you that before this annual meeting the end of the cruel and devastating war, which has convulsed Europe would be, if not reached, at least within measurable distance. In this expectation we have been disappointed. No one can fix the day of its termination, but I am sure I express your feelings when I say we hold an unshaken confidence of the ultimate victory of Britain and her Allies.

Canada, inspired by a deep-rooted loyalty to the Empire, has given and is still prepared to give freely her gallant youth and monetary means to the great cause, upon the success of which her liberties and national existence so greatly depend.

The year has again been one of considerable anxiety to all those engaged in financial affairs. Our profits have been curtailed by payments of Government taxes at home and abroad, while earnings on loans in Canada have been affected by reduced borrowings on the part of our customers. It is not, however, an unfavorable feature that the prosperity of large manufacturing industries and business in general has produced a curtailment of bank loans, and converted borrowers into depositors. The low rates of interest on that portion of our reserves carried in New York have also been a contributing factor to diminished earnings compared with those antecedent to the war. But despite these disabilities, we have been able, after making what we believe to be full provision for bad and doubtful debts, to pay our usual dividends with the customary bonus and to carry a balance to credit of Profit and Loss Account. I trust, therefore, that under the circumstances you will consider the results of the banking year satisfactory.

Relations of United States and Allied Countries.

The wide ramifications of the business of the Bank make us necessarily deeply concerned with commercial conditions in other countries. In Great Britain, general trade has been spurred to great activity by the war's demands. There has been no lack of employment, wages have risen, money has been circulated freely, returning to the Banks in the form of increased deposits, and for the time being, at least, prosperity has prevailed, despite the displacement of labor by the war.

In the United States, also as a result of the war, there is an activity in business unexampled in its history. The shipments of gold to that country in payment of munitions, grain and other commodities have reached a sum in excess of $700,000,000 since the outbreak of the war. This huge inflow of the precious metal, together with the fact that under the new Federal Reserve Act the proportion of reserves required to be carried by the Banks has been reduced, is causing concern to many financial men, who fear that it will bring about a period of inflation to be followed by a serious financial reaction.

At present these conditions are serving a useful purpose to the Allied Countries by causing a plethora of money, thereby enabling them to borrow at comparatively reasonable rates of interest. If the United States market will continue to look with favor on further Allied loans, any menace to the financial situation to that extent will be removed.

The recent action of the Federal Reserve Board in counselling caution in the investment of American Bank funds in Treasury Bills of Entente Powers it is thought may be intended as a warning to imprudent or inexperienced bankers. It is hoped, however, that it will not bring about a diminution in Allied borrowings in the United States, with the possibility of a check in the volume of trade with Europe.

The Allied loans so far issued in New York aggregate $1,585,000,000, of which sum Great Britain has borrowed $860,000,000, France $570,000,000, Russia $130,000,000, and Italy $25,000,000.

Business Conditions in Canada.

As a result of the phenomenal crop of a year ago, coupled with vast expenditures by the Allied Governments in this country for munitions and by our own Government for requirements in connection with the war, high wages are being paid for all classes of labor, and trade conditions at the moment in Canada are buoyant in nearly all lines of business. The few exceptions will, generally speaking, be found in industries concerned with the production and sale of luxuries.

Owing to unusual adverse climatic conditions and decreased acreage, the yield of wheat this season will probably not exceed in quantity in the North-West one-half of last year's bountiful crop and will fall somewhat below the average in the older provinces; but the farmers will be largely compensated for the diminished yield by the high prices being paid for grain and all other farm products. Estimates this season are, as is usual, conflicting, but those believed to be most reliable give a wheat crop for the three North-West Provinces of 160,000,000 to 175,000,000 bushels, and for all Canada 185,000,000 to 200,000,000 bushels, and it is not improbable it may exceed these figures. Were it not for the fact that our shipments of grain to Great Britain will probably be curtailed by a shortage of ocean tonnage, the results might be looked upon as not unfavorable on the whole.

In this connection I may add that the past season has been very propitious for the dairy trade, the production of cheese and butter exceeding all previous records and marketed at unprecedently high prices.

The sudden reversal in the position of Canada from a debtor to a creditor nation, as respects foreign trade, has been remarkable. In the seven months of the fiscal year to October 31st the excess of imports over domestic exports of merchandise was, as recently as 1913, no less than $145,000,000, and in the like period of 1914 the adverse balance of trade amounted to $60,000,000. Then the gap began rapidly to close. The production of munitions of war of every description, together with the bountiful harvest of last year, carried the exports to an unprecedentedly high figure. In the seven months to October 31st, 1915, the value of domestic exports exceeded imports by $73,300,000, and in the corresponding period of this year the excess of exports over imports has reached the large sum of $160,000,000.

Nor has this reversal of the balance of trade been accomplished by contraction of imports; in the present year the value of imports has outstripped all previous records. The change has been effected entirely by shipments abroad of the huge crop of 1915, and the large output of war supplies, the exports of agricultural products in the seven months period to October 31st having risen from $75,500,000 in 1914, to $233,500,000.

It is scarcely necessary to add that this striking change in foreign trade balance has greatly ameliorated the financial situation, and is at once a cause and reflex of the existing commercial activities of the country.

Success of Domestic Loans.

In a little more than a year, Canada has issued two Domestic Loans amounting to $200,000,000 and the Canadian Government has borrowed in New York $95,000,000. The success of our internal loans is a matter of pride and congratulation. It is due largely to the spirit of loyalty of our people and a determination to do all within them to bring the war to an early and successful conclusion.

So far, a depletion of Bank deposits in consequence of these contributions has not taken place; in fact, they show month by month a gratifying increase. It must not be forgotten, however, that these increases are only partially due to the savings of our people. They may be accounted for to a very considerable extent by the husbanding of resources by our large corporations, a prudent and wise precaution in view of the uncertain conditions which now prevail and will continue to exist during the continuance of the war.

The Minister of Finance, to whom the country owes much for his wise and far-seeing administration of our financial affairs, will doubtless keep in view these conditions when making further calls on our resources which of necessity he must do from time to time.

The net debt of Canada on October 31st last was $696,000,000, an increase within the year of upwards of $200,000,000. The war expenditure has now reached $23,000,000 a month and is increasing. Ere long the public debt of Canada will reach a billion dollars and involve an interest charge of not less than $45,000,000 annually. While it is true that through adventitious circumstances public revenue has increased during the last year or two, no dependence can be placed on the continuance of this buoyancy, so that we will have to face a heavy interest charge on account of public debt, and a resulting taxation.

It is obvious, therefore, that if Canada is to escape the disability of being made a dear country to live in, the strictest economy in Government expenditures will have to be practised and all demands for public aid involving new burdens be held severely in check.

Policy Canada Should Follow.

There are three objects to which every effort must be bent:

Economy—that we may be enabled to provide the Government with funds to do our part to win the war and to make provision for taxes which we shall undoubtedly be called upon to pay.

Production—that we may increase our exports and furnish more plentifully our home markets; and above all

Immigration—(which will bring about increased production so necessary to our well-being) to be promoted at all times and under all circumstances, more particularly of settlers who seek the land.

The Railway situation in Canada has been a matter of some anxiety to those connected with financial affairs. The Dominion Government has, as you are aware, appointed a Commission of capable and experienced men to thoroughly investigate the situation in respect of the newer transcontinental railways, and while I cannot, of course, anticipate the findings and recommendations of this Commission, I may be allowed to express the hope that neither Government ownership nor Government operation will ensue, either of which, I am convinced, would prove detrimental to the best interest of Canada.

And now, as my remarks draw to a close, I am tempted, contrary to my usual practice and unrestrained by the old adage, "Never prophesy unless you know," to look into the future. The thoughts of many men are turned towards the problems that will confront us after the war. Government Commissions are dealing with them; the press devotes much space to their discussion; international conferences have met, but our first, obvious and imperative duty is to WIN THE WAR.

When that is done, new conditions will unquestionably supervene. It seems probable that for some months to come orders for munitions and war supplies will continue to keep our industrial plants actively employed.

Outlook for Post Bellum Period.

A temporary check in business generally may be looked for when peace is in sight, but I do not anticipate that any lengthened cessation of our commercial and industrial activities will immediately ensue. The period of reconstruction will probably not be accomplished for several months, and during this time Europe should provide a market for all we can produce, and new markets, perhaps, will be opened to us which we have never yet been able to reach.

These countries, however, will be "beating their swords into ploughshares," straining their energies to the conversion of munition plants into factories for the production of goods for both home and foreign trade in the effort to regain their former markets, to liquidate foreign debts and to recover the gold of which by necessity they may have been temporarily deprived.

When the rehabilitation has been effected, we in Canada must be prepared to meet in our own markets the keen competition of foreign goods. To cope successfully with the competition, expenditures on capital account should be avoided as far as possible, and resources conserved. Efficiency, efficiency, efficiency must be our watchword, conjoined with economy in all walks of life.

With regard to immigration. I do not share the optimistic views of many of our friends as to the immediate outlook. That in time we will receive a large influx of new settlers there is no doubt, but for a period we shall be at a disadvantage owing to a deficiency of tonnage to carry them to our shores from Europe, and it is not improbable that Continental nations will, for the purpose of self-preservation, place an embargo on all emigration. Great Britain, for similar reasons, though she may not take such drastic measures in regard to her daughter nations, will, no doubt, discourage intending emigrants from leaving her shores. This I say without for a moment meaning that efforts to secure immigration should be in any way relaxed.

Canada is bearing up magnificently under the strain of this world-wide war, and her sacrifices will be amply repaid by the engendering of a spirit of self-reliance, and she will emerge, a comparatively little known country, to take her rightful position in the affairs of the nations.

The future, as I have said, is beset with new problems and is not entirely free from financial anxieties, but by a young people possessing great national spirit, a territorial Empire and unrivalled natural resources, the future can be looked forward to with hope and confidence.

THE GENERAL MANAGER'S ADDRESS.

Sir Frederick Williams-Taylor, the General Manager of the Bank, then made his annual address, as follows:

Gentlemen:—In this, the twenty-ninth month of the war, it is my duty to present for your approval the ninety-ninth annual statement of the Bank of Montreal.

Also it is my combined duty and privilege to explain the chief changes in the balance sheet now before you. First, however, let me comment briefly upon the factors that bear most importantly upon the future course of our affairs and that have influenced our banking position in the year under review.

The outstanding business feature in Canada is an industrial condition more abnormal in character than ever before in the history of this Bank, or of this country.

The same statement applies in a greater or lesser degree to several belligerent and neutral countries, but in Canada economic conditions as well are in an unnatural state. This is partly due to the war, also a result of suspended immigration and of a lengthy period of an extravagance of which we are now feeling the cumulative effect.

Canada sold her record crop of last year at high prices, as in the years of the American Civil War, while this year we are disposing of a moderate crop at such steadily mounting prices that we again reap a golden harvest about equal in amount to that of 1915. The total value of last year's crop was $799,000,000.

Our much criticized adverse trade balance has disappeared as though by magic, and our exports are now vastly in excess of our imports.

Exports for year ended 31st October.....	$459,300,000	$550,500,000	$1,172,700,000
Imports for year ended 31st October.....	514,600,000	421,700,000	716,900,000
Total trade for year ended 31st October.....	$973,900,000	$972,200,000	$1,889,600,000

Many of our great industries have converted big floating debts, a cause of anxiety, into cash surpluses. As a natural outcome, our stock markets are booming. Not only is unemployment unknown, but unskilled labor commands wages two and a half times greater than the pay of our volunteer citizen soldiers, who so splendidly risk their lives for their country, while men engaged in "factory piece work" can earn as much as a college professor. It is, therefore, not surprising that the unanalytical minded, or those preoccupied with their own affairs, or those who have not contributed in flesh and blood to the Cause, should complacently say "Times are good."

Among those who do not join in this refrain are the men and women of the salaried class and those with small fixed incomes. These have been hard hit by war prices and are indeed finding it difficult to make both ends meet.

The present buoyant industrial conditions are obviously the direct outcome of a steadily increasing demand by the Allies for food, clothing and other munition of war at rapidly rising prices yielding large profits to the producers.

Payment for these war exports and for our surplus crops, coupled with loans of $275,000,000 effected in New York since the outbreak of hostilities, have brought money into the country at a rate not only unprecedented, even in the days of our heavy borrowing in London, but so undreamed of that we can advantageously ponder on what might have been our condition had there been no war.

An American authority has said, "The war has saved the United States from a great industrial and financial calamity."

In many respects conditions in Canada are comparable with those in the United States. In two notable respects they differ. Our neighbors across the border are adding to their wealth at a pace without precedent in history, but, unlike the Dominion, unpenalized by increasing national debt and loss of human life.

Canada's Contribution.

There is another side to this picture on which it is not well to dwell unduly, but which should be kept clearly before us. Post bellum conditions will surely weigh upon us more heavily or less heavily in proportion to our present indifference or our foresight, and in direct ratio to the steps we take to provide for inevitable problems and difficulties. Our agricultural production brings not only prosperity but stability; apart therefrom, though the cost of these alleged good times will not fall equally upon individuals, Canada as a whole will pay, and is paying already, in hard cash, reflected in a formidable national debt and in a great public debt per capita. We are also paying in that most priceless of all treasures, the blood of the manhood of our country. So far the cost to us of the war is 14,000 lives plus 45,000 casualties, and in money $354,000,000.

The transient nature of our increased exports alone is a simple index to a situation that commands the attention of all thinking people.

These views may not be acceptable to all, but they are common-sense and based upon arithmetical facts. To be forewarned is to be forearmed.

These are the main factors that have influenced and will influence the banking position—the movement in deposits and loans and the safety of both. Therefore, in my opinion, the business of this Bank should be conducted with such views plainly before us until the situation clears.

There are two obvious meanings of lightening Canada's coming burden, viz., thrift and immigration. The two are closely allied, for only by practising national and personal economy or thrift can we reduce our high cost of living—that most effective barrier to immigration. Upon immigration we mainly depend for the fuller development of our unsurpassed natural resources.

Thrift is overdue but can be started forthwith; immigration must wait, but should follow in natural sequence. I have no words at my command with which to adequately urge the necessity of an organized and individual effort to promote thrift.

The timely and eloquent "Call to Action" of our Minister of Trade and Commerce commands attention. I am not sure that it should not be preceded by a "Call to Reason," in order that the importance of the problems of the situation be impressed upon those who are living in, let us say, the paradise of the unwise.

Sane optimism and self-confidence are admirable national qualities, and should be the order of the day. There is a point where optimism loses its value and the danger of over-confidence begins. That is the point for nations to avoid.

To sum up, we are going to win the just war we are waging; we are bound to win the war, but let us emerge from it unexhausted in order that the victory over our enemies may be perpetuated and recurrence of such insensate destruction rendered impracticable.

With the advent of peace will come relief to our Empire, but to financial and trade conditions peace will bring a necessity for sudden readjustment that in Canada, as elsewhere, must tax every resource to the utmost. I am satisfied that our Banks stand prepared to meet these new conditions with the adaptability and strength that have made them the bulwark of the Canadian financial situation.

Bank's Record in Overseas Service.

Sir Frederick Williams-Taylor, in concluding, referred to the number of the staff of the Bank that had enlisted for overseas service, saying:

"As for the Bank of Montreal Contingent with the Colors, I have no words sufficiently eloquent wherewith to fully express our pride in their achievements, our grief in their losses. Forty-eight per cent. of our total male staff, or 67 per cent. of those of military age, have enlisted, 51 of our best have been killed, and 107 are wounded, missing or prisoners of war. Several of our men have been decorated by the King for conspicuous valor, and the whole Contingent is illustrious."

Election of Directors and Officers.

The vacancies on the Board of Directors were filled by the appointment of Captain Herbert Molson, of Montreal, and Mr. Harold Kennedy, of Quebec, the new Board of Directors being as follows:—

D. Forbes Angus, R. B. Angus, A. Baumgarten, H. R. Drummond, C. B. Gordon, E. B. Greenshields, C. R. Hosmer, Harold Kennedy, Sir William Macdonald, Hon. Robt. Mackay, Wm. McMaster, Sir Vincent Meredith, Bart., Capt. Herbert Molson and Lord Shaughnessy, K.C.V.O.

The meeting then terminated.

At a subsequent meeting of the Directors, Sir Vincent Meredith, Bart., was re-elected President, and Mr. C. B. Gordon was elected to the office of Vice-President.

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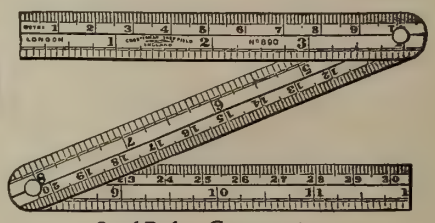
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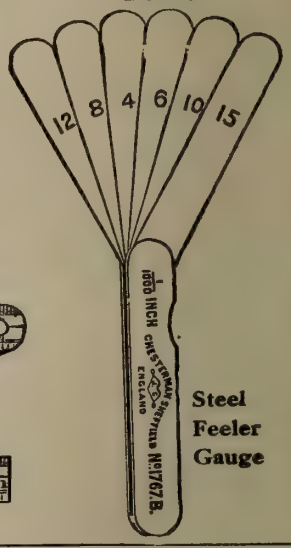
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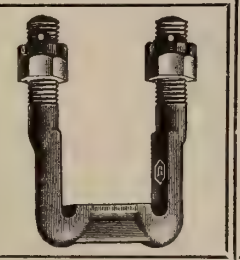
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Never Varies in Quality and Toughness

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

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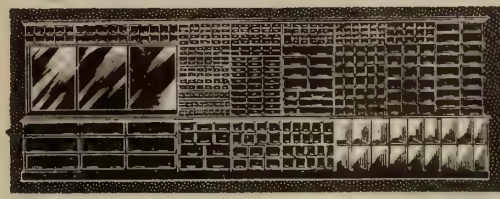
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Double Felt and Zinc.

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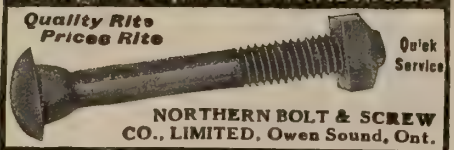
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One Inch Space
$1.00 Per Issue
on Yearly Order.



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AND to that somebody you must make known — by advertising — what you sell, why it is good, and so on. Also, you must have a medium—a publication read by your customers or should-be customers.

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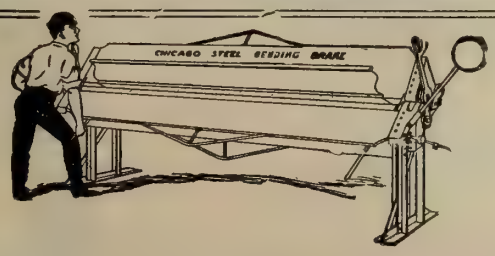
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W P WARD

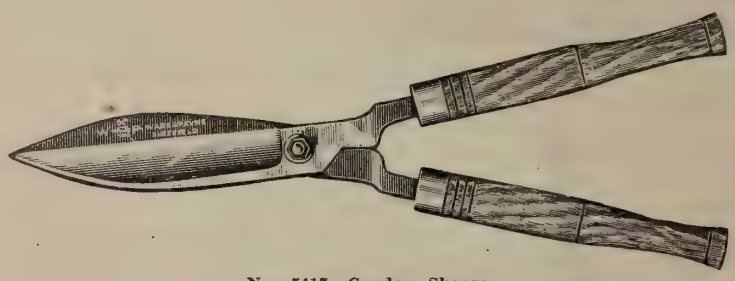
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We are one of the largest makers of these goods in England. The quality is of the best and they are beautifuly finished. We are putting in hand large stocks for the coming season, and we ask you to give us a trial order. Our Garden Shears are so well known that they need no advertising; our other tools will be found equally satisfactory.



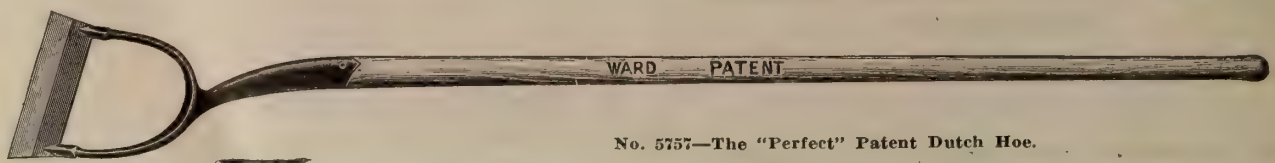
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Guaranteed "Fast Handles."



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No. 5757—The "Perfect" Patent Dutch Hoe.

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There is always someone, somewhere, who is looking for just such a proposition as you have to offer—and it is more than likely that he is a hardwareman and a subscriber to HARDWARE AND METAL. Let an advertisement on this page bring you together.

RATES (payable in advance): 2 cents per word first insertion, 1c per word subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word.

AGENCIES WANTED

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Keep yourself in the public mind by advertising. It is just as important to make old friends remember as it is to win new friends. Advertising does both.

A want ad. in this paper will bring replies from all parts of Canada.

Make Use of This Page for all Your "Wants"

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Enclosed find $....., for which insert following advertisement in your "Want" Ad. Page .... times. (For Rates see top of this page.) (Each figure counts as one word)

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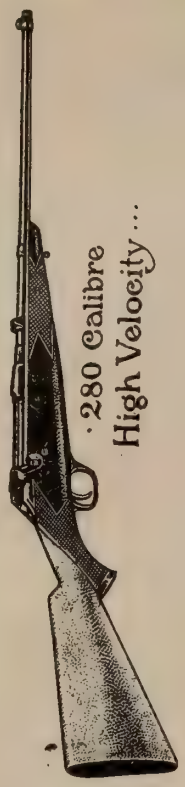
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Signed .....

Town .....Province .....

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When their lives depend upon their rifle, men use the Ross .280 High Velocity

The Ross .280 is the natural successor to the finest European imported rifles. Its low trajectory, great destructive power and remarkable accuracy make it a necessary adjunct to a successful hunt.

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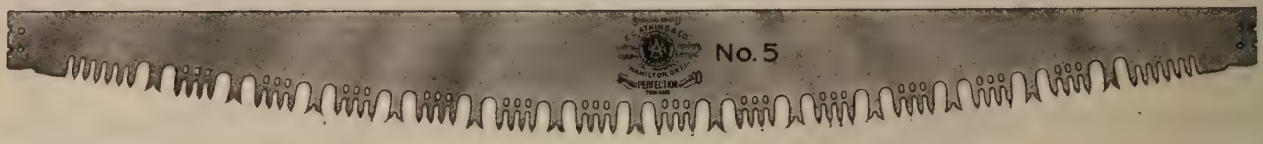
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The Saw that brings a *higher price*— a *bigger profit*. Their Service makes them worth it.

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E. C. ATKINS & CO.

Makers of Sterling Saws

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Its distinctive qualities form an insatiable demand everywhere. The user is sure to come back for more, and recommend it to his friends.

Without an equal for Saw Mills, Planing Mills, Threshing Engines, Traction Engines, Pumps, Rolling Mills and Pulp Machinery, and all classes of Stationary Engines.

ORDER FROM YOUR JOBBER; if he cannot supply you, write us.

OVER $5,000,000 WORTH SOLD ANNUALLY.

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The Garden Hose That Doesn't Kink



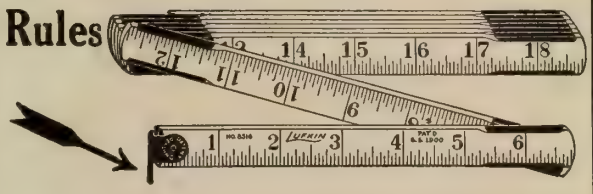
A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

LUFKIN Spring Joint Wood Rules

WITH FOLDING HOOK



ENTIRELY NEW

WILL CERTAINLY APPEAL TO MECHANICS

Just the thing for taking measurements out of arm's reach, and handy for most any measuring. Zero end of rule fitted with a small, substantial steel hook, which will very readily fold up and remain so when not wanted, making the rule same as ordinary ones without hook.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Manufacturers of a complete line also of

COMMON SPRING JOINT WOOD RULES - BOXWOOD RULES - MEASURING TAPES

TINKER TOM'S TALKS.



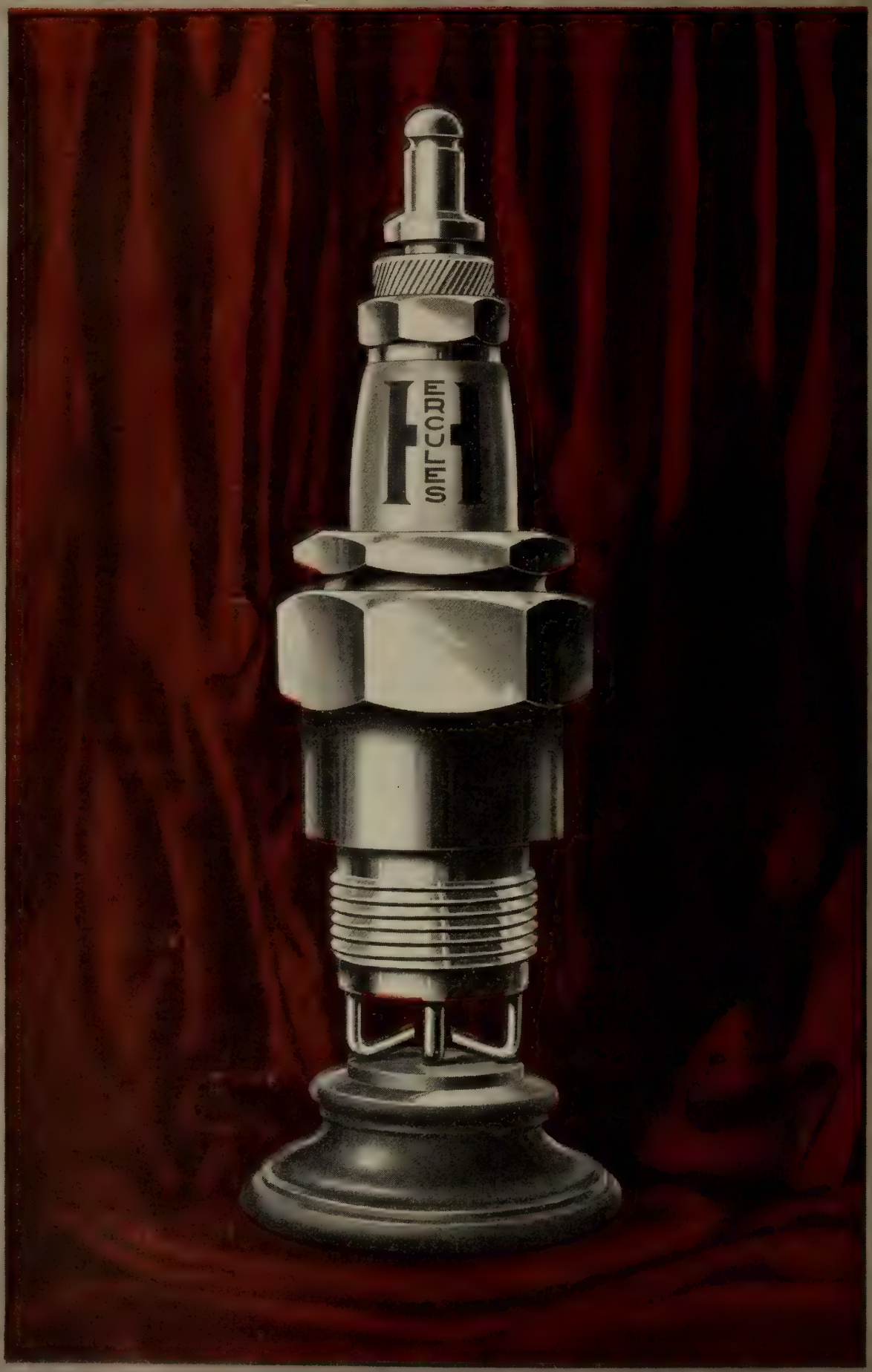
Talk Number Eighty

Don't you think it's worth something these days to know that someone in fair Canada is making Galvanized Sheets? That helps to take the sting away when the others say "Nothing doing—can't take your order." The "PREMIER" habit pays any way you look at it.

TINKER TOM.

Look for Talk No. 81 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA



ALL LEADING JOBBERS

ECLIPSE MANUFACTURING CO.

INDIANAPOLIS, U·S·A·

HARDWARE AND METAL

Vol. XXVIII No. 52 PUBLISHED EVERY SATURDAY SINCE 1888 Dec. 23 1916

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA



Greetings

TO OUR MANY FRIENDS AND CUSTOMERS WE EXTEND OUR EXPRESSION OF GOOD-WILL AT THIS FESTIVE SEASON.

MAY THE NEW YEAR HOLD FOR YOU A BOUNTIFUL SHARE OF HEALTH, HAPPINESS AND PROSPERITY.

The MARTIN-SENOUR Co.

LIMITED

PRODUCERS OF PAINTS AND VARNISHES

CHICAGO MONTREAL WINNIPEG

HALIFAX · LINCOLN · TORONTO





Handsome Display Stand Free With
Disston Plumb and Levels



Designed and finished to afford maximum sales-winning display, combined with an ornamental appearance which makes it an attractive addition to the equipment of any store. Suitable for show case, window or shelf.

This stand is furnished as a sales-help, absolutely free of charge. Our Display Stand Circular explains the offer. Write for a copy to-day.

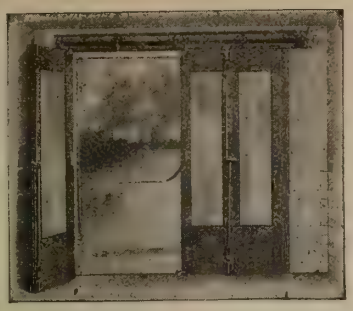
HENRY DISSTON & SONS, LTD., 2-20 Fraser Ave., Toronto, Canada

Christmas Greetings

We desire to take this opportunity to wish our many customers and friends a Very Merry Christmas and to return our hearty thanks for the liberal patronage extended to us during the past year.

The Thos. Davidson Mfg. Co., Limited

Montreal **Toronto** **Winnipeg**

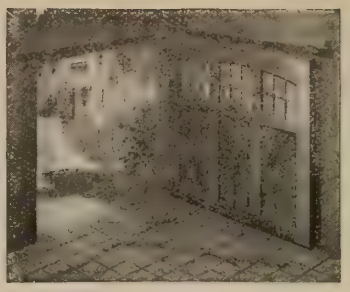


NO. 435. SLIDING-FOLDING DOOR
Made for three, four, five or six doors, openings 8 to 18 feet.

NO. 435. FIXTURES FOR SLIDING-FOLDING DOOR
Door made in four sections, folding back as shown. A very desirable arrangement, highly recommended. Perfect control — no accidents. Can be operated electrically if desired.

NO. 235. FIXTURES FOR ANGLE DOORS
Door is carried across the corner to lie flat against wall. Single or double. Thousands in use, always satisfactory.

GARAGE DOORS



NO. 235. ANGLE DOOR
Single or double.

It costs no more to hang them RIGHT than to hang them on hinges.

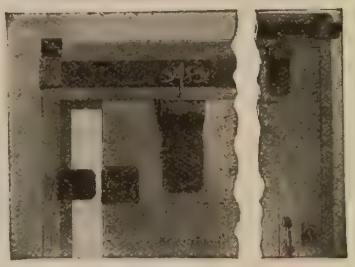


NO. 251. FIXTURES FOR PARALLEL DOORS
Doors may be hung in continuous series of any length. Double track with weather-strip. Three weights. Easy adjustment.

The ordinary swing door sags, and is the cause of frequent accidents.

It is the NEW IDEAS a man gets that make for progress.
It is the NEW GOODS he sells that increase profits.
Don't wait for the demand to come—create it. We'll help.
First Step—get the book "Garage Door Equipment."

Richards-Wilcox
CANADIAN COMPANY, LTD.
LONDON, ONTARIO.



NO. F1. FIXTURES FOR FLUSH SLIDING DOORS
Door slides in the usual manner, but fits into jamb like a swing door, perfecsly tight and weather-proof. Keeps garage warm. Only sure method of hanging flush sliding doors.





High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.
Write for catalog and full particulars.

Buck Brothers
Milbury, Mass., U.S.A.





ADAMSON VULCANIZERS

Warning to the Trade:

It is very important to place your orders for Adamson's Products with your JOBBER at once, to assure you of prompt delivery.

The unprecedented demand for Adamson's compels us to make this urgent request.

MADE IN CANADA

ADAMSON MANUFACTURING CO.
HAMILTON, CANADA

If interested, tear out this page and keep with letters to be answered.

UNIVERSAL
L. F. & C.

BUTCHER KNIVES



No. 2000 COCOBOLO HANDLES

SIZES 5 INCHES TO 14 INCHES

"UNIVERSAL" CUTLERY

offers you an opportunity for concentration on a line which you can stand back of and recommend to your customers, a line in which "chance," "maybe" and "perhaps" have no place. From the time of its conception, over half a century ago, quality has been the watchword in the manufacture of UNIVERSAL Cutlery.

¶ UNIVERSAL Cutlery is a complete line, from Paring Knives to Carvers, from Pocket Knives to Barber's Shears. All sold and guaranteed under the UNIVERSAL Trade Mark.

¶ When you show a customer UNIVERSAL Butcher Knives, Pocket Knives, Razors, Shears, Kitchen Knives, Carvers, etc., no time is lost in explanation of who makes them, and there's no doubt in his mind as to their quality. Nine chances out of ten he's using several UNIVERSAL appliances in his home right now.

The Advertised Cutlery Line

¶ UNIVERSAL Cutlery is nationally advertised. You don't have to create or wait for a market—it's waiting for you.

¶ Buyers of unknown, unbranded cutlery are getting fewer and fewer. People want the kind they see advertised, that bears the trade-mark and guarantee of a well-known, reliable manufacturer.

LF **LANDERS, FRARY & CLARK** LF

NEW BRITAIN CONNECTICUT

If interested, tear out this page and keep with letters to be answered.



IT would be a bit grotesque to repeat here the old time wishes that recur to us at this season, considering the trying times through which our Empire is passing; but it behooves us to keep a stiff upper lip and snatch as much happiness as the times will permit.

Smile into the face of the world and a smile comes back—render good service to others and good service is returned to you—show a spirit of helpfulness and that spirit will surely send back aid to you of a like kind—think good thoughts and the same good thoughts will be of you.

LEWIS BROS. LIMITED
MONTREAL

If interested, tear out this page and keep with letters to be answered.

PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.
Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



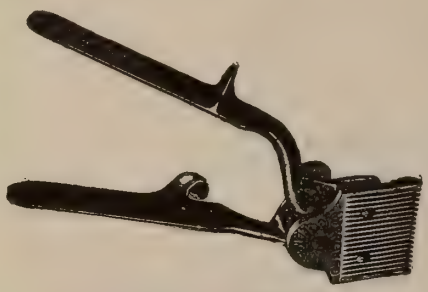
STANDARD No. 0, No. 1 and No. 2.
Retailing at about $2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about $2.25



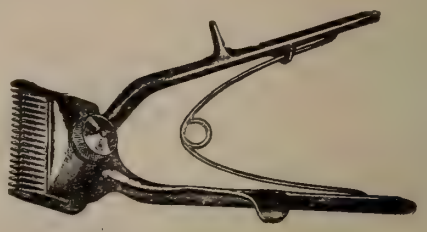
SPEED
Best low-priced Clipper made. Retailing at about $1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.

A. MacFarlane & Co.
Coristine Building, Montreal
Canadian Agents for
Wiebusch & Hilger, Ltd.
New York City



CADET
with visible spring, retailing at about $1.00.



MADE ONLY BY
Wm. Newman & Sons LIMITED
BIRMINGHAM, ENG.

Agents: FREDERICK SARA & CO., 326 9th Ave. W., Calgary, Alta.

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LION



BRAND



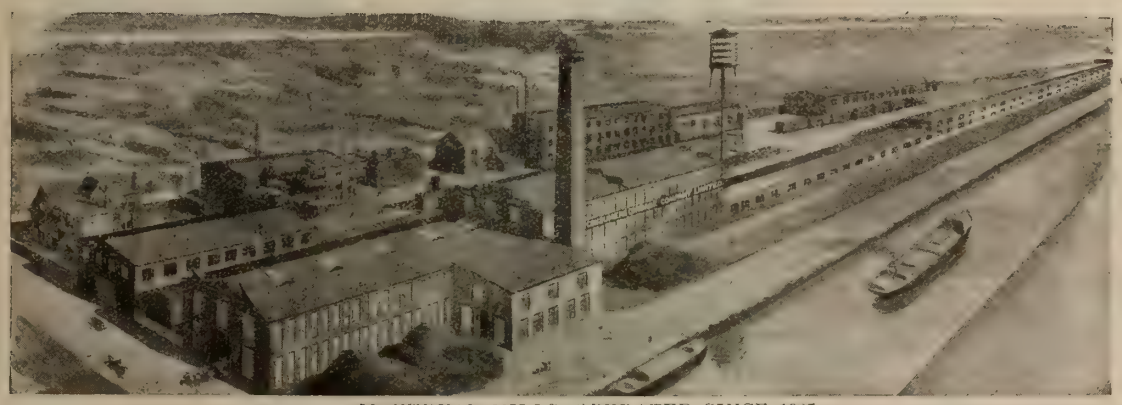
DARTMOUTH MILLS, OPERATED SINCE 1866.

These plants and 91 years' experience stand back of

LION BRAND CORDAGE

From Atlantic to Pacific we extend the Season's Greetings.

May the coming year deal kindly with all.



MONTREAL MILLS, OPERATED SINCE 1825.

CONSUMERS CORDAGE COMPANY, LIMITED

AGENTS AND STOCKS AT

HALIFAX ST. JOHN, N.B. MONTREAL TORONTO
JAMES BISSET & CO., QUEBEC TEES & PERSSE, LIMITED, WINNIPEG.
MACGOWAN & CO., VANCOUVER
REGINA SASKATOON MOOSE JAW CALGARY EDMONTON

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CROSS

(TRADE MARK)

Trade Winners

QUALITY WINS AND HOLDS TRADE.

The UNEQUALED QUALITY of Cross Products, together with the ECONOMY, DURABILITY, and LASTING SATISFACTION they give, will never be forgotten by the discriminating buyer of Quality Products; and the profit is well worth your while.

CROSS FRENCH FURNITURE POLISH
CROSS FRENCH FLOOR DRESSING
CROSS AUTO BODY POLISH
CROSS CREAM METAL POLISH
CROSS CARPET CLEANER

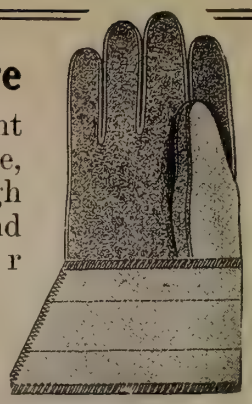
The line is complete. Order TO-DAY. It will mean a REAL CHRISTMAS PRESENT for you, and for your trade, ALL THE NEW YEAR, if you do.

"Canadian Made for Canadian Trade."

CROSS PRODUCTS LIMITED

56-58 Agnes Street, Toronto Phone Main 5798

Glove Time is Here



Men and women want gloves for the furnace, for driving, for rough outdoor work, around the barn, garage or shop, both to keep the hands from soiling and for warmth.

TAPATCO
REGISTERED BRAND TRADE MARK

COTTON GLOVES

Sell twelve months in the year, but never better than right now.

Good for the snow shoveler. Suggest this to your customers. The glove itself and the price will make the sale. They are made in Band Top, Knit Wrist and Gauntlet Styles, light, medium and heavy weights. Jersey Gloves and Mitts in Oxford, Tan and Slate.

We also make a leatherette faced glove that is a winner. Get a sample of it.

Stock up with Tapatco Gloves. You will probably have to repeat several times.

Order through your Jobber.

The American Pad & Textile Co.

CHATHAM, ONTARIO

J.M.T.

TRADE MARK

STEAM GOODS AND SPECIALTIES

A Remarkable Line for Efficiency, Economy and Reliability



J. M. T. INJECTOR

Gives absolute service under varying conditions

The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide St. W., Toronto

THE

Season's Greetings

We extend to the Hardware Trade our best wishes for Christmas and the New Year.

H. S. HOWLAND, SONS & CO. LIMITED

TORONTO



If interested, tear out this page and keep with letters to be answered.



No. SC 935

Buy Your Hinges
Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges	Pair in a Box	SC 900
Light Tee Hinges	" " "	SC 904
Heavy Strap Hinges	" " "	SC 209
Heavy Tee Hinges	" " "	SC 609
Corrugated Strap Hinges	" " "	SC 935
Corrugated Tee Hinges	" " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.
Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Canada

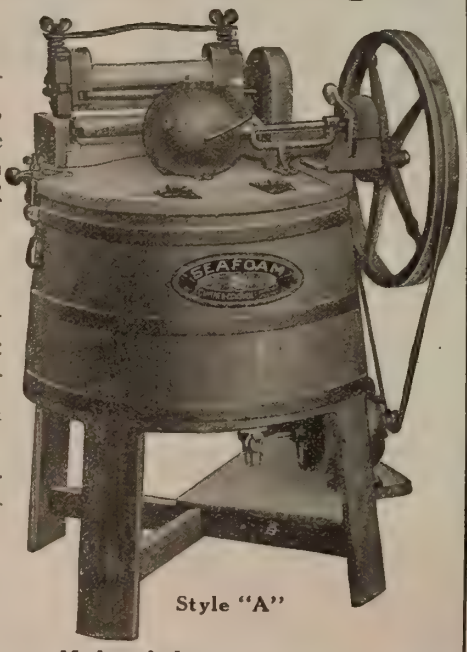
Seafoam Electric Washer and Washer

(2 Styles)

No Worry—LittleWork, in the Home Laundry with this **LABOR SAVER.**

Style "B" made without electric motor for use with Gasoline, Steam engine or Windmill.

Great for the Farm.



Style "A"

Made only by

Cummer-Dowswell, Limited

Hamilton, Ontario

Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS



GOLD MEDALS. GRAND PRIX.

JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681	"BUTLER" 1768	ART 1861

GEORGE BUTLER & CO., LTD., Sheffield, England
London Showroom, 62, Holborn Viaduct, E.C.
CANADIAN REPRESENTATIVE
G. A. MARSHALL 70 Lombard Street, Toronto

If interested, tear out this page age and keep with letters to be answered.

Quality Service

Courtesy in Business

* * *

Fittingly framed and hanging in the Offices of one of the most important Public Service Corporations on this North American Continent is the following

'Did you say Please and Thank you?'

Broad minded men direct the destiny of that Corporation, men who know that public or private enterprises to be lastingly successful must operate for the public good.

Quality and Service are the two important factors in our business life today, but Courtesy is the door through which they must enter.

We are large producers of Hamilton Pig Iron and our output of Open Hearth Steel Blooms and Billets, Iron and Steel Bars of all shapes and size runs into enormous tonnage.

The products of our mills include practically everything that can be manufactured from Iron and Steel and these we distribute to thousands of satisfied customers.

Our business is an extensive one and a successful one. The World is our market: but our prosperity and success in the future, as in the past, depend upon the continued confidence, co-operation and good-will of the people we serve.

The Steel Company of Canada, Limited

HAMILTON TORONTO MONTREAL WINNIPEG

If interested, tear out this page and keep with letters to be answered.



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES



The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Big Profits Selling

Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless and Champion.

Made of the best of Hickory, nicely finished.

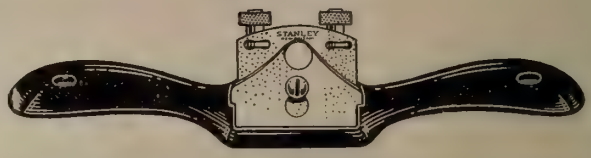
All leading Jobbers stock them.

Write for prices.

J. H. Still Mfg. Co.

ST. THOMAS, ONT.

Stanley Tools



Stanley Adjustable Spoke Shaves

These new and improved Spoke Shaves have a Lever Cap fastening the cutter in such a manner as to bring an even pressure on the cutting edge

The important feature is that the cutter can be quickly adjusted both endwise and sidewise by means of the adjusting screws which engage the slots near the end.

The Cutters are made from a high grade of steel, well tempered and sharpened ready for use.

The handles are japanned and through each a hole is made to enable the owner to hang the tool up out of the way.

Made in two styles—one with raised and the other with straight handles

No. 151—Raised Handle, 10 in. long, 2⅛ in. Cutter. Per doz. $6.00

No. 152—Straight Handle, 10 in. long 2⅛ in. Cutter. Per doz. 6.00

Stanley Rule & Level Co.

New Britain, Conn. U.S.A.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

MADE IN CANADA



It's a Pink anyway you take it, and it's the best Peavey made.

"YANKEE"
QUICK RETURN IN 3 SIZES
No. 130, 131, 135

With spring in the handle to drive the bit back quickly

Holds it extended for overhead work.



No. 130
Fall or general work
Very popular.

No. 131
Heavy pattern, for general house carpentry and heavy screw driving
Becoming very popular.

No. 135
Small size, for smaller screws, elec trical work and wherever a large number of small screws are frequently driven.

Your Jobber Will Supply You.

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

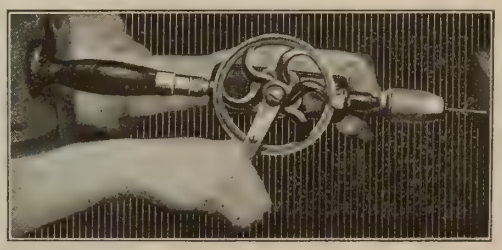


Worth Looking Into

Our Selling Service helps your Tool Department and every other part of your store. We are putting fifty years of study and experience on tool selling at your service in every way that we can—in the Selling Helps we offer you — in our handbook, "How to Sell Tools"—in our monthly paper, the "Millers Falls Star"—and through the representative that calls on you.

When you buy Millers Falls Tools, you buy merchandise plus this service that helps you turn your tool stock more quickly and puts a bigger net on your profit side.

If you are one of those who haven't yet learned what this Millers Falls Selling Service means—because you buy through jobbers or for any other reason—write us to-day and we will tell you all about it.



A Big Seller

Here's a tool with a big sale, because it is practically a hand drill and a breast drill combined. Mushroom head just fits the hand or is useable as a body rest. Three-Jaw chuck takes round shanks up to to ⅜-inch. Cut gears, pinions enclosed—ball-thrust bearing.

Ought to be included in every tool stock.

MILLERS FALLS CO.
"Toolmaker to the Master Mechanic"
MILLERS FALLS - MASS.
N.Y. Office: 28 Warren St.

MILLERS FALLS TOOLS

If interested, tear out this page and keep with letters to be answered.



On Active Service

We think we are right in asserting that there is not a factory or workshop in your town that is not using one or other of the Famous Five Files.

The reason is obvious.

This means that every day there is a certain demand for so many of these files. If you carry a good stock of them, business will naturally gravitate to your store.

More than 60,000,000 of the Famous Five Files are sold every year. Our advertising, plus the quality of the files themselves, creates and maintains the demand.

It is up to you to get the retail sales benefit of this demand.

When ordering through your jobber, specify the Famous Five.

The Famous Five are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE
(MADE IN CANADA)

The Nicholson File Company
PORT HOPE (Dealers Everywhere) **ONTARIO**

1835 JOHN CHATILLON & SONS CUTLERY SCALES HARDWARE NEW YORK, U.S.A. **1916**

A MOST FAMOUS LINE OF CUTLERY

bears the name "Foster Bros."

We've been making good cutlery so long and always the best we could, that it's second nature with us now to make the best we can.

We leave nothing to chance. Every blade has most careful attention in forging and tempering, and is thoroughly tested, and each knife carefully inspected.

Foster Bros.' cutlery embraces a large variety of styles for all purposes and tastes, up-to-date patterns, and all of a quality that only the best skilled labor can produce.

JOHN CHATILLON & SONS

85 Cliff Street **New York City**

Scale Makers Since 1835

14 Years A Dealer But Finds No Better Fence Than PEERLESS

Read This Letter

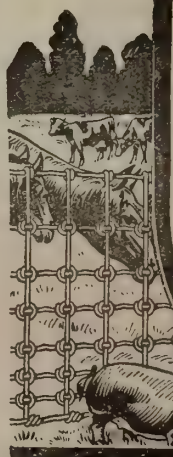
Forestville, Ont., Jan. 13, 1913

The Banwell-Hoxie Wire Fence Co.,
Hamilton, Ontario

Dear Sirs:—I have been in the fence business for the last fourteen years putting up fence for farmers and have erected as high as four thousand rods per year. I have put up a good many different makes of fence but can positively say that "The Peerless" has given the best satisfaction taking into consideration even wire, no slack wires, no wires breaking, no wires rusting, and fence holding its tension which keeps the fence tight. "Peerless Fence" that I put up six years ago with posts thirty feet apart is tight and free from rust and does not sag.

Truly yours, E. G. Hooner

He's but one of the thousands of satisfied Peerless dealers—satisfied there's no better, no more profitable, no bigger producer of return orders than Peerless Fencing. His Peerless Fence agency is one of his biggest assets. If you had it you would say the same.



Peerless Farm Fence

is made of Open Hearth steel wire—heavily galvanized in such a thorough manner that it will not flake, chip or peel off. The wires are tough, elastic and springy and will not snap or break under sudden shocks or quick atmospheric changes. The joints are securely held with the "Peerless Lock" which will successfully withstand shocks and strains and yet, it can be erected on the most hilly and uneven ground without buckling, snapping or kinking. We also build a full line of poultry fence, ornamental fence and gates.

We Offer You This Coveted Agency

If you are located in our unassigned territory, we want to offer you the selling rights for this remarkable fencing. We want to add you to our list of satisfied, money making agents. We have a very attractive agency proposition. Want it? A postal brings it. Write today—now.

Banwell-Hoxie Wire Fence Co., Ltd.
Winnipeg, Manitoba
Hamilton, Ontario

If interested, tear out this page and keep with letters to be answered.

"Metallic" Building Materials

Order "M-R-Co." Trough and Pipe NOW

Rise in prices is coming. Let us have your order at once. Die-stamped eavetrough saves you money. We make it. You sell it—Easy.

QUALITY FIRST
MADE IN CANADA

The METALLIC ROOFING CO. LIMITED
MANUFACTURERS
TORONTO WINNIPEG



Middle view of one of our famous quarries—Quarry face 1½ miles—Depth 200 feet.

"Cleveland Grindstones"

Have a world-wide reputation for "QUALITY."

They are superior because the standard of quality is never changed except to improve.

A dealer is known by the goods he keeps.

Increase your sales and efficiency by specifying

"Cleveland Grindstones"

Write for catalogue on complete line and tell us the name of your jobber.

THE CLEVELAND STONE COMPANY

Leader-News Bldg. - CLEVELAND, OHIO

If interested, tear out this page and keep with letters to be answered.

MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.



Pumps for every use—hand or motor—force or lift — every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The
R. McDougall Co., Limited
GALT, CANADA



TO our many friends in the Trade we extend most cordial

Greetings

at this season of remembrance and goodwill expression.

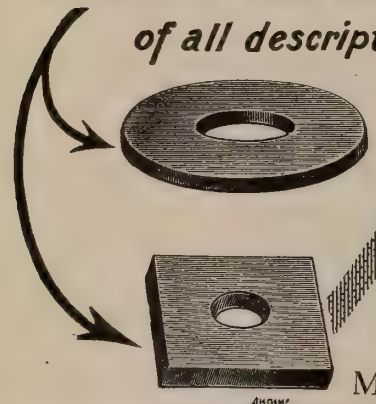
Sobered and saddened as we all are in these times of war, when our sons are sharing in the great strife for freedom, we in Canada have abundant cause for gratitude, because of the prosperity that is our lot, and because of the service all are rendering—even firms like our own—this in a faithful endeavor to supply insistent needs and to keep the wheels of industry turning.

To those whom we serve and who serve us we wish peace and prosperity.

St. Mary's Wood Specialty Company, Ltd.
St. Mary's, Ont.

Wrought and Steel Plate WASHERS

of all descriptions



Annealed Rivet Burrs.
Felloe Plates.
Sheared and Punched Plates.
Malleable Washers and Cast Iron Washers.

Round & Square
Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company
Milwaukee, Wis.

Hearth Furniture

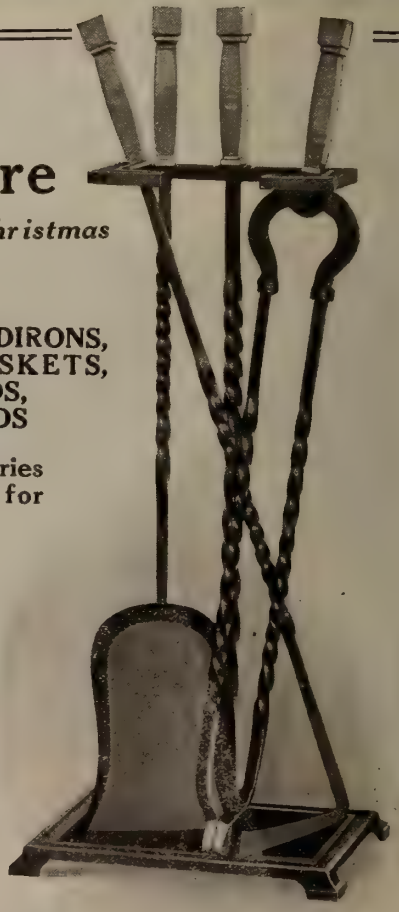
Sells well for Christmas Gifts

Our line includes:
FIRE IRONS, ANDIRONS, PORTABLE BASKETS, GRATE GUARDS, SPARK GUARDS

Immediate deliveries on all orders for Christmas trade

Phone your order now—at our expense.

The splendid appearance of our lines make them sell on sight.



Winfield Brewster
Hespeler, Ont.

If interested, tear out this page and keep with letters to be answered.

CANADA

NATIONAL SERVICE

PUBLIC NOTICE is hereby given under the authority of the "War Measures Act, 1914," that during the first week in January, 1917, an inventory will be made by the Post Office Authorities, of every male between the ages of sixteen and sixty-five, residing in Canada.

National Service Cards and addressed envelopes for their return to Ottawa have been placed in the hands of all Postmasters for distribution amongst the persons required to fill in such cards. Every male person of the prescribed ages is required to fill in and return a card enclosed in an envelope within ten days of its receipt.

Any person who fails to receive a card and envelope may obtain the same upon application to the nearest Postmaster.

R. B. BENNETT,
Director General.

Ottawa, 15th December, 1916.

GOD SAVE THE KING.

NATIONAL SERVICE WEEK : 1st to 7th JANUARY.

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

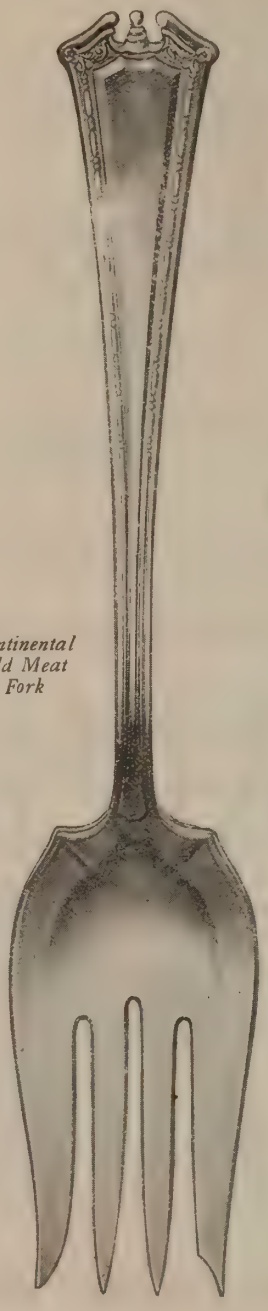
Mention This Paper When Writing Advertisers



1847 ROGERS BROS.
SILVERWARE



SOLD BY LEADING MERCHANTS EVERYWHERE



Continental Cold Meat Fork

"Easiest Selling Merchandise in the Store"

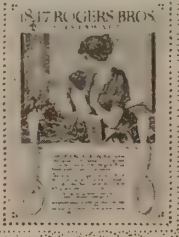
THE only silverware backed by an unqualified guarantee made possible by a test of more than 65 years.

1847 ROGERS BROS.
Flatware and Cutlery
"Silver Plate that Wears"

By closing the source of supply to those who persist in "Price Cutting" we shall act within our rights, giving you the protection that is necessary for the successful conduct of your business. In return we ask your assistance by not retailing our ware at a less price than suggested in our Catalogue No. 27.

Send for Catalogues if you have not received copies.

MERIDEN BRITANNIA COMPANY
LIMITED
Hamilton, Canada



If interested, tear out this page and keep with letters to be answered.



December 24th to January 2nd forms the Connecting Link Between

1916 and 1917

Little business will be done during these days. May they be days in which you can look back with satisfaction on the year just closing and may they be days in which you can plan with profit for your business in 1917.

Our aim for 1917 will be greater co-operation with the idea of bringing hunters to your store.

Our wish for you is prosperity and the prosperity of our country through you.

Dominion Cartridge Company, Limited
MONTREAL


WE wish the Paint and Oil Trade of Canada the heartiest well-wishes for the coming year.
The Dominion Linseed Oil Co., Limited
BADEN MONTREAL TORONTO
THE LIVINGSTON LINSEED OIL Co Ltd
RAW LINSEED OIL
MONTREAL
THE LIVINGSTON LINSEED OIL Co Ltd
BOILED LINSEED OIL
BADEN, ONT.
THE LIVINGSTON LINSEED OIL Co Ltd
DOUBLE BOILED LINSEED OIL
BADEN, ONT.
BLUE BARRELS

A Christmas Message

We desire to extend to each of our Customers and Friends our best wishes for

A Happy Christmas

May the New Year bring you prosperity in abundance and a full measure of health and happiness.

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

Canadian Consolidated Rubber Co., Limited

MONTREAL, P.Q.

28 "Service" Branches throughout Canada.

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES



Frothingham & Workman
LIMITED

199-203 St. Paul Street West,
Montreal

Extend their Best Wishes for A Merry Christmas and A Happy New Year

Canada's Oldest
Wholesale Hardware House

We Specialize in Service and Square Dealing


Greetings
STEEL
BEAMS
BARS &c
PRODUCTS
FACTORY
LIMITED
TORONTO
ELECTRICAL MERCHANDISE
FPL
REMEMBER
US IN
SEVENTEEN
FACTORY PRODUCTS
LIMITED
220 King Street West - - Toronto


No. 6
NORTH STAR
IGNITION
DRY
BATTERY
CANADA DRY CELLS
LIMITED
WINNIPEG MANITOBA
A Merry Christmas
and
A Happy New Year
TO OUR MANY FRIENDS AND CUSTOMERS
WHO HAVE MADE 1916 SUCH A PLEASANT
AND SUCCESSFUL YEAR.
CANADA DRY CELLS, LIMITED, WINNIPEG, CANADA

Greeting

To our many friends and customers we extend our sincere wishes for

A Merry Christmas and Happy New Year





R. C. Jamieson & Co., Limited

Established 1858

MONTREAL

Owning and Operating P. D. DODS & CO., Limited

BENJAMIN MOORE, President FREDERICK MOORE, General Manager GEORGE CHITTENDEN, Secretary

OFFICES & WORKS
CAWTHRA AVE. & LLOYD ST.
TORONTO, CAN.
231-233 FRONT STREET
BROOKLYN, N. Y.
401-409 NORTH GREEN ST
CHICAGO, ILL.
1322 MARQUETTE ROAD
CLEVELAND, OHIO.
CARTERET, N. J.

BENJAMIN MOORE & CO. LIMITED
MANUFACTURERS OF
MURESCO
PAINTS, COLORS & VARNISHES
TORONTO

Xmas is here again
The time of goodwill and
remembrance from our
friends in the trade, the
time when true wishes
are doubly welcome, so
here's a seasonable wish
to you: "Health & Happiness"
from

Benjamin Moore & Co Ltd
Frederick Moore
Vice Pres.



CONDOR LAMPS

Greetings to the Hardware Trade

IN wishing our customers the old, old wish, "A Merry Xmas and a Very Prosperous New Year," we take this opportunity of expressing our regret that owing to the unavoidable conditions existing, we have had to disappoint them on many occasions in delivery of their orders for Condor Lamps. The factory advise us, however, that this condition will be alleviated in the near future, which will enable us to give our usual prompt service.

The Basters, Jackson Company

22 College Street : : : Toronto, Canada

WE take this opportunity of extending to our various wholesale distributors and dealers in the hardware trade throughout the Dominion, the Season's best greetings — a joyous Christmas and a most gratifying New Year.

We are also thankful for the splendid co-operation and good-will in the past and sincerely trust the New Year may still further cement our mutual relations.

Interstate Electric Novelty Co. of Canada,
LIMITED

Most progressive flashlight manufacturers in the Dominion.



Christmas Greetings

TO OUR MANY FRIENDS AND CUSTOMERS WE EXTEND OUR EXPRESSION OF GOOD-WILL AT THIS FESTIVE SEASON.

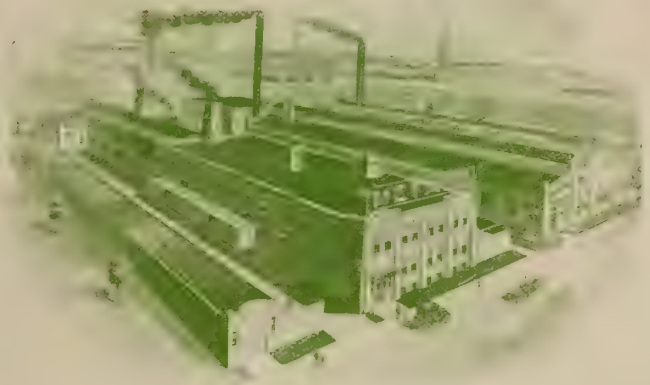
MAY THE NEW YEAR HOLD FOR YOU A BOUNTIFUL SHARE OF HEALTH, HAPPINESS AND PROSPERITY.



W. G. Harris, Senior, President



W. G. Harris, Junior, Vice-Pres.



THE CANADA METAL CO., LIMITED

TORONTO, CANADA

Hamilton Montreal Winnipeg Vancouver



THE makers of the "Home Comfort" Range wish their many friends in the Canadian Hardware Trade the season's best wishes—

Health and Prosperity

Greetings



May your Xmas be a Happy One and the coming year bring further fruit in the form of Peace, Plenty and Prosperity is the Season's Wish.

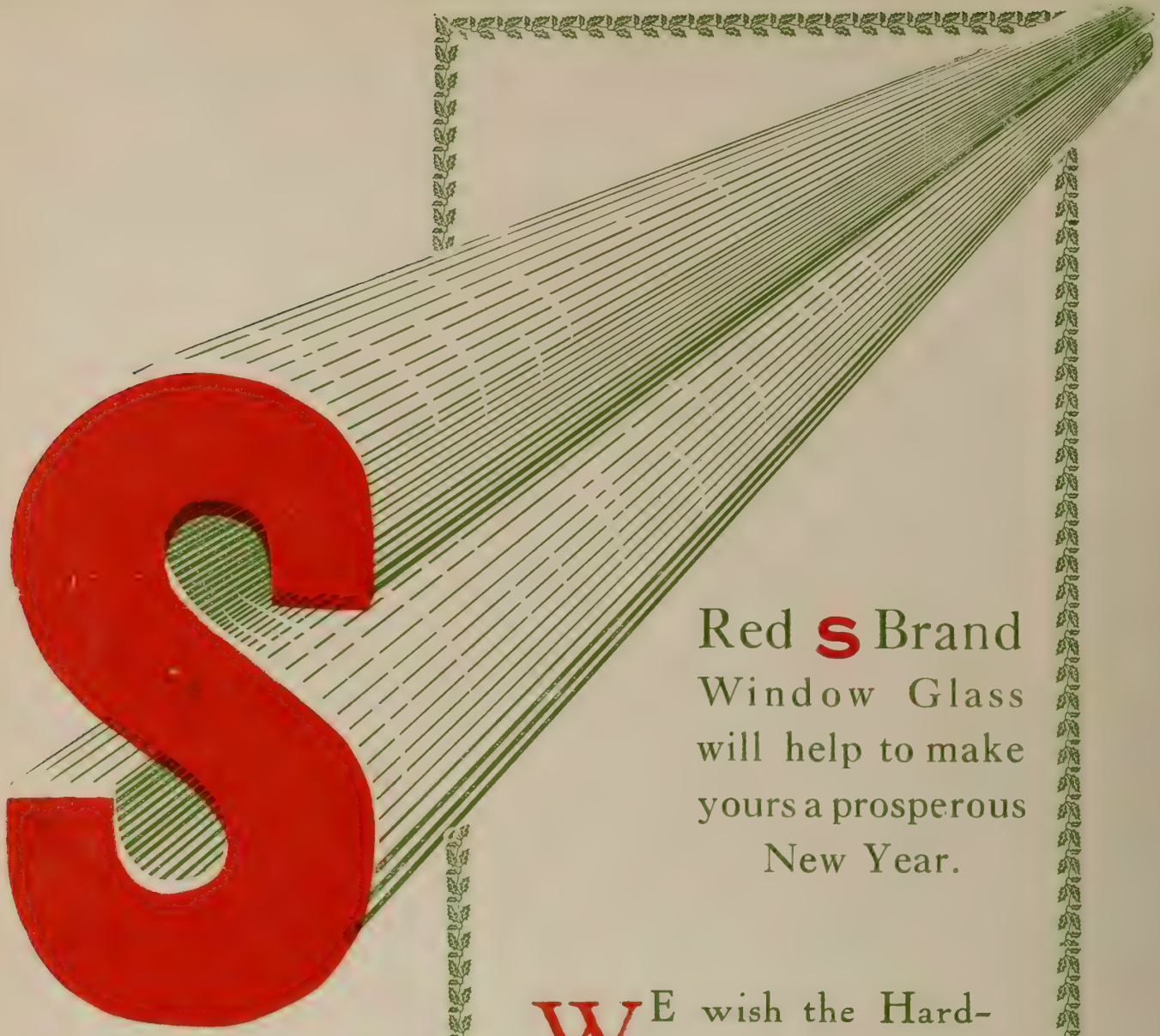
A. Ramsay & Son Co.

Head Office & Factory: MONTREAL

BRANCHES:

48 Colborne Street
Toronto

167 Pender Street
Vancouver



Red S Brand Window Glass will help to make yours a prosperous New Year.

WE wish the Hardware Dealers of Canada the season's greetings—A Merry Christmas and a New Year brimful of prosperity.

Plate, Figured, Stained, Wired, Ornamental Mirrors, Bent Glass

The Toronto Plate Glass Importing Co., Limited

TORONTO, CANADA



Upheld Their Record in the Past Year

Thanks to the generous support of the Canadian trade, especially the hardwaremen and manufacturers of hardware lines, who are readers of HARDWARE AND METAL, our metal trade has climbed to a very high altitude during 1916.

We hope through a continuance of Hoyt Metal Service to deserve a generous share of patronage in the coming year and assure our patrons of our appreciation for their support.

As 1917 bids fair to be one of the most successful business years in the history of Canada, the Hoyt Metal Company desires to extend to you our best wishes for a prosperous New Year.





HOYT METAL CO.

Eastern Avenue, Toronto, Canada

New York, N.Y. London, Eng. St. Louis, Mo.

KIR-BEN
TRADE MARK

Greetings
to Our Friends

We drop our usual selling talks this week in order to say to our many, many friends among the readers of **Hardware and Metal** how cordially we wish them all

A Christmas of Peace
and
A New Year of Plenty

Our country has been blest, even though we are at war. Our land is free and prosperous, and everywhere there is gratitude.

Each of us who is honestly doing work of benefit to one fellowman is giving strength to Britain and her Allies in our war, and is conserving the wealth and reserves of Canada against the day of reconstruction.

In the confidence that you and we are doing what we can for the World's and our Country's good, we can with sincerity and fervor extend to all the trade good-will greetings and best wishes.

Kir-Ben, Limited
ALMONTE, ONTARIO

Kir-Ben Agency is the Best

IN extending to our many friends and customers a Christmastide of unbounded joy, we also wish for them a New Year that shall abound with unusual prosperity and personal happiness.

We also wish to thank you for the business courtesy extended us during 1916, and we shall make an effort to render such efficient service during 1917 that the year shall be for you one of prosperity and happiness.

The Stratford Mfg. Company
Limited
Stratford, Canada

W. J. Carter, of Picton, Ont., recently received a letter from his son, now overseas, asking him to send over a few copies of Hardware and Metal for him to read.

Your clerks would surely appreciate their own copy of Hardware and Metal even more than Mr. Carter, whose interest in the hardware business is now eclipsed by his interest in "doing his bit."

Why not give each of your clerks a year's subscription to Hardware and Metal so that they may be fully equipped for the strenuous duties of 1917?

Subscription price is $3 per year, payable in advance.

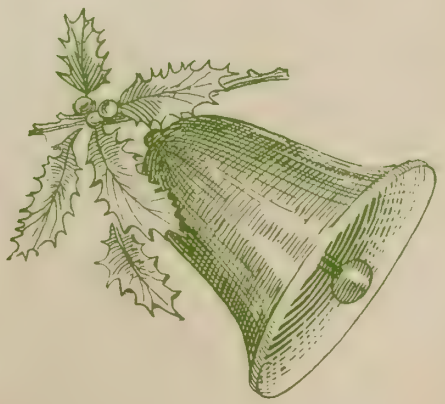
CIRCULATION DEPT.
Hardware and Metal
Toronto, Ontario



IN full appreciation of pleasant business relations, we extend our hearty wishes to all Customers and Friends for

A Merry Christmas and a Bright and Prosperous New Year.

CAVERHILL, LEARMONT & CO.
MONTREAL







Christmas Greetings

Permit us to express to you at this time our deep appreciation, not only of your business, but of the kindliness and good feeling which have characterized our dealings during these last twelve months as in the past. And may we couple with our Season's Greetings our assurance of untiring service to you during the year 1917.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg



HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, DECEMBER 23, 1916 No. 52

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*

H. V. TYRRELL, *General Manager.*

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House. The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

Cable Address: Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

HARDWARE AND METAL

J. G. LORRIMAN, Manager.
H. M. REID, Eastern Manager.
J. J. BUTLER, Ontario Representative.
J. C. EDWARDS, Toronto Representative
C. W. BYERS, Western Representative.

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GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director. Telephone Central 129600. Cable Address: Atabek, London, England.

UNITED STATES—New York, R. B. Huestis, 115 Broadway, N.Y., Telephone Rector 8971; Boston, C. L. Morton, Room 733, Old South Building, Telephone Main 1024, A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., Chicago, Telephone Randolph 3234.

SUBSCRIPTION PRICE—Canada, 3$ a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year; Single Copies, 10 cents. Invariably in advance.

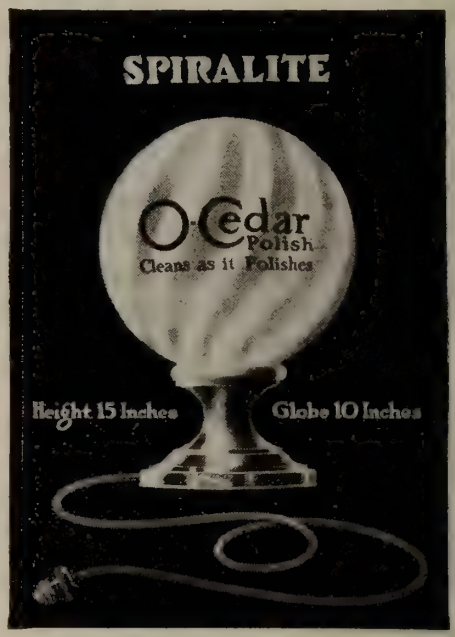
This Spiralite Sign will Draw all Eyes to Your Store Window

With its light and constant whirl of colors it will make your store window more attractive and profitable. It will advertise O-Cedar and everything you have displayed in your window.

It is Given Free With

O-Cedar Polish

Made-in-Canada



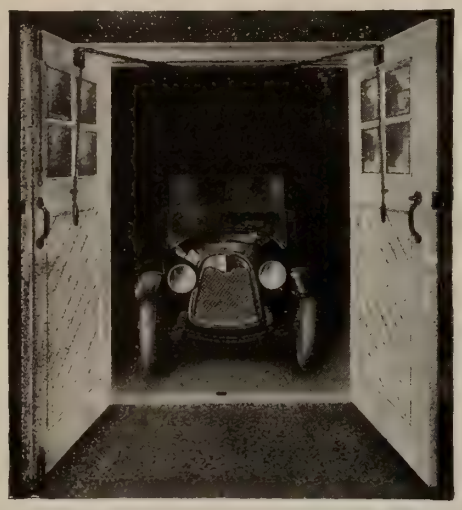
DISPLAY DEALS 63 and 64

Display Deal No. 63—	Sells for	Display Deal No. 64—	Sells for
3½ doz. 4-oz. O-Cedar Polish	$10.50	10¾ doz. 4-oz. O-Cedar Polish	$32.25
7 doz. 12-oz. O-Cedar Polish	42.00	4 doz. 12-oz. O-Cedar Polish	24.00
½ doz. qts. O-Cedar Polish	7.50	¼ doz. qts. O-Cedar Polish	3.75
1 only, Spiralite.		1 only, Spiralite.	
	$60.00		$60.00

The above prices subject to usual discount

Send an order for one of these assortments to your jobber to-day and get one of these electric signs. You must act quickly, as our supply is limited. The sooner you have it in your window the sooner you will begin to profit by it.

CHANNELL CHEMICAL CO,, LTD., TORONTO. CANADA



BE prepared to start the New Year right, with an adequate stock of Stanley Garage Hardware and the helpful co-operation of our Service Department. If you have not been carrying this profitable line, write to-day for Catalog R124 and information concerning the Sales Helps we furnish you.

AUTOMOBILE firms say that more cars will be delivered as gifts this Christmas than ever before. The result will be many new garages, which means business for the hardware merchant.

STANLEY GARAGE HARDWARE

is at once the easiest and most profitable hardware to sell for garage doors. It is the only complete line designed especially for garage use, and its merits have been made known, through advertising, and through pleased customers, to practically all who contemplate building. It is simple to apply, costs less than devices for hanging sliding doors, and, unlike the latter, it never gets out of order, but works easily and closes the doors weather-tight.

Stanley Works

NEW BRITAIN, CONN., U.S.A.

Canadian Representatives:

A. MACFARLANE & CO., Coristine Building, Montreal

If interested, tear out this page and keep with letters to be answered.

Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 28 TORONTO, DECEMBER 23, 1916 No. 52

Many New Tests Adopted During 1916

Retailers When Taking an Inventory Will Have New Problems to Contend With—An Unprecedented Condition This Year—Inventory Time a Good Time to Revise Prices

THE most phenomenal and strenuous year in the history of the Canadian hardware trade is rapidly drawing to a close. During the next few weeks the trade will be engaged in taking the annual inventory. And what a different inventory it will be from the one taken last year. A year ago wire nails would have been taken into stock at about 2.85 base. To-day the price is soaring around $4.70 base, and hundreds of other hardware lines are correspondingly higher.

Not only have prices reached new and unheard of levels, but it has been found necessary during the year to adopt many new standard lists. In a number of lines where old lists are still in effect, quotations are now list plus a certain amount, instead of list less a discount a year ago.

Those who have been following HARDWARE AND METAL'S market reports during the past year have no doubt noted the many changes which have been made in standard list prices. It is possible, however, that in some cases the merchants have neglected to make the changes promptly in their price books, or on price cards.

It is, therefore, quite evident that any merchant who makes the error of figuring costs for inventory purposes, by deducting present discounts from old standard lists will be entirely wrong in his calculations. He will prepare an inventory which does not represent the real value of the stock.

A brief summary of changes in lists which have taken place since Dec. 1, 1915, should prove of incalculable value now to the retailer who is preparing to take stock and who wants to compare list prices with the lists from which his costs were figured at last stock-taking. Practically all lists referred to in the following have appeared in full, in HARDWARE AND METAL at the time the change went into effect. Any merchant who does not possess the lists as they appeared in HARDWARE AND METAL, or who did not secure one at

Prices and Discounts a Year Ago and To-day

THE comparative prices shown below will give the reader some idea of the extent of the price changes which have taken place in hardware lines since stock-taking time last year. On many lines of shelf goods the percentage of increase in cost is even greater than is shown on the goods listed below. The prices shown were picked from the current quotations of HARDWARE AND METAL. It is possible that since the preparation of the list, which is figured on a Toronto basis, other price changes have gone into effect and will be shown in the regular market reports:

	A year ago.	To-day's price.
Wire nails	2.85 base	4.75 base
Cut nails	2.90 base	4.25 base
White lead in oil	10.20	14.45
Manila rope	16c lb.	25½c basis
British Manila	13½c lb.	21c "
Sisal	11½c lb.	19c "
Black iron pipe, ¼ in.	2.40	3.42
" " " ½ in.	2.98	4.42
" " " ¾ in.	3.45	5.41
" " " 1 in.	5.10	7.99
Galvanized iron pipe ¼ in.	3.81	5.55
" " " ½ in.	4.62	5.99
" " " ¾ in.	5.69	7.53
" " " 1 in.	8.42	11.14
Brigt wood screws, R.H.	80-10-10%	70%
Brigt wood screws, F.H.	80-10-10%	70%
Brass wood screws F.H.	67½%	42½%
Brass wood screws, R.H.	65%	40%
Standard leather belt	50-5%	30-10-10%
Extra leater belt.	40-10%	30-10%
Carriage bolts ⅜ and under	60%	25%
Carriage bolts, 7-16 and up	45%	10%
Coach screws	65-5%	35%
Stove bolts	82½%	60%
Harvest tools	40-12½%	40%
Screen cloth, 100 feet	1.75	2.75
Enamelware white	70-10%	50-17½%
" grey	60-10%	30-20%
" blue	50-2½%	25%
Plain stamped ware	70-10%	50-15%
Retinned stamped ware	70%	50-10%
Railway cans	40-2½%	5%
Trimmings, plain	70-10%	50-15%
Trimmings, retinned	70%	50-10%
Creamery cans	30-5%	5%
Japanned ware, regular	40%	net list
Sash cord Nos. 8-12	29c	45c
Bar iron	$2.50	$3.50
Refined iron	2.85	3.90
Smooth steel wire	$3 base	$5 base
Fence staples, gal.	4.05	5.70
Fence staples, bright	3.20	4.85
Lead pipe	10.00	14.00
Lead sheets, 3 lb.	9.50	12.25
Hay wire No. 13	3.00	4.90
" " No. 14	3.10	4.95
" " No. 15	3.20	5.05
Copp'd H. and C. hooks 3 in	60c gro.	85c
N. P. Potts irons	90c set	1.30
Lanterns	7.25 doz.	8.50
Tarred fibre paper No. 2	43c	.70
Plain fibre paper No. 2	28c	.60
Asbestos paper	3.25	8.00
Galvanized sheets, 10¾ oz.	5.75	7.50
Shovels, 1sts	50-10%	45%
Turpentine	85c	80c
Linseed oil raw	86c	1.10
Linseed oil boiled	89c	1.13
Putty, 100-lb. drums	2.70	3.20
Paint in quarts	2.20 gal.	2.80 gal.

the time from his wholesaler or the manufacturer, should lose no time in having his file of list prices made complete.

Glass Case List

On Dec. 6, 1915, glass manufacturers adopted new list prices for the various breaks of glass. The list prices as adopted then are still in effect and are subject to varying discounts.

Hardware Tack List

A revised hardware tack list was adopted on Jan. 1, 1916, and is still in effect.

Capped Goods List

A new list price on capped goods was also adopted on Jan. 1, 1916.

Both foregoing lists cover a wide range of goods carried in every hardware store. At the present time the same discount applies to each list. The prices of tacks to-day are at very high levels, and every merchant should have both of these lists on file.

Shoe Findings List

After several changes made during the early part of the year, the shoe-findings list now in effect was adopted on Aug. 10, 1916. This is also a very important list covering a wide range of goods carried in every hardware store.

Auger Lists

New list prices on auger bits, car bits and ship augers was adopted on Feb. 1, 1916, but was not generally put into effect in Canada until March 1. On common auger bits the new list showed all sizes of common auger bits up to and including 8/16 at $5 dozen list. The new list prices for sizes from 3/16 to 24/16 are as follows:—

3/16	$ 5.00	12/16	$ 7.00
4/16	5.00	13/16	8.00
5/16	5.00	14/16	8.00
6/16	5.00	15/16	9.00
7/16	5.00	16/16	9.00
8/16	5.00	18/16	10.50
9/16	5.50	20/16	12.00
10/16	6.00	24/16	15.00
11/16	7.00		

Sand and Emery Paper

New lists went into effect on sand and emery paper about Feb. 15, 1916. The lists adopted at that time are now in effect and are subject to prevailing discounts.

New Price List

In March, 1916, a new pane price list became effective on window glass, affecting star and double diamond, 26 oz. and 32 oz. glass. Copies of the pane list should be in every hardware store, in fact one would wonder how a merchant could get along without the list. Yet you occasionally run across a store without a list. There are 400 sizes shown on the list, with list prices for each size in the various grades or thicknesses of glass. Merchants who have not received copies of new list which became effective March 1 should make an immediate request for same from a glass jobbing house.

Washing Machines

Manufacturers of washing machines altered their list prices in October of this year. Practically all lines of washing machines were effected. Copies of the lists can be secured by writing to the manufacturers or wholesalers.

Brass Wire Goods

New list prices on bright wire goods including iron screw eyes and hooks, iron gate hooks and eyes, square cornered screw hooks and stove pipe screw eyes, were adopted on Nov. 20.

On the same date a new list was adopted on brass wire goods, including brass screw eyes, brass screw hooks, brass gate hooks and eyes.

Comparison of Prices

Some idea of the difference in the wholesale costs of goods a year ago, and at present can be gained by consulting the list of comparative prices and discounts shown in an accompanying panel.

Owing to the unprecedented condition of the markets more care will be required in stock-taking this year, than in any previous year. Price changes have taken place with such rapidity that it has been hard for the trade to keep pace with them and have all price changes made in price books or on price cards, etc. During the period following Christmas the average merchant will have a good opportunity of going over his stock and re-marking any lines, on which prices should have been revised but were not. Stock-taking should mean more than a mere listing of the goods. Cost prices should be revised where necessary and selling prices changed to meet present day conditions.

The Wholesaler's View

Retailers can profit by following the methods adopted of late by some wholesale hardware houses.

Hardware wholesalers state that a new era of profits has definitely started for them. Old stocks are practically at an end and so that future sales however high in price, must be based on a correspondingly high cost which will effectually prevent any duplication of the former profits. And because of the high cost the necessity of preparing for any recession that may occur at a later date has become evident.

Practical Hints on Inventory Taking

Ruling Separate Columns for Gross, Dozen and Each—Grouping Items Before Deducting Discount—Leaving Most Active Departments to the End—Checking Off Subsequent Sales

THE principle of the original cost as the basis for determining values in stock taking, was maintained by the majority of merchants whose opinions were quoted in an article in the last issue of HARDWARE AND METAL. As this often would be difficult to figure out where several different costs were represented in present stocks, it was suggested that the present costs be used and a "Reduction Percentage" worked out that would be fair to the stocks as a whole, and applied to secure the original valuations.

Coming down to the actual process of inventory making, a form is reproduced here that is in use in one of the largest retail stores in Canada, with one slight alteration. In the original form the "Discount" column appears next to the "List" column, with "Gross" price following. We have thought it more in accord, perhaps, with the natural order to reverse this, so that the "Gross" total will follow the "List" price for individual articles, casts, etc., and the discount follow, this operation leading directly on to the "Net Value" column.

Three Divisions As to Quantity

For purposes of convenience it has been found well to rule separate columns for "Gross," "Dozen," and "Each," and the figures are inserted in these columns alone, instead of adding gr., doz., or ea., as the case may be. This division may be found a useful one for all merchants who have not adopted it heretofore.

The method referred to by Mr. Aikenhead in the last week's issue of using current cost prices simplifies the work of filling in the costs in the inventory, by making use of the last ones issued, instead of tracing up the original invoices.

Taking Discount Off On Totals

There is another device that saves labor in this form, adding up the "gross" of number of items, such as screws, where the discount is the same.

Gross	Doz.	Ea.	Articles	Deff.	List	Gross	Disc.	Net Value
50			Bran Wood Screws Rd. 2 x 10		5 40	270 00		
50			" " " 1½ x 10		4 25	212 50		
40			" " " 1 x 10		3 15	126 00		
						608 50	55%	273 82
	½		Nut Cracks @ 60	60				30
		1	Gas Torch @ 31		4 80		25%	3 60

This form is the same as is used in a large store in Canada, with one exception—the "discount" and "gross" columns have been transposed, the order given here seeming to be the more direct operation. It will be noticed that there are three divisions—Gross, Doz. and Each, saving the labor of writing one of these words with every item. Another useful time-saver is the grouping of items to which the same discount applies, adding the gross amounts first and then taking off the discount from the total, as here, $608.50. The final column is used for the "net" value. These sheets should be ruled well in advance of the stock-taking period to avoid delays.

Here the discount of 55 per cent. is taken from the total of the three, or it may be thirty or forty individual items, the one operation covering the whole group.

Work Out Total in Each Department

Many merchants make up a "summary" of the various lines as each group of inventory sheets come in; in this way they know the exact value of the stock in each department, nails, cutlery, glass, paint, etc. This, too, will be found a useful matter of detail in comparing stocks one year with another.

Leaving the Active Ones to the End

Many merchants in an effort to lessen the inconvenience for customers as much as possible, clean up stocktaking of the reserve, and in the back of the store first, and leave the front portion, from which most of the selling would take place, until near the end. One object of this is so that there will not have to be deductions made from the listed quantities as a result of sales after the goods are inventoried and before the stocktaking is complete. Sometimes where several days elapse a "deduction slip" is put in for every sale that is made, so that the inventory will be corrected up to the closing day, say January 15.

Some choose paints as a department to work on near the end. One dealer declares that he can clean up the stocktaking in this line in 30 minutes, and he carries a large stock of paints.

Watches Slips for Sales

One merchant who is particularly wide awake on this, as on other subjects, told HARDWARE AND METAL that he had set aside those sales slips at the end of the day that recorded sales among the goods which he knew had been inventoried, and next morning had the articles on these deducted from those stock sheets already made up. As a rule he had stock taken of all the goods where the least selling went on, so as to avoid the trouble of making these "deductions" as much as possible.

Finance Dept. Says "Original Cost"

New Commissioner on Taxes Agrees With Theory That Inventory Should be Taken at "Original Cost"—Department Will Accept This as Fair Basis—Not After "the Last Cent."

From interview by HARDWARE AND METAL *representative with R. W. Breadner, of the Finance Dept., Ottawa.*

OTTAWA, Dec. 19.—(Special).—The attitude of the Department of Finance and the new law on the taxation of excess profits on a capitalization of $50,000 and over, in its relation to the annual valuation of the stocks, both of manufacturers, wholesalers, and retailers, has been ascertained by a staff member of HARDWARE AND METAL in an interview that was secured with the Commissioner on Taxes, R. W. Breadner.

In a word, Mr. Breadner, who has been placed in charge of the new department by Sir Thomas White, declared that the department not only "allows" the merchant and the manufacturer to value their stocks on the basis of the cost, in spite of the big advances that have taken place lately, but will encourage them to follow this practice.

HARDWARE AND METAL found the new official thoroughly in sympathy with the theory which we have been endeavoring to impress on every merchant, that he should form his plans, both in buying and selling, on the assumption that a turn is certain to come in the market with a suddenness that cannot be met on the instant, and will require "preparedness" of many months to meet with comfort.

Unwise to Inflate Values

The commissioner realizes that with the market reversed it may be difficult to secure normal profits and that it is unwise for a merchant to inflate the valuation of his stocks at this time simply because wholesale prices happen to be high.

The new Act, as most will recall, gives the Government 25 per cent. of the profits after allowing 7½ per cent. dividend on the capital. If the stock is taken in at the present wholesale cost prices, the net "profits" will be correspondingly greater than if the basis of the inventory were the invoiced cost of the goods.

Not Out After the Last Cent

"If the merchant advances his valuation as you suggest, he will show a big surplus, which at once becomes taxable, but we do not wish to gain from this. The department desires to administer the Act with equity and fairness. **We are not going out after the last cent; we are not going to jeopardize any one.**

(Continued on page 49.)

LAST WEEK'S ARTICLE FAVORABLY RECEIVED.

Many retailers and wholesalers have commented favorably upon the article entitled "Taking Inventory at Original or Present Cost" which appeared in last week's issue of HARDWARE AND METAL, and which was based on interviews by HARDWARE AND METAL'S representatives with merchants who are recognized leaders in their line. If there are any merchants who did not read the article, they should turn back to last week's issue and read the article carefully before going ahead to take the annual inventory.

Two articles dealing with stock-taking appear in this issue. Another article dealing with insurance problems under present conditions will appear next week.

Sheet Metal Roof Has Long Life

Certain Instances Where Product Has Been on Buildings for at Least Thirty Years —Maintained That Life of Metal Roofing Will Last as Long as Any Building.

"SOME of our customers' opinions and some of the information we have on hand vary as to the life of a roof, properly made with galvanized steel shingles. We would be glad if you could furnish us with some information on the subject". The foregoing is an extract from a letter received by HARDWARE AND METAL from Kidd & Clements Ltd., Wapella, Sask.

In answer to the question, Major J. O. Thorn, manager of the Metallic Roofing Company of Canada, when interviewed by a representative of HARDWARE AND METAL, stated that the life of such roofing is at least coincident with the life of the building. In the case of a wooden structure that was stated to be forty to fifty years. In the case of a brick and steel or concrete structure the length of durability would be at least one hundred years, if properly constructed.

"But metallic roofing has been brought into this country as long ago as a hundred years. Roofs that were put on thirty years ago are still on and have never been renewed in that time. Metal roofing, however, has been used in various parts of Canada for fully one hundred years. In Quebec City some of the old buildings there have had metal roofs for almost a century. These metal roofings were brought in from England. In Montreal there is the Chateau de Ramezy, one of the historical buildings of that city, which was the home of the French Governors before Canada passed under the British flag. This building was erected some time in the eighteenth century. Coming to a later time one of the landmarks of Toronto, the old Christopher Robinson home at the corner of Queen and John Streets, recently torn down to make room for the Methodist Book Room, was constructed with a metal roof. This house was built in the early part of the nineteenth century. This was not a galvanized roof either. It was of painted sheet metal. It is only of recent years that galvanized sheets have been used for metallic roofing. Now the greater portion of roofing and other sheet metal work is of galvanized material. The sheet steel is rolled thin in the rolling mill and is covered with a coating of zinc which prevents the surface from rusting. Formerly it was an iron, and sometimes a steel sheet that was used, and the surface was painted to preserve it from moisture and the corroding influences of the atmosphere. Latterly the steel plate has become more popular and has been found more serviceable. The initial cost of the galvanizing is a trifle more than painting, but once it is on it lasts indefinitely.

Metal Lasts As Long As Slate

"It should be remembered that in the construction of buildings, even before the metal roof was in general use, the eavetroughs, valleys, and metal ridge caps had been used in conjuction with slate roofs. These eavetroughs had been found to last as long as the slate roof, if put on properly. An evidence of the metal roofing is to be found in the fact that 90 per cent. of the grain elevators in the West are built of metal roofing and siding. Large milling concerns have used this material in their elevators for many years. Some of the large terminal elevators are now being built of concrete. One of the large C.P.R. elevators at Fort William is built of sheet metal. Another of their elevators at St. John, N.B., capable of holding 1,000,000 bushels of grain, is also built of the same material.

Evidence from Chicago Postoffice

"The old Chicago postoffice, built in the years 1872 to 1876, had much metal material in its construction. When it was torn down in 1897, a committee of engineers was appointed to examine the metal parts of the building. In speaking of the metal lath, the committee said: 'The metal lath taken from the partitions was found only slightly rusted from the actual contact with the moisture of the mortar. It presented no evidence of progressive and continuing rust.' This metal lath was not galvanized, nor was it even painted as a protection against the moisture from the plaster. In speaking of the examination made at that time, the *American Metal Worker*, of New York, under date of March, 1897, said: 'It seems reasonable to presume that if practically no damage was found after 20 years, the life of the metal parts of a building could be considered unlimited.'

"Sheet metal roofing has become popular in warm countries where insects abound. In South Africa, Australia, South America, the Fiji Islands and New Zealand, considerable quantities of this roofing material have been used. In warm countries it has been found that insects attack the wooden roofs and that the metal is impervious to the attacks of these. In cold climates, on the other hand, with a layer of paper underneath, it is a non-conductor of cold and will be just as warm as any other kind of roofing. Besides, it is fireproof and affords a protection in this respect. As an instance of the durability of the material, in the Western climate we might point to the fact that the roof of the old Parliament Buildings at Winnipeg was constructed of sheet metal some time in the eighties. It is also on the towers of the present City Hall at Winnipeg, erected in 1885, and which are perfectly sound to-day. As an instance of the lasting qualities of the material even when it passes through fire, we had one from Weston, Ontario, where a man's house had been struck by lightning and had burned to the ground. There was metal roofing on the house, but it had been bent and twisted out of shape. The owner had the material restamped and made fit for placing on his new house. In certain pieces this was possible.

"Coming down again to the durability of the metal roofing when subjected to the ordinary wear and tear of the elements, we have the assurance of a consulting engineer for the Canadian Government Railways that a roof placed on his house at Ottawa was in perfectly good shape after it had then been on the building for some twenty-five years. Manufacturers have testimonials from dealers who have been handling metallic roofing for twenty-five to thirty years and are still doing so. One of our first factory buildings had a metal roof. This roof has now been in existence about thirty years and is still good. We have recently erected an addition which is built of steel girders and brick walls, with a galvanized metal roof. We expect this building will last fully one hundred years and that the life of the roof will be equally as long."

NATIONAL SERVICE WEEK, JAN. 2-7.

All Canadians Asked to Co-operate

The first week in the new year has been selected by the Director-General of National Service as "National Service Week." Cards are to be distributed by the Post Office Department, and all males between the ages of 16 and 65 are asked to fill in the cards and mail them in the self-addressed envelope supplied with each card. Any person who fails to receive a card and envelope may obtain the same upon application to the nearest postmaster. All cards should be returned within ten days of receipt.

Why Do Business Men Fail?

Lack of Adaptation and Training a Serious Drawback — Overbuying and Looseness in Account Collection Also Drain on Business

ONE of the largest contributing causes to commercial failures is "lack of adaptation." At least that is the view expressed by J. H. Tregoe, secretary-treasurer of the National Association of Credit Men. Mr. Tregoe recently read a paper on "The Causes of Commercial Failures," at a meeting held in New York by the Credit Educational Committee of the New York Credit Men's Association. In referring to failures as a result of a lack of adaptation, Mr. Tregoe emphasized the fact that a business man cannot go against natural tendencies—what may be called ingrained tendencies—and the adventurer in certain fields when finding that he is ill-placed, that his enterprise arouses no enthusiasm, does not spur him on to the very best efforts, is unadapted, and must either change the tendency or make a failure of the effort.

Ability Alone Not Sufficient

Lack of training is a second contributing and an exceedingly large cause of commercial failure. Quite a number of the reasons assigned customarily for the failure of merchants may be quoted together under this head, and it is exceedingly significant. We do not say lack of ability, for an enterpriser in the commercial field may have ability, but the absence of training will render him insufficient to make a success of an enterprise.

Character Expressed in Work

A third and very important cause is lack of character. Character is not always synonymous with conscience. Character is expressed in the manner in which we do a piece of work. It reflects interest, pride, ambition, and also conscience. A defect in character will lead a merchant to take advantage of his creditors if he can, in a financial pinch. It may lead him to neglect the proper books of account when he is perfectly able to do so, and it may be the whisper that tells him how very easy it will be to put over a game on the credit man to-day and that he might as well profit by the ease with which credits may be obtained as have so many others.

Should Not Disregard Contracts

There are two defects in our social system, stated Mr. Tregoe, which lead to looseness and disorders reflected in one of the three classes above mentioned. The first is the lack of a proper regard for the contract of sale and purchase. Buyers of merchandise have not been encouraged to regard every verbal promise just as sacredly as they would a promise under a seal.

"The second is the absence of a strong morality in mercantile affairs. We are given too much to shrewd practices in the buying and selling of merchandise, in the giving and closing of credits, and have appraised at too high a figure this feature when it should have been appraised as an undesirable quality in commercial life and that it is well for a nation of traders to have the reputation of dealing with strict honesty and having morality just as firmly imbedded in their character as the ability to produce and distribute in close competition with the nations of the world.

Overbuying a Disease

"Over buying is a symptom of commercial disease. It may result from either of a number of causes. Merely rejecting an order because it is indicative of over buying does not heal the trouble. A word of counsel might be in place, but to take the risk with the hope that it can be pulled through is merely taking a gambler's chance if the cause of the over buying is not looked into.

"The absence of accountancy methods, simple but efficient, in a business is a symptom that should not be neglected.

"Neglect of correspondence is another symptom which should have a proper appraisement. If a merchant does not answer a courteous communication, and especially when he is solicited for information or the payment of an account, he is lacking of the quality that we believe contributes largely to success."

Consumer Credit a Big Risk

The importance of watching collections was also referred to by the speaker, who stated that looseness in collections is another symptom which must be reckoned with by the credit man. Giving credit to consumers is a greater risk, usually, than the granting of commercial credit, and unless a merchant aims to collect his accounts within the proper time he is heading toward losses that may affect his ability to meet his own obligations and put him eventually in the ash heap of commercial failures.

The causes of commercial failure may be classed as curable or incurable. The first class should be handled effectively and from a failing condition be restored to normality and headed toward success. Prevention work can be accomplished through the close and personal touch of the credit man with his debtors. He should cultivate his touch despite the drain upon his time and the need he feels of devoting every moment within his command to the mere business of clearing risks and closing them with dispatch.

If a lack of training is apprehended, then a word of counsel should be given him to overcome the defect and qualify himself for the conducting of a successful business. If proper books of account are not kept then the merchant should be advised that this is one of the symptoms of commercial failure, that his chances of success are reduced when he does not know with exactness what his goods cost, whether or not he is making a profit, and he cannot compete with the merchant who recognizes and is observing this requirement. If overbuying is indulged in, the merchant should be warned that this is also a symptom of commercial failure and will lead to disaster if not corrected.

Commercial failures have their causes; the causes may be traced by symptoms, and many of them are preventable.



Britain's power as it was looked upon by Germany in 1914, and as it appears to-day. It is still growing.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, DECEMBER 23, 1916 No. 52

CHRISTMAS GREETINGS

THIS is the third Yuletide which we shall spend under the shadow of the great war. Despite the all-pervading and genuine sorrow occasioned by the European tragedy, it is indicative of the splendid feeling in Canada that preparations for Yuletide have gone on almost as though nothing untoward were happening in other parts of the world. In a few ways we stand where we stood last year, but in many other ways we have moved forward. There is to-day a better and more confident feeling than existed a year ago. The Allies to-day, while not unaware of the tremendous task before them, are better prepared for carrying on to a successful conclusion the struggle for the protection of Humanity against the monstrous Hun. And that the struggle will be carried on until a lasting peace is guaranteed has been made plain by those in authority. Many of Canada's finest sons have made the supreme sacrifice during the past year. Others are in the hospitals. Many will spend Christmas in the trenches. All that is humanly possible has been done to make the Christmas of the soldiers and their dependents a happy one. The hearty good-will of all is extended to our own soldier boys and to those of our gallant Allies. That every hardwareman will find abounding reasons for a happy Christmas, that the Christmas spirit will pervade every home, and that health, happiness and prosperity may be your portion during 1917, is the sincere wish of the Editors of HARDWARE AND METAL.

BRIGHT FUTURE FOR CANADA

LORD SHAUGHNESSY, President of the Canadian Pacific, has just returned from England. Interviewed in New York, he has given a more optimistic opinion of the future of Canada than we have ever heard uttered by him. He has always been more conservative in his utterances than perhaps conditions warranted. The inference to be drawn is that he has learned things in Europe that would indicate great prosperity for Canada in the future, so great that he felt justified in giving out the most optimistic interview that he has ever issued. Everything points to the probability that he bases his belief on the results likely to flow from the Allied Trade Treaty or the imposition by Great Britain of heavy customs tariff. We confess we have had very little faith in Allied trade agreements, if handled by the theorists making up the majority of the committee which met in Paris. Tariff Reformers dominate the new British Cabinet. An Imperial tariff and a partial arrangement for favorable trade between the Allies would mean a tremendous development in Canadian manufacturing and farming. It is probably this thought that has dominated Lord Shaughnessy's optimistic prediction.

J. W. Flavelle's very important announcement that no more munition orders would go to the States, but that Canada would have all we could handle, guarantees a continuance of good business as long as the war lasts.

The N. Y. *Sun* draws attention to the enormous area of still unexplored lands in Canada, rich in agricultural and mineral possibilities, where fortunes await the daring prospector. The *Sun* believes that after the war explorers will scatter all through these wildernesses.

TAKING THE PROFITS, EVADING THE COST

IT IS seldom that a man or a nation can avoid all misfortune. Great advantages in one line, are more than likely to be compensated for by losses in another. No business system yet devised has been able to eliminate the possible element of loss. A certain percentage of loss is inherent in all business enterprises.

What is true of a business is true of a nation. Success, prosperity aggrandizement must be paid for, and the payment is a debit item. The world, the vast majority of the world, is at war. Nations are paying in blood and treasure for the cause they hold to be right.

The greatest Neutral, our neighbor across the line, has been lifted from a period of financial and late depression into unheard of heights of prosperity. The mantle of the world's financial prestige has fallen on her shoulders. She has gained greatly and

paid little. She has paid only on the higher cost of goods for home consumption.

The retail merchants of California are presenting a petition to the President urging the placing of an embargo on foodstuffs.

Retail merchants of the state are supplied with petitions for signing. The instruction reads as follows:

"Ask your customers to sign their names and address. When they complain of the advance in price of these goods, explain the urgent necessity for an embargo to prevent their exportation to other countries.

"Let us 'FEED AMERICA FIRST' and reduce prices to normal."

In 29 States, newspapers of all political creeds are urging an embargo on wheat. Is America starving? No. Her prosperity is a by-word. The advantages of war have come to her unearned; born of the blood and tears and suffering of other lands. Such an embargo would place another burden on peoples less able to bear it. How deep does the "America First" attitude go? In a time of World cataclysm why should American prices be normal? Will she take the profits and evade the cost?

GET RICH QUICK IN OIL?

MANY Canadians can recall with regret the big oil stock selling campaigns carried on in the country a comparatively short time ago. "Get rich quick" propositions flourished galore and the usual large number of individuals parted with their hard-earned cash—receiving in return mere scraps of paper. Canada appears to be fairly free of fake oil propositions at present. But such is not the case in the United States. A word of warning now being uttered in the United States by The National Petroleum *News* should be heeded by Canadians as well as Americans. This paper states that "Too-Vivid Advertising is snaring investors and that the methods used by some companies to dispose of their stock is a discredit to the trade in general. The article states that the oil industry should call a halt on the methods used to dispose of a great deal of oil stock to the general public for they are discrediting the industry.

Representations of the value and character of oil property are exaggerated, sometimes are misleading and sometimes absolutely false. Some stock propositions undoubtedly will never return a dollar to the stockholder.

Oil propositions and sales methods of this character will soon make it very difficult to interest good capital in the oil business. The oil industry, in the last year or two, has come to be looked upon as a good and safe investment by the legitimate banking and investing interests, but it has taken years to live down the bad name the industry got at the opening of some of the western fields, and the industry should use every effort to protect its present good name.

The oil industry should at once cause the discontinuance of these unfair methods of selling stocks. It can do it in a number of ways.

THE MAN WHO READS THE ADVERTISING PAGE

RECENTLY a prominent American business magnate was asked the type question that is always put to men of his class. To what do you attribute your success? Out of every hundred who have faced this question, about 99 have dropped a few modest words relative to their own early diligence. This one exception remarked, "I read the advertisements." He was a well-posted man because he was abreast of the commercial activity of his time. He was keen to notice and quick to profit by a suggestion that might be of use to him. Out of the thousand and one advertisements that daily met his eye the one might be a lead for him to follow. Waste time? Certainly not. Nothing is waste that can show results and this system showed one man at least a fortune beyond the dreams of avarice. There is a certain hint here too for the merchant. Following advertisements may prove a very valuable occupation for you. For one thing advertising is a fine art. Men are paid large salaries for ideas suggestive enough to catch the fickle public taste. Here is a training school for salesmen. For yourself, for your clerks. If another man can sell goods by these methods, so in all probability can you.

People nowadays are reading advertisements, they know what goods are advertised and to a great degree judge them on that standard. The public judgment is of necessity your judgment if you are to serve that public successfully. If you do not study the advertisements you are placing yourself at a disadvantage; you are not abreast of the public demand. For, say what you will, the public demand is to a large extent built up on successful advertising.

Ponder the suggestion of the man who made a million by reading the advertisements.

EDITORIAL BRIEFS

BLAME for this high cost of living can be traced right back to creation. The Law of Gravitation should have been made stronger.

* * *

THE Town Council of North Bay is going after the High Cost of Living with a vengeance. They urge the Government to confiscate the Wheat in all elevators, all food in cold storage, allowing the owners a reasonable profit and to commandeer all factories, flour and cereal mills, canneries and sugar factories, and coal mines. A rather dangerous and revolutionary suggestion this. We doubt the need for such drastic action.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

DESPITE the nearness of the holiday season and its usual quiet period, prices of hardware continue to soar. Spades and shovels have again advanced. Furnaces have advanced about 10%. Cut nails have advanced 25c per keg. Tinners' machines and tools have advanced about 20%. Lanterns are up 50c dozen. Oil and gasoline storage tanks have advanced and will probably go higher. Lubricating oils will probably advance in the near future. Padlocks, night latches and many lines of shelf hardware have advanced from 10 to 12½%. Advances have also been scored in the prices of curry combs, whiffletree irons and clevises, door checks, cotton goods, oakum, tacks, saws, lace, leathers and other lines. Christmas trade has been good. There is a severe scarcity of many lines of cutlery, skates, sleighs, etc. Collections are very satisfactory. Retailers are booking freely for spring and deliveries will be made earlier than usual. Immediately after Christmas, stock-taking will commence. Many travelers will be off the road for the next two weeks.

MONTREAL MARKETS

MONTREAL, Dec. 20.—Approach of the holiday season, and the effects of peace rumors, also the unaccountable re-actions of markets generally have caused a slightly sluggish feeling in the HARDWARE AND METAL markets this week in Montreal. Many large wholesalers are doing some stock-taking, and exceptionally interesting business and also exacting under present price conditions. Business is still reported to be far brisker than usual for the time of year, and the sluggish tendencies referred to are only felt as regards the gay rampage of prices. The trade has got so used to almost hourly alterations upwards, that when prices change only about once or twice a day, the watchers of the markets feel dull, and as if there were "Nothing Doing." Such is the effect of habit on the human creature, and even the hardwareman is no exception.

Iron And Steel Are Somewhat Uncertain

IRON AND STEEL.—There has been some uncertainty in the whole market for iron and steel ever since the German so-called 'Peace' rumors were mooted. This uncertainty coupled with the inevitable holiday slackening off in market activity, and high pressure business, maintains at present. Hints that Great Britain might cancel munitions contracts in the States, and take to manufacturing all war material within her own borders have had their effect also, and a dull market results with prices neither advancing nor declining, but sluggishly holding their own. Every opinion trends still firmly towards prospects of higher prices should the conditions that brought about the present high prices maintain. If the war lasts longer (and no one hints seriously that the end is in sight) if Britain upholds her contracts for munitions from America (and there are only rumors to the contrary) if labor continues to be as scarce as it is at present (and to multiply skilled metal workers is not the task of a moment) then for certain prices of all products of iron and steel will continue to rise. There is a huge scarcity of rails in Europe today, and Canadian rails not required for every day traffic that cannot go by other routes are to be sent to France. Prices of iron and steel are unchanged, the U.S.A. figures for pig iron being $30.75 to $31.75; basic $30.-$32.; and low phosphorus $53.00 per ton. Imported for war purposes these grades of iron would cost only freight charges and commissions additional, for other purposes there would be import duty.

Furnaces and Stove-Pipe Up

STOVES AND FURNACES.—Demand for heaters, ranges, and stoves has been better since the colder weather set in. Prices for these have not altered at all of late, and the present outlook is rather towards the maintenance of present prices. But with the probabilities in favor of firmer iron and steel should the war settle down for another prolonged period of struggle, all lines of stoves, etc., will again advance. As regards furnaces there is a ten per cent. advance on all important lines going into effect from this week, and stove pipe has advanced again owing to the tremendous scarcity of Canada plates to make it. The amount of the increase is not actually calculated at time of writing, but is estimated at around 10 per cent. Stove pipe wire is also increased in price this week. No. 19 costing $6.70 per 100 lbs., and No. 18, $6.20 per 100 lbs.

Cut Nails Advance To New Base Price

CUT NAILS.—Cut nails have advanced to $4.25 base. This is an advance which has been expected for some time by the trade. The slabs used for rolling nail plate advanced $14 per ton only a week ago, and the cost of labor for the manufacture of the product is not any less than before. Cut nails may possibly cost even more before long.

Black Sheets Have Again Advanced

BLACK SHEETS.—An advance is recorded in black sheets this week. Following are the prices quoted: No. 10 gauge, $6.00 per 100 lbs.; No. 12, $6.10; No. 14, $5.85; No. 16, $5.90; Nos. 18-20 $5.20; Nos. 22-24, $5.30; No. 26, $5.35; and No. 28 gauge, $5.45 per 100 lbs. Black sheets prices are quoted regularly in Current Quotations. Supplies are exceedingly hard to secure.

Spades and Shovels Again Move Upward

SPADES AND SHOVELS.—By the change in the discount on spades and shovels a considerable advance has been recorded during the week. In the first grade shovels the discount is now 35 and 10 per cent. as compared with the former discount of 45 per cent. The second grade discount is now 35 per cent., compared with 40 formerly, and the fourth grade is now 20 per cent. as compared with 20 and 7½ per cent. formerly. Draining tools are now 35 and 10 per cent. off list for first grade. the former discount being 45 per cent.

while the second grade are now selling at 35 and 10 per cent. whereas the former discount for this grade was 45 per cent. In hollow back scoops the discount is now 30 and 5 per cent. as compared with 30 and 10 formerly in the first grade. For the fourth grade hollow back scoops the discount is now 20 and 10 per cent., the former discount being 20, 10 and 5 per cent. Hollow backs, sand shovels and coal shovels are now advanced to 35 and 10 per cent. off list from the former discount of 45 for the first grade and to 20 per cent. for the fourth grade, the former discount for the latter being 20 and 7½ per cent. Riveted back scoops are now quoted at 30 and 2½%. for the first grade as compared with 35 per cent. formerly. The second grade riveted back scoops are also selling at 30 and 2½ per cent. and the fourth grade at the same discount as second. These latter two grades were formerly quoted at a discount of 35 per cent. For the Jones miners' spring point riveted shovels, Lists Nos. 42 and 43 the discount on these shovels is 30 and 2½ per cent., the former discount being 35 per cent. This advance follows a firmness in the market for spades and shovels that has been intimated in HARDWARE AND METAL pointing to the way to higher prices.

Taylor Forbes Goods Up

Increases in price running to an average of at least ten per cent. on all lines are records for Taylor Forbes goods mostly builders hardware, also lawnmowers, and cast iron and steel hardware. It is predicted by some that lawnmowers must increase still further before the grass of spring begins to grow.

Builders' Hardware All Up

All lines of builders hardware have increased. Ten per cent. for steel goods, and seven and a half per cent. for bronze goods is about the range of increase: There has been good demand for the lower priced grades of builders' hardware lately in Montreal, though little building is going on.

Shelf Goods Show Further Increases

SHELF GOODS.—Many lines of shelf goods are either advanced or threaten advances before long from the trend of markets this week. All lines made of iron and steel are especially worth watching at present, and yet experienced men are at the point in market consideration when they wonder if there is wisdom in stocking heavily in the thousand and one lines likely to be in regular demand, and likely to make inroads in a firm's ledger on the wrong side should prices drop when stocks are heavy.

Locks and Latches Up

Yale night latches, and padlocks have increased by at least ten per cent. on previous prices.

Globe Files Revise Prices

There has been a revision of prices on Globe files (which recently advanced as recorded in HARDWARE AND METAL). The discount should now read straight 60 per cent. Former quotations read 57½ per cent.

Spring Hinges Up

Spring hinges are all up, the advance in price being ten per cent. over previous quotations.

'Yankee' Tools Advance

There is a general advance in all lines of North Goods the 'Yankee' tool lines of shelf goods.

Ammunition Advances

American loaded shells have gone up another ten per cent. in price since last increase noted in HARDWARE AND METAL. All lines of ammunition should be most carefully watched for market changes now by the retailer anxious to maintain his profits.

Regular Lanterns Up

The price of regular lanterns has altered upwards this week. These are now $8.50 per doz. instead of $8.00.

Glass Is Up In Price

There is a new discount out on glass. The new figures are 10 per cent. and 5, instead of the fifteen and five of a week ago.

Trunk and Cabinet Locks to Go Up

Prices have been withdrawn on all trunk and cabinet locks this week, in view of another advance in these lines.

Hat and Coat Hooks Up

Hat and coat hooks (Wire) are now 85 cents per gross instead of 75 cents.

Few Baby Bens, or Big Bens

There is declared to be hardly a Baby Ben clock for sale in Montreal—certainly none to wholesale, and Big Bens are also scarce on the market, with quoted prices merely nominal.

Mop Wringer Price Changed

There is a shading upwards on White Mop Wringer prices which are selling at $18.35 per dozen rather than $18.00 the former price prevalent.

Sash Cord Firmer

Sash Cord is firmer, only the high quotes of last week being quoted now on the market that is 45 cents lb., for numbers 8 to 12; 45½ cents for No. 7; and 46½ for number 6.

Pipe Fitting Prices Withdrawn

Prices have been withdrawn for malleable pipe fittings this week, and new prices are expected shortly.

Galvanized Clothes Wire Up

Galvanized clothes wire has advanced forty cents per 100 feet by 100 feet lengths or over, except the 6 by 19. No. 19 is quoted higher for the 50 feet roll. The general advance is about 10 per cent.

Ingot Metals Keep In Unchanged Market

THE METALS.—Market for all the metals maintains much as last week, with prices unchanged, and only a slight weakening tendency noticeable in tin, also in lead, owing it is believed, partly to the effects of peace rumors, and partly to the general holiday falling off in market activity. Copper keeps a little easier at prices of last week. Spelter, and zinc are in the same shape, and antimony is quiet. The solders are unchanged. Quotations follow:—Copper, 39½-40c; spelter, 15c; lead, 9¾- 10c; tin, 51-51½c.

TORONTO MARKETS

TORONTO, Dec. 21. — Advances have been recorded in quite a number of lines during the week. Furnaces have gone up in price 10 per cent. Spades and shovels have also recorded an advance. Linseed oil and turpentine are holding in steady market with a firmness in turpentine. Cut nails have advanced 25c per keg. Tinners' machines have also advanced. Oil and gasoline storage tanks have recorded another advance, and will in all probability go higher still. Lubricating oils are in firm market, and will advance in the near future. Yale padlocks and night latches, woodenware, will in all probability advance early next year. Business has held up well during the past week, but wholesalers are looking for a slight cessation by next week, due to the quietude of the period preceding the holiday. Christmas trade has been exceptionally heavy in the face of shortages in many lines.

Spades and Shovels Again Move Upward

SPADES AND SHOVELS.—By the change in the discount on spades and shovels a considerable advance has been recorded during the week. In the first grade shovels the discount is now 35 and 10 per cent., as compared with the former discount of 45 per cent. The second grade discount is now 35 per cent., compared with 40 formerly, and the fourth grade is now 20 per cent., as compared with 20 and 7½ per cent. formerly. Draining tools are now 35 and 10 per cent. off list for first grade, the former discount being 45 per cent., while the second grade are now selling at 35 and

10 per cent., whereas the former discount for this grade was 45 per cent. In hollow-back scoops the discount is now 30 and 5 per cent., as compared with 30 and 10 formerly in the first grade. For the fourth grade hollow-back scoops the discount is now 20 and 10 per cent., the former discount being 20, 10 and 5 per cent. Hollow-back sand shovels and coal shovels are now advanced to 35 and 10 per cent. off list from the former discount of 45 for the first grade and to 20 per cent. for the fourth grade, the former discount for the latter being 20 and 7½ per cent. Riveted back scoops are now quoted at 30 and 2½ per cent. for the first grade, as compared with 35 per cent. formerly. The second grade riveted back scoops are also selling at 30 and 2½ per cent. and the fourth grade at the same discount as second. These latter two grades were formerly quoted at a discount of 35 per cent. For the Jones miners' spring point riveted shovels, lists Nos. 42 and 43, the discount on these shovels is 30 and 2½ per cent., the former discount being 35 per cent. This advance follows a firmness in the market for spades and shovels that has been intimated in HARDWARE AND METAL, pointing the way to higher prices.

Padlocks and Night Latches Up 10 Per Cent.

PADLOCKS, NIGHT LATCHES.—Following a recent advance in Yale padlocks, another advance of approximately 10 per cent. has been recorded during the week. Night latches, manufactured by the same concern, share in a like advance. The padlocks manufactured by the Canadian branch of this concern, however, do not as yet share in the advance. It is needless to say the advance has been due to the high price of all steel products.

Cut Nails Follow Wire Upwards

CUT NAILS.—Following the advance of 35c recorded last week in the price of steel wire nails, an increase in the price of cut nails has been recorded during the week of from 25c to 30c per 100 pounds. These nails were formerly quoted at $4 base, while the figure at which they are quoted now is from $4.25 to $4.30 per 100 pounds. There is a continued firmness, and further advances would not come as a surprise. Some dealers confidently look forward to wire nails selling at $5 per 100 pound kegs in the near future.

Curry Combs Have Made Another Advance

CURRY COMBS.—A further advance in the price of curry combs has been registered in certain quarters during the week. In some instances they are quoted still at net list prices, which was the selling price recently recorded in these columns. During the week, however, quotations were raised to 5 per cent. above list prices. There is a firmness in the market for these products, and it is anticipated that the selling price quite generally will soon be 5 per cent. above list.

Malleable Whiffletrees, Irons and Clevises Up

WHIFFLETREE IRONS, CLEVISES.—An advance of approximately 10 per cent. has been put into effect on malleable whiffletree irons and clevises. These goods, in common with so many other lines, are following the upward trend of the iron and steel market. Anything that bears a resemblance to iron and steel is not immune from the flood tide of higher prices.

Tinners' Machines and Tools Up 20 Per Cent.

TINNERS' MACHINES.—A considerable advance in the price of tinners' machines and tools went into effect during the week, which amounts to 20 per cent. Some of the things affected are squaring shears, bar folders, stovepipe formers, stakes, raising hammers, setting hammers, eavetrough hammers and solid punches, together with other lines. Here again the high price of iron and steel has made it necessary for the manufacturers to realize higher prices.

Chicken Leg Bands Have Advanced 5c

LEG BANDS.—Chicken leg bands have advanced from 60c per hundred to 65c per hundred. These articles are made from aluminum, and the higher price which the raw metal is bringing in the primary market has been responsible in part for the increased cost. Aluminum is one of the commodities that has had spectacular advances since the outbreak of hostilities. Aluminum in August, 1914, was selling at 19c per pound, and to-day it is quoted at 68c per pound. This is an increase of over 350 per cent.

Door Checks Have Registered Advance

DOOR CHECKS.—A considerable advance in the price of Blount and Yale door checks has been made effective by the change in the discount on these articles. The discount is not a discount, but an addition to the present list prices. These articles are now selling at 40 on present lists. These are the kind of checks used on heavy store and warehouse doors. The advance is in conformity with the increase in padlocks and night latches.

Scarcity in White French Brush Bristles

BRUSHES.—There is a scarcity of the white hogs' bristles that formerly came from France, and as a result manufacturers who have to enter the market for them are almost unable to secure them. Some, however, have small stocks, and these will take care of their needs for a short time. The shortage exists in the United States also, where some of the manufacturers are unable to manufacture white-haired shaving brushes from this article at all, and are resorting to black bristles. Representatives of one Canadian manufacturer of paint brushes are not permitted to make quotations on this line of white bristle brushes until they have submitted the matter to the head office of the concern. The labor problem in France is having a disastrous effect on the market for bristles. Until the war ends there is every possibility that the situation will become worse.

Woodenware Firm; Advances Are Probable

WOODENWARE.—There is a firmness in the market for woodenware owing to the increasing cost of raw materials and the higher cost of labor in manufacturing. An advance of 10 per cent. was recently recorded in the lines of William Cane & Co., of New Market, and there is strong probability that a further advance of 10 per cent. will be made in these lines in the early part of next year. Some concerns who signed contracts for woodenware last March at an advance of 5 per cent. over the then prevailing prices have demonstrated their far-sightedness, and thereby have benefited financially.

Rope and Twine Hold Steady at Advance

ROPE AND TWINE.—Cordage is in what might be termed an erratic market. Following the advance of 2c per pound recorded in all rope and sisal products last week, there is a continued firmness in the market, particularly for sisal. Cordage men would not be surprised at a still higher turn to the market. The trade in rope is fair at the present time, but in small twine the market is quiet on account of the Christmas trade being well supplied. Until these stocks are worked off, the trade will continue quiet.

Lanterns Have Gone Up 50c Dozen

LANTERNS.—Lanterns have registered an advance of 50c per dozen during the week in the cold blast and tubular. These makes are now selling at $8.50 per dozen, as compared with the former price of $8. The copper, well japanned, has also registered an advance, being now quoted at $14.25, compared with $13.75 formerly. In certain instances the Jumbo has also been advanced 50c, making the selling price now $9.75, while the japanned dash is selling at $11.25 and the Searchlight No. 20 at $11.75. Some wholesalers have not advanced the price of the japanned dash and the Searchlight No. 20.

Cotton Goods Have Been Marked Higher

AWNING CORD, COTTON GLOVES.—Following the advances recorded last week in cotton clothes line, sash cord and cotton twine there has been advances in awning cord and cotton gloves of approximately 10 per cent. There is a weakening in the raw cotton market, spot cotton being now quoted down as low as 17.15c per pound, as compared with 20.60c per pound at one time within recent months. The better lines of gloves are the ones that are primarily affected by the recent advances.

Gasoline and Oil Storage Tanks Up

STORAGE SYSTEMS.—Another advance of 10 per cent. has been put into effect on the lines of storage tanks for gasoline and oil of various kinds carried by the Imperial Oil Company. This advance follows a recent heavy advance in the same line of goods, in some instances amounting to 23 per cent. The high price of raw materials and labor is given by the manufacturers as the cause for the higher prices.

All Lubricating Oils Due to Advance

OILS.—Changes have gone into effect during the week on the method of selling all lubricating oils. These oils henceforth will now be sold on a bulk basis, with an extra charge of $2 made for the barrels. In the past the barrels have been charged for at the rate of 90c each. When the barrels are returned, the additional charge of $2 for the barrel is credited. The increased price in woods for the manufacture of barrels and the difficulty in obtaining coopers to make the barrels has necessitated the increased price. An advance in the price of all lubricating oils has been decided upon by some of the refiners, and cylinder oil, automobile oil, black oil, paraffine and machine oil will all share in the advance. Prices have not yet been announced or the extent of the advance, but it is expected this will be made known in the near future. There has been another advance in the price of mid-continent crude oil of 10c per barrel during the week, and this has put a firmness in the market for all the coarser oils. Last week an advance of 1c per gallon was recorded in the price of gasoline. Coal oil is in a firm market as a result of the recent advances in the crude material.

Oakums Have Gone Up 1c to 1½c Pound

OAKUM.—An advance of 1c per pound has been made on the price of U. S. Clipper oakum, which now makes the selling price 18c. On the U. S. Navy (English) there has been an advance of 1½c per pound, which now makes the selling price 16½c per pound. Plumbers' spun oakum and the other brands remain unchanged. Following are the quotations:

Plumbers' Spun oakum	$0.08
U. S. Navy (English)	0.16½
U. S. Navy (American)	0.18½
U. S. Clipper	0.18
Best American	0.08

Tacks Have Advanced; Shoe Findings Also Up

TACKS, SHOE FINDINGS.—A revision of the tack list discounts during the week provides for a substantial increase in these goods. Where the discount was formerly 75 per cent., the new selling price is 70 and 10 per cent. off the list adopted January 1, 1916. Capped goods also come under the same advance, with the same discount prevailing of 70 and 10 per cent. off list. The lists on shoe findings have been changed, and an advance of approximately $1.50 on nails and $2.25 on tacks is provided for. The last change in shoe findings took place on August 10, 1916.

Cross-Cut Saws Up 15 to 20 Per Cent.

CROSSCUT SAWS.—An advance of 15 to 20 per cent. has been put into effect on all Canadian makes of crosscut saws during the week. This advance follows a recent one made in hand saws. Steel used in saws has also had big advances in common with every other line of steel product.

Furnaces Up 10%; Stoves Also Advance

FURNACES AND STOVES.—An advance of 10 per cent. has been made in the price of furnaces of certain manufacturers during the week. This follows a recent advance of another manufacturer in the price of steel ranges and cast ranges, which have been advanced 15 per cent. on the steel ranges and 10 per cent. on the cast ranges. There is a firmness in the market for all stoves and ranges, some of the large manufacturers refusing to take orders for shipment at present prices beyond April 1. This would seem to indicate that the manufacturers are looking for higher prices after that date. While all the manufacturers had not advanced their furnaces, other advances are expected around the first of the New Year. There has been an exceptionally heavy run on gas ranges of all kinds. Some of the manufacturers have even cleaned out their stock samples in order to take care of the demand. Orders have had to be refused, moreover, on account of the shortage of supplies in the face of the heavy demand.

Lace Leathers Up 10 Cents Per Pound

BELTING.—There has been an advances of 10c per pound on side lace leather, which now makes the selling price $1.30 per pound. Cut lace leather has advanced a like amount, and is now quoted at $1.50 per pound. There is a firmness in the market for belting. Dealers are refusing to accept large orders on contracts in the future, preferring to wait until after the New Year to see what condition the hide market will be in. Recent discounts still hold at 30 and 10 per cent. on extra quality, and 30, 10 and 10 on standard quality.

Galvanized Sheets Make Upward Stride

GALVANIZED SHEETS.—A considerable advance has been registered in the price of galvanized sheets during the week by firms that have maintained a lower price for some time on account of stocks which they had on hand. The Apollo brand is now quoted at $6.35 for No. 14 gauge, $6.45 for No. 16 gauge, $6.60 for Nos. 18 to 20, $6.75 for Nos. 22 to 24, $6.90 for No. 26, $7.20 for No. 28, and $7.50 for 10¾ oz. There is a continued firmness in the market.

Pig-Iron Prices Are Still Withdrawn

The market for pig iron continues very strong, and prices are still withdrawn. While the demand for foundry grades of pig iron is light, prices are very firm, as most furnaces are now producing basic iron for steel-making. Bessemer iron has advanced again, being now quoted at $35.95 a ton, while standard low phosphorus is also higher at $53 a ton, Philadelphia.

Steel Prices at High Level

The peace proposals put forward by Germany and Austria have been the cause of considerable discussion in iron and steel circles during the week, but the feeling is prevalent that nothing will come of them at this juncture. The fact that the mills have practically twelve months' business on hand had a steadying influence on the market, and the news did not cause as much excitement as might have been expected. There is, however, some uncertainty as to what may develop in this regard, and this will probably check the strong upward movement in prices, which is certainly desirable. There is little doubt that prices have reached a dangerous level, forced up to some extent by the consumers themselves in their anxiety to get steel. There are no price changes of importance to note this week, and the market is firm. It is understood that Canadian interests contemplate purchasing large tonnages of shell steel in the United States for delivery any time during 1917. This indicates the sold-up condition of our mills. Canadian shipbuilding plants are seeking 20,000 tons of plates in the United States.

LEAD.—The lead market is in much the same condition as last week, although prices locally have firmed up following the recent high prices effec-

tive in New York and St. Louis. Peace rumors unsettled the U.S. market and put a stop to buying. Quotations locally are now 9¾c lb.

Copper.—The copper market has been rather unsettled since the peace rumors started. It is expected however that now the Allies have spoken the market will again gain strength. Locally the price is unchanged at 37½ to 39c.

Spelter.—The spelter market is unsettled, and quotations locally have declined. They now range from 14c to 15c.

Tin.—The market locally is unchanged and the price remains at 84c lb.

Antimony.—There is no change in antimony which remains at 18c lb.

Aluminum.—The market is quiet and firm. The price locally is 68c lb.

LONDON MARKETS

LONDON, Ont., Dec. 21.—The approach of the holiday season has not affected the upward trend of prices. Another list of important changes, all in an upward direction, have gone into effect. Chief among these are advances on cut nails, sash weights, bread mixers, sash pulleys, valves, saws, Yankee tools, Mrs. Pott's irons, lanterns, whiffletree trimmings, etc. Business continues good, both for Christmas goods and regular winter lines. Collections are very satisfactory. There is still a shortage of many hardware lines. Next week stock-taking will be in full swing in many of the retail stores, as well as in wholesale houses, and many travellers will be in off the road.

Spades and Shovels Again Move Upward

SPADES AND SHOVELS.—By the change in the discount on spades and shovels, a considerable advance has been recorded during the week. In the first grade shovels, the discount is now 35 and 10 per cent., as compared with the former discount of 45 per cent. The second grade discount is now 35 per cent., compared with 40 formerly, and the fourth grade is now 20 per cent., as compared with 20 and 7½ per cent. formerly. Draining tools are now 35 and 10 per cent. off list for first grade, the former discount being 45 per cent., while the second grade are now selling at 35 and 10 per cent., whereas the former discount for this grade was 45 per cent. In hollow-back scoops the discount is now 30 and 5 per cent., as compared with 30 and 10 formerly in the first grade. For the fourth grade hollow-back scoops, the discount is now 20 and 10 per cent., the former discount being 20, 10 and 5 per cent. Hollow backs, sand shovels and coal shovels are now advanced to 35 and 10 per cent. off list from the former discount of 45 for the first grade and to 20 per cent. for the fourth grade, the former discount for the latter being 20 and 7½ per cent. Riveted back scoops are now quoted at 30 and 2½ per cent. for the first grade, as compared with 35 per cent. formerly. The second grade riveted back scoops are also selling at 30 and 2½ per cent. and the fourth grade at the same discount as second. These latter two grades were formerly quoted at a discount of 35 per cent. For the Jones miners' spring point riveted shovels, lists Nos. 42 and 43, the discount on these shovels is 30 and 2½ per cent., the former discount being 35 per cent. This advance follows a firmness in the market for spades and shovels that has been intimated in HARDWARE AND METAL pointing the way to higher prices.

New Price on Lanterns 50c Higher

LANTERNS.—An advance of 50c per dozen has gone into effect on cold blast and short pattern lanterns, making a new quotation of $8.50 per dozen. No. 25 dash lanterns have also advanced 50c, and are now quoted at $11.75. Copper well lanterns have advanced to $15.

Sash Weights Advance

New and higher prices have gone into effect on sash weights, and quotations are now as follows:—Solid, per 100 lbs., $2.50; sectional, 1 lb., $3; ½ lb., $3.25.

Sash Pulleys Higher

Steel sash pulleys No. 12 have advanced to 40c doz.

Clevises, etc., Go Higher

An advance of 10 per cent. has gone into effect on clevises, whiffletree centres, neck yoke ends, and neck yoke centres.

Valves Again Advance

Standard globe, check, and angle valves have advanced 10 per cent., and are now quoted at 45 per cent. off list. Jenkin pattern have made a corresponding advance, and are also quoted at 45 per cent. off list.

Pott's Irons Up Again

Mrs. Pott's irons have again advanced and are now quoted at $1.30 per set for No. 50 N.P., and $1.15 per set for No. 55 plain.

B. D. Hangers and Track Higher

Safety barn door hangers have advanced to $7 doz. Storm King hangers have also advanced to $7 doz. Barn door track, 1¼ in., has advanced to $6.75 per 100 ft.

Bread Mixers Advanced

Universal bread mixers have been advanced in price, and are quoted at $25.90 doz., for 4-loaf size, and $36.66 doz. for 8-loaf size.

White Lead Firm

White lead in oil is firm at the recently advanced price of $14.45 per 100 lbs. in ton lots, and $14.75 per 100 lbs. in less than tons. There is, however, a somewhat easier tone to the pig lead market. Demand locally is light.

Putty is firm at the new and higher prices announced last week as follows:

	Per 100 lbs.
Standard putty, 100-lb. drums	$3.20
" " 25-lb. drums	3.30
Pure putty, 100-lb. drums	4.00
" " 25-lb. drums	4.10
Standard putty, bladders, bbls.	3.60
" " " less	4.00

Cut Nails Advance 25c Per Keg

NAILS.—Cut nails, after a short period of quietness, have advanced 25c per keg, and are now quoted at $4.25 base. Wire nails are firm at the high level of $4.70 base reached last week. There is a shortage of some sizes of wire nails.

Rope Firm at New Price

Rope is firm at the advanced prices noted in HARDWARE AND METAL last week. Quotations are as follows:—Pure Manila, 25½c basis; British Manila, 21c basis; African hemp, 21c basis; cotton, 3-16 in., 41c lb.; cotton, ¼ in. and larger, 39½c lb.

Glass Unchanged

There is only a fair demand for glass. Single diamond is quoted at 20 per cent. off case list; double diamond, 20 per cent. off case list; cut lights, 50-5 per cent. off pane list.

Yankee Tools Up 10 Per Cent.

Yankee tools have advanced 10 per cent., as announced in another report in HARDWARE AND METAL last week. New net prices on some of the best sellers are as follows:—

Spiral Screw Drivers:	Doz.
No. 30	$23.55
No. 31	31.55
No. 35	18.05
No. 130	27.05
Ratchet Drills:	
No. 40	22.50
No. 41	22.50
No. 42	17.20
No. 44	24.95

Furnaces Advance 10 Per Cent.

Hot air heating furnaces have advanced 10 per cent. Stoves of all kinds are decidedly firm in price, owing to the high cost of pig iron and all materials entering into the manufacture of stoves. There is a severe scarcity of certain designs in gas ranges and other stoves.

Spring Booking

A good volume of spring booking has been coming in to local wholesalers, and there is a tendency on the part of some merchants to ask for early deliveries owing to fear of not being able to secure deliveries in the spring. Most merchants are careful in their buying, and are not taking many chances.

Retailers have been making a strong bid for Christmas trade, and have been advertising liberally in the local papers. The result is a heavy demand for sleds, skates, snow shoes, cut glass, silver-plated ware, etc.

WINNIPEG MARKETS

WINNIPEG, Dec. 21.—With the final week before Xmas, jobbers report business has dropped off considerably although they are, of course, busy with final preparations for stock-taking, which will, in the majority of cases, be written down during the days between Xmas. and New Years, and then it is expected that spring business will commence in full swing.

Owing to the uncertainty of supplies of certain lines of stock, the retailers will take delivery of a large percentage of their spring orders earlier in the year than has been the rule before and jobbers are preparing to handle a big volume of business during the months of January and February. Prospects of big business during the early part of the year at least are practically assured if orders now on hand are any indication of what the trend will be.

The year just now closing will be a record one for many lines of business and the hardware trade has certainly enjoyed its fair share of the prosperity in the West during the past twelve months. 1917 also promises well, so Europe is smiling and confident as to the result which will be obtained.

Great Activity In The Markets

The closing days of the year 1916 are are being marked with great activity in the various markets and new prices which will greet the New Year, are making levels never dreamed of two years ago. That the end is not yet is the prediction commonly heard—the question is arising—how much more will the people stand?

It was stated in this report last week, that new prices were being issued on enamelware, tinware and galvanized ware and the quotations now available are most decidedly high.

Pieced ware now sells at 25 per cent. advance on list. Galvanized ware now sells at 17½ per cent. advance on list.

Except heavy tubs and pails which are 7½ per cent. advance on list.

The discounts on enamelware are now as follows:—Canada, premier and diamond, 20 per cent. Imperial, colonial and pearl, 30 and 12½ per cent. White ware, 50 and 10 per cent.

These new discounts reveal the following net prices on lines familiar to the average retailer:

Pieced flaring water pails, I C 6 Qt., $2.13 doz.; 10 qt. $2.80 doz.; 14 qt., $3.25 doz.

Pieced coal oil cans, flar top, per doz.:—1 gal., $4.25;-2 gal., $6.60; 5 gal., $10.55.

Galvanized buckets straight per doz.: 12, $4.70; 14, $5.30; 16, $6.00; Flaring, 11, $5.30; 12, $5.85.

Galvanized wash tubs, 13, $6.70; 0, 10.85; 1, $14.55; 2, $15.85.. 3, $18.10.

Galvanized flar top oil cans per doz.; 1 gal. $4.25; 2 gal. $6.75; 5 gal. $15.85.

Copper wash boilers planished, No. 9, $5.85 each.

Stove-Pipe Elbows and Pipe Higher

Another change is also noted in the price of stove pipe elbows and pipe, the following quotations now being in order:

Stove pipe elbows heavy, per doz.; 6, $2.35; 7, $2.63;8, $3.90. Light, 6, $1.80; 7, $1.95.

Patent standard stove pipe, per 100 lengths, 6, $15.25; 7, $16.35.

Iron Pipe Goes Still Higher

Once again is wrought iron pipe to the fore and new prices now being made are as follows, an advance of nearly 5 per cent.:

Per 100 Ft. —	Black	Galv'd.
¼ in.	$ 4 14	$ 6 57
⅜ in.	4 28	6 66
½ in.	5 49	7 25
¾ in.	6 71	9 14
1 in.	9 90	13 50
1¼ in.	13 41	18 27
1½ in.	16 07	21 85
2 in.	21 60	29 39

Sheet Copper and Churns Advanced

Sheet copper is also featured this week in advanced prices, new quotations being 10c per lb. higher than formerly. New prices are for tinned, 60c per lb. planished, 75c per lb.

For some time the new prices shown below on churns has been talked of, so the announcement of their coming into effect will not come as any great surprise. The advance approximates 12½ per cent. and reveals the following figures:

Daisy and Favorite, Each, No. 0, $6.30; No. 1, $6.30; No. 2, $7.00; No. 3, $7.70; No. 4, $9.10; No. 5, $11.20.

Bar Iron and Steel Reach Higher Levels

Another important change to come into effect during the week is that affecting bar iron and the various lines of steel. The advance in bar iron is 10c per lb. base, making the new price $3.60 per 100 lbs. base.

The new prices of steel are from 50c advance up as these prices will show: Per 100 lbs.:—Steel angle, $4.25; machinery, $5.00; plow common, $6.00; plow crucible, $7.00; sleigh shoe, $4.00; spring, $5.00; tire, $4.50; band iron—black, $3.85 per 100 lbs.

Rope Advances 2c Per Pound

An advance of 2c per lb., in the price of rope is one of the most important jumps to take place at one time and brings prices up to the following high levels:—Pure Manila, 27c lb. base; British, 22c lb. basis; Sisal, 20c lb. basis; Lath yarn, 20c lb. basis.

Paint Materials Are Generally Firm

Another week of comparative quiet in the grain market accounts for the firm prices being maintained for linseed oil. Talk of peace influenced the markets considerably for one or two days but the sudden drops in price were practically all recovered. Prices remain as follows:—Raw, $1.40 per gal. bbl. lots; boiled, $1.43 per gal., bbl. lots; turpentine, 85c per gal., bbl. lots; 88c per gal., ½ bbl. lots; 90c per gal., 5 gal. and 1 gal. lots.

An advance is noticeable in the prices issued on white lead of about 5 per cent. This brings quotations for pure to $15.35 per 100 lbs., ton lots; $16.00 per 100 lbs., less quantity.

FINANCE DEPARTMENT SAYS "ORIGINAL COST"

(Continued from page 39.)

Just as in the case of the "stocks" of the stock market, we do not recognize high quotations as real assets, for the market may drop the next day. We would accept the price paid by a "private" shareholder as a far more reliable criterion—the value he considers the stock to hold for investment purposes.

Take in Stock at Actual Cost

"So with 'stocks' in the form of merchandise. We would not consider the increases in value as profits until the goods actually had been disposed of. **Let the merchant set down his merchandise at actual cost;** if he makes more when he comes to sell it, he will get it next year; if the market goes down, then he is not out in his estimate for 1916."

Many Inspectors at Work

The department has a number of inspectors at work in various centres advising manufacturers, jobbers, retailers, and all other kinds of business firms as to the proper method of figuring out their returns to the Government. There are two or three at work practically all the time in Toronto, one in Hamilton district, one in London, two in the Lower Provinces, three in Quebec, one in Winnipeg, another in Calgary, another In Vancouver, and so on.

EVENTS IN THE TRADE

Steel Co. Convention

Hamilton, Ont.,—The fifth annual convention of the sales staff of the Steel Co. of Canada, Ltd., was held here on Dec. 12, 13, and 14.

Mr. Lariviere in Mourning

Died, in Montreal, on December 10, at the age of thirty-one years, J. Arthur Villeneuve, son-in-law of Mr. Frederic C. Lariviere, the well-known hardware merchant of Montreal.

Business Changes

Laura, Sask.—J. C. Gordon, hardware, has been succeeded by Robt. A. Ross.

Medicine Hat, Alta.—Dominion Harvester Co. has sold out to Canadian Foundry & Machine Co.

Redcliff, Alta.—Redcliff Motors, Ltd., has sold out to Canadian Foundry & Machine Co., Ltd.

Ontario Incorporations

Canadian Machinery Company, Ltd., capitalized at $40,000, head office St. Catharines.

Empire Brush Co., capitalized at $40,000, head office Toronto, to manufacture and sell brushes, etc.

Daylyte Lamp Company, Ltd., capitalized at $200,000, head office Guelph, manufacture and deal in tungsten lamps, incandescent lamps, etc.

Industrial Notes

Montreal. — The Dominion Copper Products Co. has increased the capital stock of the concern to $3,500,000.

Montreal, Que. — Canadian Allis-Chalmers, Ltd., will build a new forging plant at their Rockfield works near here.

Toronto, Ont.—The Canadian Carbon Co. has received a permit for the erection of a new factory on Paton road, to be three stories high and to cost $23,500.

Vancouver, B.C.—It is understood that a new steel plant will probably be established at Eburne, near here. W. H. McLaws, president of the Alberta Rolling Mills at Medicine Hat, Alta., is interested in the scheme.

Montreal.—The Foundry & Machine Co. have bought out the Federal Brass Foundry Co. and are putting up a brick addition to the plant which will be 45 feet square and two storeys high.

Montreal.—Montreal Machinery & Supplies, Ltd., have been appointed agents in Canada for the Alston Saw & Steel Co., Folcroft, Pa., and for the Rich Tool Co., Chicago, the particular specialties being high-speed drills, reamers, and rivet sets.

Personals

M. G. McDougall, who makes his headquarters in Saskatoon for D. Ackland & Son, manufacturers of blacksmith supplies, Winnipeg, has gone East with his wife, and will spend the holidays at his home.

St. John, N.B., Notes

The winter port season is now on in full blast and large quantities of supplies are being loaded into the steamers which are crowding in to port. During the month of November, six transport steamers, four C. P. R. steamers and one barkentine were handled here. December traffic gives promise of a record month's work. As arranged by Sir George Foster, on his recent visit in this city, the samples of manufactures of Germany and Austria, which have been on exhibition in Great Britain and in some of the larger Canadian cities, were brought to St. John, where they were shown under the auspices of the Board of Trade. The exhibit will go to Halifax from here and from thence to Great Britain. HARDWARE AND METAL described the exhibit in the November 11 issue.

Though building conditions have not yet returned to normal, a gradual improvement is noticeable. For the eleven months of 1916, the values reached 462,350, compared with 323,400, for the corresponding period of 1915.

Sardine season finished.

Winnipeg News

Travelers of the Merrick-Anderson Co. met in convention at headquarters, Winnipeg, beginning Dec. 13.

J. W. Ackland, president of D. Ackland and Son, Winnipeg, has returned home from a trip in the hardwood lumber district across the border.

The E. B. Plewes Co., Winnipeg, has been incorporated as a limited liability company, and is now known as Plewes, Limited. They are manufacturers' agents, and carry stocks of hardware and machinery supplies. Their offices and warehouses have been moved from 120 Lombard street, to 197-199 Princess street.

Appointed Toronto Manager Fairbanks-Morse Co.

Fred W. Evans have been appointed manager Toronto branch of The Canadian Fairbanks-Morse Company. Mr. Evans has been acting manager of the Toronto house for the past year, and his appointment to the managership of the office is in recognition of the excellent work which Mr. Evans has been doing. Mr. Evans has been with the Canadian Fairbanks-Morse Co. for a great many years and has had excellent experience, particularly in the machine tool end of the business.

BOUGHT DAISY KETTLES AT LOW PRICE

A retailer this week, directed HARDWARE AND METAL'S attention to the fact that Daisy tin tea kettles are quoted by some of the manufacturers at $2.85 doz. less 10 per cent. or $2.57 dozen net. The same kettles, it is claimed, are being sold by a large department store at 15 cents each. The retailer purchased six from the department store at 15c each or $1.80 dozen. On attempting to order a second half dozen, he was informed that only two could be sold to a customer.

Another retailer located near a 5, 10 and 15c store recently purchased kettles at a price which would force him to ask at least 25c retail. He placed the kettles in his show window with price tickets at 25c. Two days later the 5, 10 and 15c store put in a huge display of the same kettles at 15c each. The retailers are wondering whether they are being stung, or whether the department and syndicate stores are selling at a loss. Who can supply the answer? Many will say, "Oh the department stores had booked up at an old price." Wonder if this is the reason? Some of the retailers don't think so.

INLAND REVENUE DEPT. REPORT ON FERTILIZERS

Out of 365 Samples Examined, 330 Found to Meet Claims

Officials of the Inland Revenue Department gathered 365 samples of fertilizers for inspection this year and the report just issued shows the following: —

(Continued on page 60.)

Changes in Canada Paint Management

W. H. Newton Appointed Manager of Manufacturers Sales—S. M. Ward Appointed Sales Manager—Both for Many Years With C. P. Co.

The Canada Paint Co., during the past year has been devoting a great deal of time to manufacturing special lines for the special manufacturing trade. This business is increasing to such an extent that it was found necessary to appoint a manager of the manufacturers' sales, who could devote all his time to watching this special line of business.

W. H. Newton, formerly sales manager, was given this appointment. Mr. Newton has been with the Canada Paint Co. for a great many years, and owing to his wide experience and knowledge of paint manufacturing and painting trade, is ably fitted for this responsible position.

S. M. Ward, who was formerly connected with the sales promotion department, has been appointed sales manager. Mr. Ward has been with the Canada Paint Co. for about fifteen years, and his thorough knowledge of the business and conditions in Eastern Canada, will assist him greatly in looking after the sales end of the business in the East. Mr. Ward has also spent some time on the road, having worked up considerable business in the city of Montreal.

CHANGES IN REMINGTON ORGANIZATION

The Remington Arms Company announce that in the last two years they have had such a large increase in business and the company has had to meet such unprecedented conditions that there have necessarily been changes in the organization and additional men have had to be brought in to meet the new demands.

A managing committee has recently been appointed consisting of Samuel F. Pryor, G. M. P. Murphy, James H. Perkins and W. E. S. Griswold. Mr. Pryor, who has been President of the Company, has been elected Chairman of the Managing Committee and Henry S. Kimball, formerly President of the American Zinc, Lead and Smelting Company, has been elected President of the Company. C. S. Hawley, formerly President of the Laconia Car Company, has become associated with the company in the capacity of treasurer. With these additional men and with the managing committee working in thorough co-operation with the executive offices, the problem of handling the great volume of business has been successfully met. With these increases in the executive organization and with certain adjustments in existing contracts, it is now considered that the affairs of the company are in a very satisfactory condition.

ANOTHER MERCHANT ADOPTS CASH SYSTEM

Listowel merchant advises customers that cash system goes into effect Jan. 1.

S. L. Adolph, hardware merchant, Listowel, Ont., has decided to adopt the cash system, and this week sent out 1,000 circular letters advising customers that he will sell for cash only, after Jan. 1. with the exception of schools, churches, and manufacturers. Mr. Adolph's letter to customers reads as follows:—

Listowel, Ont., Dec. 18, 1916.

TERMS CASH

Dear Sir,—

I find it necessary to announce to my friends and the public generally, that on and after January 1st, 1917, I purpose conducting my business, both buying and selling, on the CASH PLAN.

A long experience in the hardware business has convinced me that the system of selling on credit is an unfair one.

In times of close competition, cash buyers are entitled to the very lowest prices and should not be required to pay the losses incident to a credit business.

I shall always endeavor to carry a well assorted stock of shelf and heavy hardware, which will be sold at the very lowest CASH PRICES.

I may further mention that it is just and reasonable to open monthly accounts with the schools, churches, contractors and manufacturers. All these accounts will be rendered and payable monthly.

Hoping to meet with the continuance of your patronage, which I have very much appreciated in the past, I am

Yours truly,

S. L. ADOLPH."

Christmas Window Contest

FOR *many years past it has been customary for* HARDWARE AND METAL *to conduct a Christmas window display contest each year. The contest has become an event of wide interest for all Canadian retail hardwaremen interested in window trimming, and each succeeding competiton has been keener and each year has seen a wider and more representative response culminating in the big success of last year.*

In accordance with past custom, two contests will be conducted this year—one for stores in places under 5,000 population, the other for places of 5,000 and over. No restrictions will be set on the style of display or the goods used in the arrangement, except that each window must be arranged with goods for the Christmas trade. Description should accompany each display.

Eight prizes will be offered as follows:—

PLACES OF 5,000 AND OVER		PLACES UNDER 5,000	
First Prize	$10.00	First Prize	$10.00
Second Prize	5.00	Second Prize	5.00
Third Prize	3.00	Third Prize	3.00
Fourth Prize	2.00	Fourth Prize	2.00

Contestants will note that an equal number of prizes are offered to the small town window trimmer as to those in the larger towns and cities.

The contest closes on Monday, Jan. 1. No photos received after that date will be entered unless there is proof that they have been delayed in transit.

All matter should be addressed to "The Editor, HARDWARE AND METAL, *143-153 University Avenue, Toronto," and marked "For Christmas window contest."*

ARE YOU GOING TO ENTER?

WHAT OTHER PAPERS SAY

THAT PRICE-FIXING SCHEME

From *New York Journal of Commerce.*

The advocates of the plan for legalizing prices of trade-marked articles fixed by those who produce them, and making it unlawful for wholesale or retail dealers to cut those prices, are said to be prepared to maintain a powerful lobbying force at Washington to put it through to enactment at the coming short session of Congress. That alone ought to be enough to discredit it as a thing devised for private profit and not in the benefit of the public, because it cannot get the support of public sentiment. It is in effect a corrupt method of trying to secure legislation for private advantage.

It is easy to get a registered trade-mark for almost any product with a distinctive character. If it has merit justified by its quality, it ought to depend upon that for success in retail markets and with the consuming public. The manufacturer is free to fix the price at which he will sell his product and refuse to supply it to the general trade for any less. The wholesale dealer who takes it may agree to sell it at a prescribed price, though it be an agreement which cannot be legally enforced. The purpose of the bill is to prohibit any reduction of price not only by him, but by any retailer who purchases from him. It is intended virtually to prevent any competition in the sale of such articles by varying prices, thereby giving absolute control of the market to the original maker on what he regards as the most profitable basis for himself.

The chief claim for this as a legal right is based upon a practice sometimes resorted to with some articles of superior merit or popular reputation, of advertising a reduction in the price to attract customers and secure their patronage for other goods. This is assumed to be damaging to the sale of the trade-marked article. There is little evidence that this practice is carried to any injurious extent with regard to articles of real merit, and certainly no adequate reason has been presented why the right of dealers in goods which they buy and pay for should not be free to fix the price at which they will sell them, according to the requirements of their own business. The coming session of Congress will be a short and busy one and no special favor should be shown to a monopolizing "interest" in particular lines of trade.

THE RIGHT TO PROFIT

From *Canadian Grocer.*

A certain gentleman of the name of Jan Wetz has gained an unenviable notoriety in the United States recently, owing to the fact that he owns 72,000,000 eggs. Jan not only has the eggs but he intends to profit thereby. Last year he claims he also had eggs, and the public genially allowed him to take an enormous loss. Perhaps not quite unnaturally, Jan holds that if a man bears his losses without whining he should be allowed to pocket his winnings without complaint.

The gist of the thing is: what right has a man to profit on his greater foresight, or greater business acumen?

No man in business is above profiting on an increase in the price of goods. One large mail order house in Canada is reported to have bought enough goods to carry it over the next two years, which are expected to be years of scarcity. They intend to profit by their outlay. There are no complaints about this. Yet how does it differ from the case of Jan Wetz? If a man has the right to buy and the right to accept the possibility of loss, he should also be allowed the right to profit. To deny a man this right would be to turn back the wheels of business many centuries.

What then is the answer? We don't favor Jan Wetz. His very name is an offence to us, and his actions bear out his name. All the same there is a something to be said for his side of the case. Unless men have foresight enough to gather for profit, we will be buying eggs for three months of the year for next to nothing, and forgetting what an egg looks like for the balance of the year.

There must be some remedy. It is evident that a man cannot be allowed to gamble without a limit in the necessities of life. It is also true that to refuse to let him gamble at all would have a disastrous effect on business. There evidently must be some measure of control, but the control must serve both parties. If a man is to be prevented from making all the profit possible, it is also necessary that he should be protected against exorbitant loss.

THE STEEL TRADE AND PEACE OVERTURES

From *American Metal Market.*

The chief point, as to the iron and steel trade, with respect to the German peace overture, news of which was generally disseminated in the trade Tuesday morning, is not with respect to the possibility of this overture leading continuously over the path which eventually will bring peace, for that possibility is naturally an extremely small one. The chief point will be found to be that it causes a general awakening to the fact that at some time peace really will come. The iron and steel market had been acting as if such a contingency were too remote to be considered. The market has been too excited, indeed, to consider anything very seriously. Now everyone has been suddenly made to realize that the end of the war is something to be taken definitely into account in all calculations. The possibility of peace coming as a result of this particular overture is very small. The change in the mental attitude is positive and will be permanent. This particular overture may be forgotten in a week or two. The impression it has made, the creation of a new viewpoint and the instilling of a measure of caution, will be permanent.

It is very well indeed for the iron and steel trade that this incident has occurred. Something of that nature was needed. Steel prices had been advancing too rapidly, for they have been advancing in recent years as rapidly as they advanced at any previous time, and there certainly is nothing safe in a market that does not advance more and more slowly as it goes up, for there is necessarily an impossible level somewhere and it stands to reason the market should swerve away in an effort to avoid it, rather than head directly for it. The pig iron market also, starting with its modest advances late in August, had been advancing more and more sharply, and it needed a check. We are registering here no objection to the pig iron market advancing, but it is certain that it ought not to advance first by 25-cent increments, then by $1 increments, then by $2 increments, and so forth. That is not the way for a market to seek its proper level.

Even if peace talk should proceed much farther than it has to date, there is no occasion at present or in the near future for any iron and steel commodities to recede from price levels they have really attained. At best it would require a very long time for peace to be made. Even an armistice during the early stages of negotiations would be quite improbable and even an armistice could not possibly involve a stoppage at the munition factories. Besides this consideration it must be observed that the American steel trade is 25 per cent. export and 75 per cent. domestic, and the domestic consumers have their engagements, not to be suddenly broken or postponed. Prices should not recede from levels actually attained, but there could be recessions from prices the market merely had the superficial appearance of having been reached.

TRIPLE-PRICED STEEL PRODUCTS

From *American Metal Market,* New York.

Last March and April a somewhat interesting pastime was to compile a list of the steel products which had doubled in price. On April 17th we printed such a list comprising 13 such products, including billets, wire rods, skelp, iron bars, steel bars, hoops, plates, shapes, blue annealed sheets, railroad spikes, structural rivets, shafting and cold rolled strip.

Now we can start a list of triple-priced steel products. The list is short now, but it may grow. It now stands as follows:

Sheet bars	$19.00 to $57.00
Plates	1.05c to 3.50c
Structural rivets	1.35c to 4.15c

The former comparison, like the above, was based on prices for commodities to be delivered at mill convenience. If prices for prompt shipment were considered, the list would be larger. When the market was at its lowest, in December, 1914, the prompt deliveries were quoted lower than the forward. Using prompt prices for comparison, triple-priced steel products would include steel bars, structural shapes and shafting.

These comparisons are another way of asking, "When will it end?" Traditionally steel is a commodity which sells well only as long as the price is not too high. Precedents have been forgotten, but there are certain circumstances that do not change. A part of the steel that is made goes normally into permanent construction, such as is calculated to earn a profit over a period of years, often quite a number of years. The total demand for steel can be maintained only by the special demand, that cannot be deferred, increasing enough to make up for the decreased demand for steel for permanent investment. Already much consumption of steel has been postponed, and of course more will be. If price advances continue the breaking point will eventually be reached. Conditions are different in degree not in kind.

Such an outlook is extremely gratifying to steel producers, then ordinarily it is not. In the ordinary steel price movements, the sellers are fearful of prices going too high, so as to shut off buying, because they know that a readjustment must come and that takes time. It is better to continue to sell at moderate prices. In this case, however, everyone knows that a readjustment must come, at the close of the war or sooner, and so as it must come in any event the present advances are countenanced. Demand for steel must bank up to the extent that purchases are deferred on account of high prices. It has always been very difficult for such banked-up demand to express itself in a declining market, and those who think it will be easy this time may find themselves mistaken, but it must be expressed eventually.

PRACTICAL SHEET-METAL WORK

THREE PIECE ELBOW WITH GUSSET OR GORE PIECE.

BY THOMAS STANFIELD

IN this issue is shown a flared article, round at top, square at bottom, but with the base at an angle to the top, as shown in side elevation.

Draw plan as shown by A B C D, placing plan of top in centre, as shown by circle. Divide the plan of top into four sections, having the diameter drawn from the division parallel to the sides of base as described at 1 9 to A B. From each of these points draw lines to corner (see A B C D). From each of the divisions in the circle draw lines to the nearest corner, as between 1 5 to A and 5 9 to C, repeating same on the other two sections. The lines thus obtained form the bases of angles; the height of the angles at A and D is the straight height on elevation. From A to D, as shown by line E A, with E D as an altitude, and the different points A 1 to A 5 as bases form the angles shown at X A 1, thus obtaining the points X 1, X 2, etc., to X 5. The height of angles at B and C is equal to straight height between B C on elevation, as shown by B F, with B F as altitude and the points B 5 to B 9 as bases, form the angles shown at X B 5.

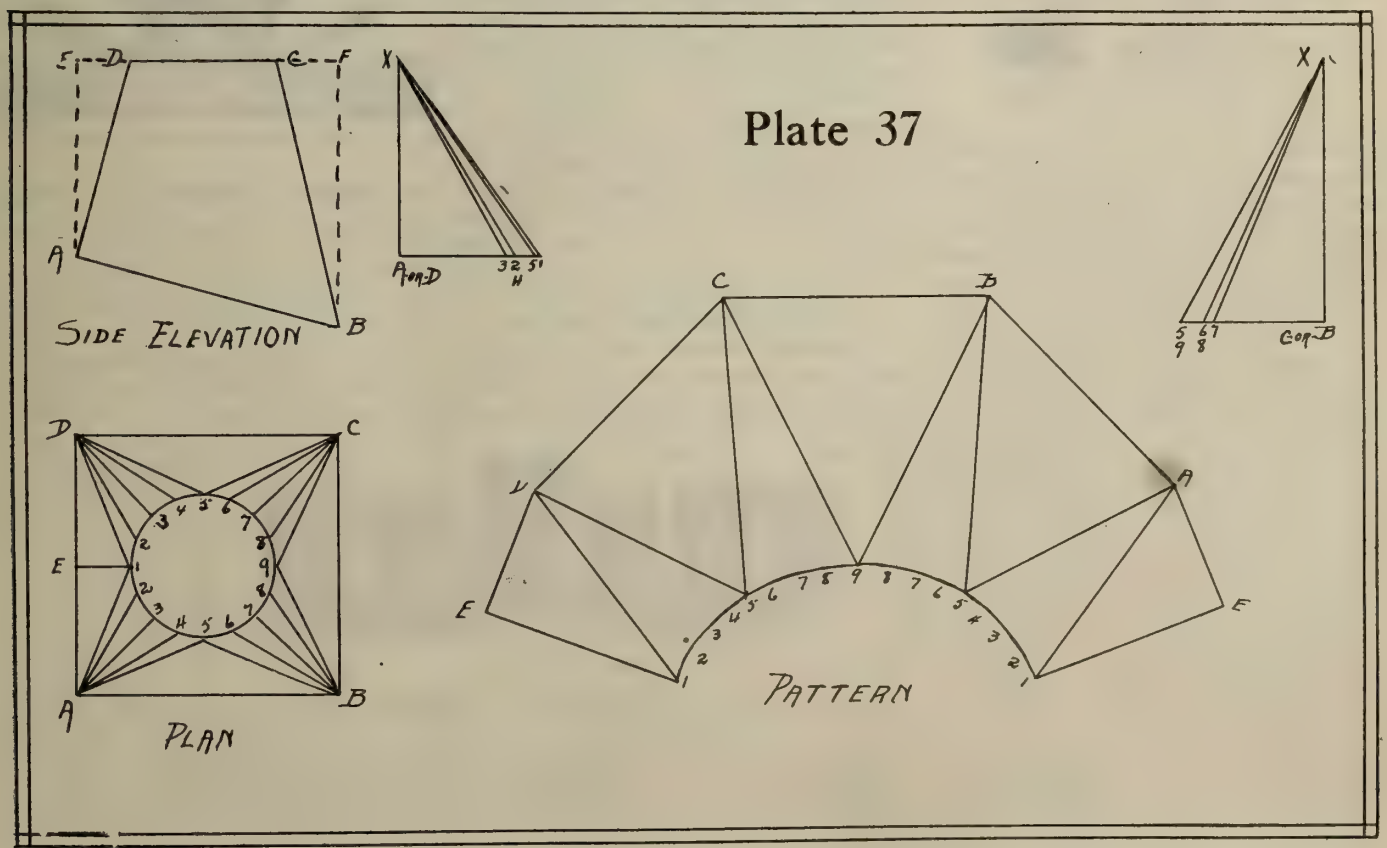
To lay out pattern, draw a line equal to D A on elevation, as shown by E 1. With E as a centre and E A of plan as a radius, then draw an arc. And with X 1 at angle A as radius and point 1 of pattern as a centre draw an arc intersecting the one drawn from E, thus obtaining paint A.

With point A as a centre and the different points X 2, X 3, X 4, and X 5 at angles A as radii draws arcs intersecting each, as drawn with arc drawn from last point obtained, as from point 1, to obtain point 2, 2 to 3, etc., the radius of the arc being one division of circle in plan. When point 5 is obtained, draw lines joining A 5, with A as a centre and A B on elevation. As a radius, note that A B on elevation shows correct length A B, but on plan it does not; draw an arc. With X 5 at angles at B as a radius and point 5 as a centre draw an arc intersecting the one drawn from A obtaining point B.

Now draw lines, joining A B and B 5 With B as a centre and the different points, X 5, X 7, X 8, X 9, as radii, draw arcs intersecting each as drawn, with arc drawn from last obtained point, the radius being equal to one division of circle in plan. When point 9 is obtained, draw a line joining B 9 with B as a centre, and B C on plan as a radius draw an arc. With X 9 at B as a radius and point 9 on pattern as a centre, draw an arc intersecting the one drawn from B, thus obtaining point C.

Next draw lines joining B C and C 9, with C on pattern as a centre and the different points, X 9, X 8, X 7, X 6, and X 5, as radii. Then draw arcs intersecting each as drawn, with arc drawn from last obtained point, this arc having a radius equal to one division in circle on plan. When point 5 is obtained, draw a line joining 5 C, with point C as a centre, and B A on elevation as a radius, draw an arc; with X 5 at angle A as a radius, draw an arc intersecting one drawn from C, obtaining point D; then draw lines joining C D and D 5. With

(Continued on page 54.)



NEW HARDWARE GOODS

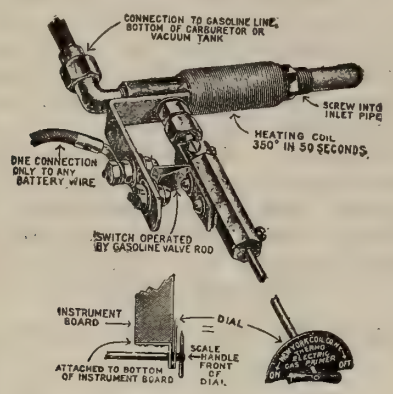
OFFERED TO CANADIAN HARDWAREMEN

THERMO ELECTRIC GAS PRIMER

The New York Coil Company, 338 Pearl street, New York city, announce their Thermo Electric Gas Primer, which is a device that screws into the inlet manifold and, it is said, delivers heated gasoline vapor and boiling hot liquid gasoline to all cylinders.

The makers claim it will cause the coldest engine to start on the first few revolutions of the motor, greatly conserving the energy of the starting battery, which very frequently is made to suffer, due to the extreme difficulty of starting in cold weather.

The instrument consists of a brass chamber over which is wound a heating unit that is connected through a switch



Thermo Electric-Gas Primer.

to the nearest battery wire. A slight turn of the rod which is run up to the instrument board establishes an electrical connection which heats the brass chamber to a temperature from 300 to 500 degrees, in about one minute's time. A slight further turning of the rod opens a needle valve, at which time the starter pedal is depressed, the vacuum in manifold draws gasoline through a pipe connection attached to bottom of vacuum tank, pet cock underneath carburetor, or the gasoline line directly to the interior of the heated chamber, where it is instantly converted into the most explosive vapor. The needle valve is left in this position for several minutes, allowing the engine to receive an extra rich mixture of heated gasoline, which, it is said, quickly brings the motor to the proper temperature, entirely independent of the action of the carburetor.

The makers claim there is no filling or attention required, or pumping fuel to the device, as in other primers. The device is exceptionally well made, and is supplied with tubing and wiring for connections, together with lucid instructions.

NEW ARMSTRONG TUBES

A new Armstrong automobile inner tube is offered to the trade by the Armstrong Rubber Co., Inc., 118-122 Adams street, Newark, N.J. One of the main features of the new tube is its equipment with a "Kahn" indicator valve by which it is said the air pressure in the tube can be ascertained at all times. The tire is made of heavy pure gum rubber. The valve can be set for the pressure desired in the tire, and when the pressure is reached, the main valve automatically closes and the remaining air exhausts through a by passage until the source of supply is disconnected. Reference to the accompanying illustration shows that the collar marked A. has five slots, marked respectively 5, 6, 7, 8 and 9, at each of which the projection B on the collar C can be set by a slight turn of the latter. For instance, if it is desired to keep 80 lb. pressure in the tire, the collar C is simply turned until the projection B fits into the slot on collar A marked 8. Then when the tire is pumped to 80 lb. pressure it is impossible to put more air into it.

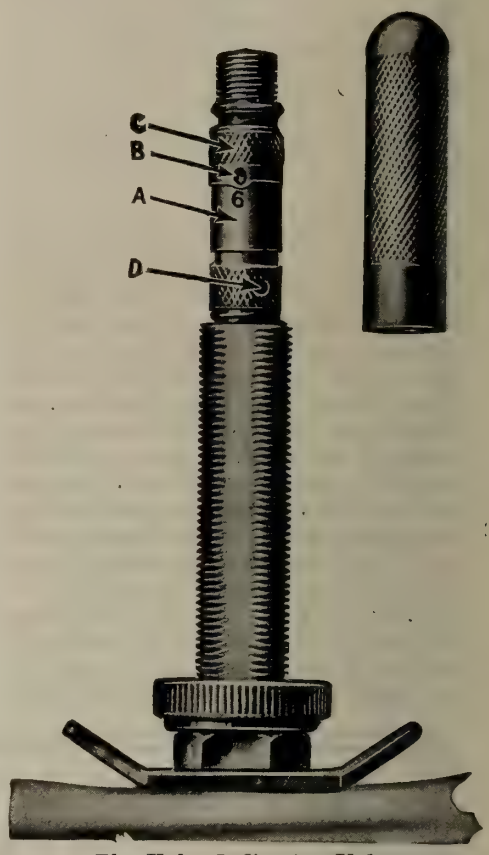
The excess air in escaping after the desired pressure is reached passes through a small hole in the side of the valve, marked D, making a whistling sound and acting as an alarm, warning the operator to cut off the source of supply.

ALUMINUM TESTED CUPS

American Aluminum Ware Co., 374-380 Jelliff avenue, Newark, N.J., is marketing the aluminum tested cup set No. 52. The set consists of 5 cups in a case, measuring 2½ in. at the top, by 3½ in. deep, cups 2¼ in. x 2¾ in. deep. The makers state that the set of cups makes a practical and useful set for tourists, autoists, and picnickers.



Nested Cup Set.



The Kahn Indicating Valve.

PRACTICAL SHEET METAL WORK

(Continued from page 53.)

D as a centre, and the different points, X 5, X 4, X 3, X 2, and X 1, as radii, draw arcs intersecting each as drawn with arc drawn from last obtained points the radius of this arc being one division of circle on plan. When point 1 is obtained, draw a line joining D 1. With D as a centre and D E on plan as a radius, draw an arc. With point 1 as a centre and A D of elevation as a radius, draw an arc intersecting the one drawn from D, obtaining point E. Draw lines joining D E and E 1, thus completing outline of pattern as 1, E, D C, B A 1.

WEEKLY PAINT DEPARTMENT

Handling Ruffled Customers

Can the Business of Average Size Every Time Live Up—Literally—to That Famous Declaration: "the Customer is Always Right

AN article which recently appeared in *"System,"* the Magazine of Business, entitled "Handling Ruffled Customers," contains so many truths regarding the subject that it is here reprinted for the benefit of salesmen. It will interest all clerks who are called upon to serve customers in the paint department. The article does not specifically deal with paint, but many of the types of customers referred to are not by any means unknown to the clerks in hardware stores. The article, written by Russell Wilmot, follows:—

No matter what kind or size a man's business may be, he will doubtless have his quota of dissatisfied customers. The best he can hope to do is to hold it down to a minimum. Only a business which is in a position to create new customers more rapidly than it loses old ones can usually afford to have any at all.

Many merchants believe that an appeased customer isn't so valuable an asset to their stores as one who has never been provoked. It doesn't take much of a disappointment, they hold, to drive a customer to a competitor. The customer, to begin with, expects fair treatment and courtesy. He has, they believe, a right to expect them.

It is the occasional unreasonable customer, whose demands on the merchant are unfair to him and to his business, who really calls for the most careful consideration and who is likely to do the greatest amount of harm.

The point at which the unfair customer and the fair merchant can get together is often narrow and calls for great tact from those in charge of complaints. Perhaps, as a matter of fact, the stores suffer losses too often, rather than permit customers to leave in anger.

What Policy Can You Afford to Follow In Satisfying Customers Who Complain?

This brings up the question: Can a business man with an average sized store live up—literally—to that famous declaration of a merchant with a very big store: "The customer is always right"? Many think that there is such a thing as going too far in yielding to customers' requests regardless of their demands. Merchants' associations in several cities are restricting the privileges extended to customers by their members.

Yet it is of course true that often the customer may have just cause for complaint. And then it surely becomes the duty of the store to give every possible adjustment, for otherwise it is likely to suffer to a far greater degree than the customer. So it is important to locate the causes for justified complaints and to stamp them out.

One of these causes, and often an important one, may arise from the danger that advertising departments sometimes unintentionally misrepresent goods. Especially is this true where many of the customers involved are women.

Women are the chief readers of certain types of retail advertising copy. Many of them are drawn to their shopping trips by what the advertisements say, as well as by their faith in the integrity of their favorite stores. It would, therefore, seem logical that the primary aim of retail advertising within this field, next to an endeavor to create an immediate demand for the goods advertised, should be to gradually build up confidence, and thereby to attract steady purchases by always being able to make the goods square with their claims.

Even occasional misstatements in retail advertising copy of this type are likely to minimize the general good effects of an otherwise effective campaign by dissatisfying customers. One disgruntled woman customer who believes she has been misled may mean from one to ten centres of ill will.

Many successful stores, big and little, find it worth while to make a careful study of feminine temperament, not only as a step to winning new trade, but as a means of holding the old through minimizing the number of "kickers," as a result of the attitude taken by their advertising copy.

Here is an example in point. Altman's, one of the biggest department stores dealing with a high class of retail trade, gives close attention to this problem. Its method is simple. Each morning the buyers gather in a big room on an upper floor and consult with the advertising director. The buyers and the advertising man compare notes and make certain, through free discussion, that the merchandise fits all the statements to be made for it in the newspapers.

It is often difficult to tell whether or not living up to "the customer is always right" is sound—but the results of misjudgment are so severe, frequently, that many able merchandise men believe it wise always to yield to the customer's request if the amount involved is not too large.

Here is a case where misjudgment lost trade. A large and expensive Sunday advertisement in a Boston paper told of wonderful values in feathers and tips. For a year a certain woman had been looking forward to buying three short, graceful, heavy-headed feathers. Here was her chance.

Early Monday morning, therefore, she hurried into the shopping district and secured the feathers. She paid rather more than she had expected, but got exactly what she wanted. She carried the feathers to her milliner and had them placed upon a hat for an afternoon at a long anticipated symphony concert. When she left the concert, she found rain falling in torrents.

The graceful, curling feathers were soon draggled and straightened. Knowing, however, that they could be curled again at slight expense within a day or so, this woman took them to be re-curled to the very store at which she had purchased them. Two days later she called for them and was handed three over-curled, partly worn, wooly-fibred feathers.

"These are not mine," the woman declared. "You have made a mistake."

"We never make a mistake," the saleswoman replied, a bit haughtily.

"But they are not mine!" the woman protested. "Mine were just new—last Monday. They were much heavier and glossier fibred."

In vain she appealed to the floor manager and at the complaint office. The saleswoman declared that there had been no other black feathers in the repair room, the floor man was tolerantly incredulous, and the girl who had made the sale in Monday's rush could not be located.

The floor man pointed out to the com-

plaint man—sotto voice—that any one with half an eye could see that the feathers were half worn out and had been cheap ones in the first place. The woman heard him, agreed with him, and explained afresh that hers were handsome new ones. She was told coldly that nothing could be done about it, and—with tears dangerously near the surface—she departed. She had been subjected to injustice and branded as guilty of attempting a flagrant piece of dishonesty by the employees of one of the largest firms in the country. She was helpless, and yet she was right.

Then there is a source of complaints originating with a carelessly trained sales force. There are means available at small expense for the average sized store which wants to instruct its sales force about what it sells. The large store can afford to use more elaborate means of its own creation to reach the same end. Therefore, there is apparently little excuse for a sales force with a soggy knowledge of what it is selling.

But, nevertheless, many a sales force is soggy in this respect.

Here follow two incidents hinging on the poor training given members of retail sales forces. A woman who does much traveling found herself in Pittsburgh with two hours to spare. She decided to do some shopping and sought out one of the big stores.

The first item on her list was wash belting. She approached a counter that looked as if it might be able to supply this want. She was treated with indifference by the salesgirl, informed that this particular counter didn't carry wash belting and left to seek further without help.

This woman went from counter to counter without being able to get suitable satisfaction or guidance in her quest for a very simple article. Finally, as she was about to leave, greatly provoked, she passed the first counter again and appealed to the indifferent salesgirl once more.

"I am quite sure that you have what I want," she said. "In fact, this belting here is exactly what I want."

"Sure, we have that," said the salesgirl, "but you asked for wash belting. What you have selected we call 'finished Hamburg inserting.'"

Here a customer was dissatisfied either through poor training or lax management. This salesgirl wilfully permitted a customer to slip through her hands by not finding out just what she wanted in the first place and making some endeavor to either suit her or to see that she got to the right counter.

Lack of tact is, of course, a prime cause of complaints—often unexpressed ones. Here is a fairly specific illustration of this.

Many winter residents in California do light housekeeping. The neighborhood delicatessen stores therefore enjoy a thriving business.

A woman and a man stood before the counter of such a store in Pasadena. The man was leisurely surveying the offerings. The woman decided to make a purchase from some chicken tamales that were heaped on a platter on top of the counter.

Selecting four plump ones without waiting for wrapping paper, she dropped them into a bag she carried and handed the clerk a bill, with the request that it be sent up in the cash carrier for her change immediately, as she was in a hurry. The man standing by her side waiting to purchase, with unpardonable rudeness thereupon turned to the woman with the remark: "Nowadays women are always butting in everywhere. I wish I might go where a woman would never be seen."

The woman retorted: "The sooner you go to that place the better off society is likely to be. It will be totally unnecessary to delay your departure on account of possible tears shed over losing you."

This Salesman Might Have Saved His Store Two Customers

The attack and the retort were both regrettable. They sprang from one of those flashes of crude human nature which at times break through the veneer. There was a moment's uncomfortable silence.

The clerk grinned delightedly, and in the tension of waiting for further developments forgot to send for the requested change. The woman replaced the tamales and picked up her money. Next both customers walked out of the store—probably never to return. Had the clerk used average tact and perhaps remarked gently: "Pardon, but I have ample time for both," an unpleasant situation might have been avoided and wrath turned away by soft words. While procedure in attending to customers is right and proper, tact in handling a threatened "collision" should be part of the training of every salesman.

I once knew a clothier—let's call him Bill Taylor—who opened up in a small way in a western college town. Some of his experiences indicate how tact can anticipate and smother complaints and dissatisfaction. His field was pretty well covered by three large competitors to start with. In a recent conversation he dated his success from the day his three competitors came down and looked in his window, laughed, and went away saying he couldn't last a month out. That made everybody curious to drop in and see what this foolhardy merchant looked like.

This unique introduction furnished by his competitors may have helped, but his success actually dated from the day his personality was let loose in that town, and a good personality is usually a sort of general antidote for complaints. His methods were as effective as they were original. The way he went after that fall college trade was an eye opener. Well, within the time that had been given him to "bust" the students had discovered his store and the fact that it was there for them; in truth, it was. It was their store, and Bill never let them forget it.

I have seen a couple of freshmen come in and one step behind the counter and sell his classmate three shirts. He even made out the sales slip and wrapped the purchase. Bill watched the whole proceeding from across the store with an indulgent smile.

Another Method of Handling This Customer Might Have Made Him Dissatisfied

One day a member of the college faculty dropped in to purchase a pair of shoes. Bill motioned the clerk to stand back; he knew his man and wanted a clear field. He talked with the customer for several minutes before he even went to the shoe cases. Then he brought out just one pair of heavy, tan street shoes. The professor slipped his feet into them, then fidgeted about nervously.

"Better show me another pair," he suggested.

"You don't want to buy but one pair, do you, Professor Graham?" It wasn't really a question, but rather a statement of fact in a studied, soothing drawl. "I can't show you a more stylish, serviceable shoe for this sloppy weather. And see how well it fits you."

After the nervous professor had departed with the purchase, I asked Bill if he made a practice of taking things into his own hands that way. "Oh, my, no!" He spoke emphatically. "But I know that man, and he invariably gets every shoe in the house that could possibly fit him piled up around him for inspection. Then he gets fidgety and nervous, and this attitude is unconsciously reflected by the salesman. The merits of the various lasts and leathers add to the professor's confusion, and he finally goes out undecided, and perhaps just a little bit dissatisfied without really knowing why. I stave off the possibility of a complaint by handling him myself with just a little extra tact."

Just as an example of Bill's ability to forestall complaints with tact, I'll cite another instance that came under my observation. A rather fastidiously dressed young man came in hastily and asked for a particular collar which had just been placed on the market.

"I'm sorry," said Bill, "I haven't a Potomac in stock in your size to-day, Mr. Hill, but I'll have plenty here by Thursday. That's only day after to-

(Continued on page 60.)

We thank the sellers of S-W Products for their most excellent co-operation during the past year and wish each one the Compliments of the Season



In the Matter of Service

No matter in what part of Canada S-W agents are located, our warehouse and shipping facilities in the large distributing centers enable us to make immediate "full line" deliveries and large savings in transportation charges.

Aside from these important advantages

Sherwin-Williams Service

means quality paints and finishes that are the acknowledged standard the world over.

S-W agents are also "cashing in" on our business-building International Consumer Advertising.

If you are interested in a line of paints and finishes that practically sell themselves, get our agency proposition.



THE SHERWIN-WILLIAMS CO.
of Canada, Limited
PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.
Head Office, Montreal

If interested, tear out this pand keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Dec. 20.—There has been a holiday lull in paint market activities this week. Following the rise in white lead in oil, the market has been without sensational movement in any respect. This week finds turpentine still firmer, and the lower quotations of last week are wiped out by the steady movement of the market upwards in price. There is a rumored curtailment of supply as regards turpentine, and demand has been quite brisk. Expectations of an increase in prices of dry lead have not materialised this week, but there may be some movement towards greater firmness in this metal after the New Year. Putty is steady following last week's increase. Glass is up in price, and is in fact the principal commodity used in the trade that shows an advance this week. Gasoline is steady at last week's quotations which showed an advance over the previous week.

Plate Glass Shows A Five Per Cent. Rise

GLASS.—For some time past, as readers of HARDWARE AND METAL are aware, there has been a tendency to firmness and rising prices in glass. This week an increase of five per cent. on all lines of window and plate glass is recorded. In the hardware trade the rise takes the form of a change in discount from the former 15 per cent. and 5, to 10 and 5. The change is due to the shortage of labor and difficulties of manufacture in the United States from where the main glass supplies of Canada are imported. Incidentally it may be noted that Canadian made glass (used in the manufacture of bottles chiefly) increased this week also as regards the glass for druggists bottles.

White Lead in Oil Rests on its Record

WHITE LEAD IN OIL.—Holding the proud position of having attained the highest price in the history of its use in Canada, white lead in oil is content this week to rest on its reputation, and remain dormant awaiting the course of events. Demand for the product has been normal, and apparently unchecked by the increase in price of last week. The usual holiday slackness seems to pervade market conditions for this as for other paint products at present, but the turn of the New Year may find general tendencies resumed towards firmness. The market for the metal was reported a trifle easier during the week. The oil was unchanged from last week's conditions.

Linseed Oil Quiet; Prices Are Steady

LINSEED OIL.—Flax seed was considerably firmer priced at the middle of this week than it was at the same period last week, the quotations being $2.58½ cents per bushel. Linseed oil was only slightly influenced however, and prices from crusher to wholesaler showed but slight shadings towards firmness. The market seemed to some opinions even weaker for the oil as compared with the tendencies of the beginning of the week, and prices from wholesaler to retailer were not altered at all from last week's quotations which show a fairly wide range as follows:

Linseed Oil	Raw	Boiled
1 to 4 barrels ..	$1.12-1.20	$1.15-1.25
5 to 9 barrels ..	1.11-1.19	1.14-1.24
10 to 25 barrels	1.10-1.18	1.13-1.23

Turpentine Keeps Up Its Firmness

TURPENTINE.—The tendency towards firmness in turpentine which was expressed decidedly last week in an advance of two cents per gallon, became still more marked this week, and the advance on the lower quotations of last week, became a decided levelling up influence, bringing the market to a fairly general 80 cent figure for turpentine in one barrel lots. Firms quoting 78 cents to good customers might be found, but the prevailing price was around the 80 cent figure for all deliveries of less than a couple of barrels, and for smaller quantities correspondingly firmer prices were quoted. Reports from Savannah seemed to suggest further firmness due to insufficient supplies according to some market views, other opinions attribute the rising tendency to local demand's being rather brisker, and spot stocks more appreciated accordingly. Prices ruling on the market are as follows:

Turpentine	Per Imp. Gal.
1 barrel lots	80 cents
2 to 4 barrels	79 cents
5 to 10 barrels	78 cents

Mixed Paints Prove Steadily in Demand

MIXED PAINTS. — Demand for mixed paints has been exceedingly good for the time of year, say all manufacturers without exception, and the crushers reports regarding demand for linseed oil by the manufactures bear out the idea that manufacturers have been filling orders rapidly. Travellers are mostly all in now for the holiday, and a sound based feeling of substantially good market conditions for mixed paints prevails. There is every indication that even at enhanced prices mixed paints will be in wholesome demand for spring business throughout the opening weeks of the coming year, and since prospects are still towards firmness, and the public (including the paint consuming public) are getting used to the higher levels of prices, good business in paints is looked for, and justified by orders coming in from the country. During the holidays there will be a slight lull in business—a breathing spell after a strenuous Fall (in which there were several rises.)

TORONTO

TORONTO, Dec. 22.—Business in paint lines has been quiet during the week with the jobbing houses. Travellers have not been making their calls and business has been more of a sorting-up nature. Travellers for some of the large paint concerns are on the road, however, and are busy taking spring bookings. Business in this line for future delivery is reported good. White lead in oil is holding firm at the advance recorded last week. Some jobbers have pointed out that the advance was not commensurate with the advance that has recently taken place in the price of the pig lead. Linseed oil is holding steady in the face of an erratic market in the flaxseed. Turpentine continues firm and in certain quarters has been marked up in price. Gasoline is holding firm in the face of another advance in the Mid-Continent crude oil. Varnish has not yet been marked up by most of the houses,

"BETTER BRUSHES"

AND JUST

"BRUSHES"

ARE YOU, AS A PROGRESSIVE, WIDE-AWAKE DEALER, CONTENT TO OFFER YOUR TRADE JUST "BRUSHES" OR DO YOU IMMEDIATELY SEE THAT YOUR BUSINESS INTERESTS ARE BEST SERVED BY SUPPLYING

"BETTER BRUSHES"

THAN YOUR LESS PROGRESSIVE COMPETITOR FEELS IS REQUIRED?

ARE YOU LIKE THE WOMAN WHO, AFTER BUYING A CAN OF VARNISH, WAS ASKED IF SHE DID NOT WANT A BRUSH TO APPLY IT, SAID: "NO! DON'T NEED IT, I CAN PUT IT ON WITH A RAG," OR DO YOU KNOW THAT TO SELL A HIGH QUALITY PAINT OR VARNISH WITH AN INFERIOR BRUSH TO APPLY IT IS NOTHING SHORT OF A

COMMERCIAL CRIME?

DO YOU KNOW THAT THE COVERING CAPACITY OF GOOD PAINT IS INCREASED, IN MOST CASES, OVER 20% BY USING

"BETTER BRUSHES"

TO APPLY IT?

DO YOU KNOW THAT PAINT APPLIED WITH THESE

"BETTER BRUSHES"

IS DISTRIBUTED MORE EVENLY AND, BEING FORCED INTO THE GRAIN OF THE MATERIAL TO WHICH IT IS APPLIED, CLINGS TIGHTER AND WEARS LONGER THAN WHEN JUST "BRUSHES" ARE USED?

DO YOU KNOW THAT

"BETTER BRUSHES"

ARE MADE ONLY BY

T. S. SIMMS & CO., Limited

ST. JOHN, N.B.

AND THAT THEY ARE GOING TO TALK TO YOU THROUGH THIS MAGAZINE UNTIL THEY CONVINCE YOU THAT JUST "BRUSHES" ARE NOT

"BETTER BRUSHES"

ANY MORE THAN TIN WHISTLES ARE CANARY BIRDS?



IN the battery of melting kettles shown above we make 11,500 gallons of varnish at a single batch, and our storage tanks contain one and a half million gallons of varnish ready to ship.

These exceptionally large facilities for manufacturing and storage enable us to ensure ripe and uniform varnish at all times.

All varnishes, enamels, etc. made by Berry Brothers are staples of the painter's supply trade. They are safe to recommend and easy to sell because the label is recognized by consumers as a guarantee of quality.

Write for price list and interesting dealers' proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858
Walkerville, Ontario

(432)

If interested, tear out this page and keep with letters to be answered.

although some are now quoting at the highest price that recently went into effect. Putty is holding firm at the advance recorded last week. All glue prices are merely nominal. There is a big demand and consumers are willing to pay a premium on quotations in certain instances in order to take care of their trade. Glass has not yet advanced locally but dealers assert it will undoubtedly have to be marked up in the near future.

Linseed Oil Holds In Erratic Market

LINSEED OIL.—The net difference in the flaxseed market during the week has been in an upward direction to the extent of 3c. per bushel. On Wednesday of last week flax closed for the December option at $2.53 and on Wednesday of the present week the price was $2.56. During the week, however, it went as high as $2.58¾ for December option and as low as $2.50 on Friday of last week. From this it will be seen that the seed market is in an erratic condition. Linseed oil has held steady in price during the week as a result and the range of quotations is practically the same as last week, the low range being $1.08 for raw linseed oil and quite generally $1.15 for the higher range. In one instance, however, the price was quoted as high as $1.19 for the raw. There has been a good demand for oil cake and prices in this commodity have firmed up considerably in certain quarters, the range being from $50 to $54 per ton. Oil men were expecting the recent move of President Wilson toward drawing out peace terms to have a weakening effect in the market, but at the opening of the market on Thursday this apparently had no effect as opening quotations for flaxseed were higher than the previous day.

	Raw.	Boiled.
1 to 2 barrels..	$1.08-$1.19	$1.10½-$1.22
3 to 5 barrels..	1.07- 1.18	1.09½- 1.21
6 to 9 barrels..	1.06- 1.17	1.08½- 1.20

Crude Oil Advances; Gasoline Again Firm

GASOLINE.—The market for gasoline held steady and in a firm condition during the week. Another advance of 10c. per barrel in the price of Mid-Continent crude oil now makes the selling price for that commodity $1.20 per barrel. This again puts gasoline in a firm position, together with all other oils. Coal oil is also in firm market, together with all lubricating oils such as cylinder, automobile, black oil and machine oil. Gasoline is quoted at 27½c. to 28c. on a bulk basis, with benzine 1c. under. Further advances in the various oil products would not come as a surprise.

Lower Quotations On Turpentine Up

TURPENTINE.—There was a steadiness quite generally in the local market for turpentine during the week, with the concerns quoting the lowest prices last week recording an advance of 2c. The range of prices is no wfrom 75c. to 82c. There was a slightly easier tendency in the primary market during the first part of the present week when the price was quoted down 1c. per gallon from the high closing point of Saturday last. Demand for turpentine locally has been rather poor during the week. Following are the quotations:—

	Per Imp. Gal.
1-barrel lots	$0.75-$0.82
2 to 5 barrels	0.74- 0.81
6 to 9 barrels	0.73- 0.80
5-gallon	0.80- 0.89

Glass Market in Hesitant Condition

GLASS.—There is a continued firmness in the price of glass with higher prices in the near future almost inevitable. Although recent heavy advances have taken place in the United States the local dealers have not yet taken the initiative to increase prices. Dealers assert that glass in the primary market to-day would cost but a few cents less per case than it is being sold at to the retail trade at the present time in Canada. Some stocks are still on hand and until these are exhausted there will probably be no concerted move to mark prices upward. It is asserted that it is practically certain that higher prices will have to go into effect some time early in the New Year.

HANDLING RUFFLED CUSTOMERS

(Continued from page 56.)

morrow. Let me deliver a dozen bright and early Thursday morning.''

The customer was scarcely outside the store before Bill had a large retailer in a nearby city on long distance, and placed an order for some of these collars by return post. He had tactfully allowed the customer to think that he ordinarily stocked the Potomacs, but to me it looked like a losing game in dollars and cents.''

''I want that fellow's business,'' said he, by way of explanation. ''He usually trades with Jones Brothers. Did you notice how pleased he was when he found I knew the style, and felt I did. or would, stock them! As a matter of fact.'' he continued, ''I have a collar in stock that is essentially the twin of the Potomac.''

''Then why didn't you sell it to him?''

''Because Jones Brothers stock it also, and it's a safe bet that it was because they tried to substitute that he came in here. So I probably forestalled a complaint on the ground of endeavoring to substitute by using a little tact. Anyway, I can afford to charge the trifling loss on this order to advertising.''

Perhaps these incidents, reflecting some of the causes behind complaints—carelessly handled statements in advertising, misjudgment of the customer's claims, poorly trained sales forces, implied disparagement of the customer's knowledge, and lack of tact—do not, after all, help very much in making a decision of whether or not it is wise invariably to follow that famous merchandising policy: ''The customer is always right.'' But they do at least help to demonstrate that while customers lost by adherence to right may be well lost—a loss which makes the loser truly richer—customers lost by wrong methods make for unnecessary poverty.

INLAND REVENUE DEBT REPORT

(Continued from page 50.)

	Samples
Found to meet claims	330
Found to meet claims by compensated value	18
Found nearly to meet claims and passed	8
Found sold without registration number	2
Found below claims	7
Total	365

The deviation from guaranteed value are usually very small, and the report shows an evident desire on the part of manufacturers of fertilizers, to live up to the claims made. It is, however, to be noted, states the report, that many fertilizers which in other years have claimed considerable amounts of potash, this year claim none, or notably smaller percentages than formerly. This is doubtless due to the scarcity of salts of potash, owing to war conditions.

Six brands of fertilizers make claims for very small amounts of potash, less than 0.50 per cent. These claims, states the chief analyst, represent no tangible values, and he thinks that claims for less than 0.50 per cent. should not be allowed. The Act (section 15) specifically concedes a deviation of half of one per cent. as possibly accidentally, and as negligible, provided that the total value of the fertilizer is not materially affected by it.

In 18 samples the words ''compensated value'' are used. The report states that it is sufficiently evident that many manufacturers have confounded the terms available and soluble as applied to phosphoric acid. The actual difference in value between water soluble and citric soluble phosporic acid may be very small, and the chief analyst felt justified in recognizing this fact in interpreting the results of analysis. One sample, states the report, (No. 70700) claims a total value so small as to render it practically useless as a fertilizer, and it should not be found on the market.

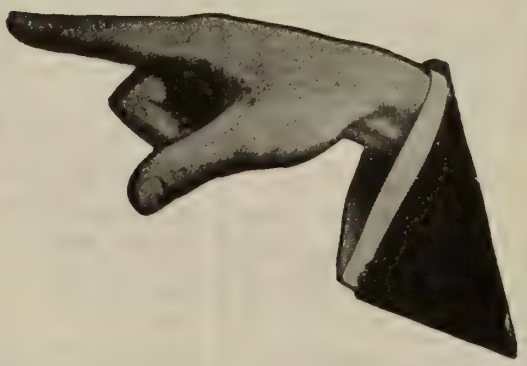
Reds
Greens
Yellows
Blues

DRY COLORS

OF

High Quality at Right Prices

are made and sold in Canada



McArthur Irwin, Limited

Operating

The Allan Munro Color Co., Limited, Montreal

"The Best Paint Made"



When you get case-hardened old Painters standing up for a "factory mixed" paint like that, it certainly means something.

Thousands of them are saying it to-day of Lowe Brothers' High Standard Paints.

The successes we are proudest of are those where we have convinced the severest critic of all — the Real Painter — that Lowe Brothers' Paints spread better and last longer than any other paints in the market.

Just ask the best Painter you know.

Lowe Brothers LIMITED

LYON PAINT AND GLASS CO., LIMITED, WINNIPEG

TORONTO, ONTARIO

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can Frequently make purchases at better prices.

AMMUNITION

Dominion Metallics—B.B. Caps, 25%; C. B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmokor 22 long lesmok, 20%; 22 short, smokeless, 20%; 22 long rifle, black, 22 long rifle smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add. 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add. 35% list; empty shot shells, 5%; blanks, add, 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, 2½% off list; "Regal" Dense Smokeless Powder, 2½% off list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

American Metallic Ammunition —B.B. Caps, Round Ball, $3.40 per M. net.; B.B. Caps, Conc. Ball, $4.25 per M. net.

Cartridges — Rim Fire Black and Lesmok Powder—22 Short, discount 5%; 22 Short, hollow point, discount 5%; 22 Long, discount 5%; 22 Long, hollow point, discount 5%; 22 Long Rifle, advance 12½%; 22 Long Rifle, hollow point, advance 12½%; 22 Short Spotlight, discount 12½%.

Rim Smokeless Powder — 22 Short, discount 17½%; 22 Short, hollow point, discount 17½%; 22 Long, discount 5%; 22 Long Rifle, advance 12½%; 22 Long Rifle, hollow point, advance 12½%; 22 Short Spotlight, discount 27½%; Rim Fire Military, size AD, advance 82½%; Rim Fire, all others, advance 12½%; Centre Fire, pistol styles, advance 67½%; Centre Fire, Military and Sporting styles, advance 82½%.

Rim Fire Blanks — 22 Short, $2.90 per M. net; 32 Short, $5.30 per M. net; 32 S. & W., $10.55 per M. net; 38 S. & W., $13.50 per M. net.

Shot Cartridges — Rim Fire, discount, 5%; Centre Fire, pistol size, advance 45%; Centre Fire, sporting size, advance 65%.

Primed Shells and Bullets — Advance 75%.

Primers—Winchester, 250 in box, Nos. 1, 1½, 2½, $3.50 net; Winchester, 100 in box, Nos. 1 and 2, $3.70 net; Winchester, 100 in box, Nos. 1-W, 1½-W, 2½-W. 3-W, new 4-5 and 5½, $3.70 net; Berdan, 250 in box, Nos. 1, 1½ and 2, $3.50 net.

Shot, standard, 100 lbs., Toronto, $14.50; Montreal, $14.25; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton. London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16....	$ 5.00	12/16....	$ 7.00
4/16....	5.00	13/16....	8.00
5/16....	5.00	14/16....	8.00
6/16....	5.00	15/16....	9.00
7/16....	5.00	16/16....	9.00
8/16....	5.00	18/16....	10.50
9/16....	5.50	20/16....	12.00
10/16....	6.00	24/16....	15.00
11/16....	7.00		

Discounts from Standard List prices:

Common, 65%.
Ford's Auger Bits, 30 and 10%.
Irwin Auger Bits, 40%.
Gilmour Auger Bits, 60%.
Rockford Auger Bits, 50 and 10%

F.O.B. Toronto, Montreal, London and Hamilton.

AUGERS, POST

B.T.—8 in., net	3 00
B.T.—10 in. net	3 30
B.T.—12 in. net	3 90

AXES

Single Bit, doz.	8 00	10 50
Double Bit	12 00	14 00
Boys' Axes	6 25	7 50
Hunters' Axes	5 50	7 00
Bench—No. 2, doz		10 00
No. 3, doz		10 80
No. 4, doz		11 60
No. 5, doz		13 20

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 12 to 60c lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 10%.
Standard Quality, 30, 10, 10%.
Side Lace Leather, lb.....$1 20
Cut Lace Leather, lb..... 1 40

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

BOLTS AND NUTS.

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 25%.
Carriage Bolts ($1), list, 7-16 in., 10%.
Machine Bolts, ⅜ in. dia. and smaller, 25%.
Machine Bolts, 7-16 in. dia. and larger, 15%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 15%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 10%.
Coach and Lag Screws, 35%.
Skein Bolts, 30%.
Square Head Blank Bolts, 15%.
Bolt Ends, 15%.
Plow Bolts, 15%.
Elevator Bolts, 20%.
Fancy Head Bolts, 15%.
Shaft Bolts ($3 list), 15%.
Step Bolts, large head ($3) list, 15%.
Whiffletree Bolts, 15%.
Nuts, square, $1 off list.
Nuts, hexagon, $1 off list.
Stove Rods, per lb., 9¼c.
Stove Bolts, 60%.
Tire Bolts, 45%.

F.O.B. Toronto, Montreal, London and Hamilton.

BORAX

Lump Crystal Borax, lb.. 0 10½

BRASS

Per lb.

Spring, sheets, 8 in. wide, up to 20 gauge	0 60
Rods, base ½ to 1 in. round	0 55
Tubing, seamless base	0 57
Tubing, iron pipe size, 1 in. base	0 54
Copper I.P.S.	0 58

BARS (Clothes)

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

BOILERS (Range)

30-gal. Standard	10 00
30-gal. extra heavy	12 50

BOARDS, BAKE

	Per doz.	
No. 1—18 in.x24 in...	6 00	6 00
No. 2—18 in.x28 in...	6 50	7 20
No. 3—20 in.x30 in...	7 25	7 80

BOARDS (Ironing)

Size 12x60 ins., doz.	7 20
Size 14x60 ins.	8 40
Folding, 14x58 ins., doz.	16 50
Cork covered, doz.	24 00

BOARDS (Sleeve)

Basswood, stationary, doz.	2 00
Folding, per doz.	3 50

BOARDS, STOVE

Wood, lined, 50, 10%.
Paper, lined, 60%.

BOARDS (Wash)

	Tin Plate	Zinc
Pony.....Dozen		$1 75
Crown		5 55
Dnady		3 75
Improved Globe	2 65	3 85
Standard Globe	2 75	3 95
Original Globe	3 00	4 25
Newmarket King		4 25
Diam'd King (Glass)		4 50
Western King (Enamel)..		4 75
Wood, double faced.		1 70

Subject to small discounts for quantities.

BUTTS

Wrought Steel:—

No. 840	25%
No. 800	20 & 5%
No. 838	25%
No. 808	25%
No. 804	30 & 5%
Nos. 802, 842, 844	30%
Nos. 810 and 814	15.5%
Nos. 820 and 910	30%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

Quotations nominal.

Proof coil, per 100 lbs., ¼, $9.45; 5-16, $9.10; ⅜, $8.35; 7-16, $7.15; ½, $6.95; 9-16, $6.95; ⅝, $6.80; ¾, $6.70; ⅞, $6.55; 1, $6.40.

Electric Weld Coil Chain—BB 3-16 in., $10; ¼ in., $7.25; 5-16 in., $6.75; ⅜ in., $5.75; 7-16 in., $5.25 per 100 lbs.

Electric Weld Loading Chain ¼ in., $11.50 per 100 lbs.

CHURNS

List prices hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $12; No. 4, $17; No. 5, $20.

Discount of 30% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 27½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 25%, out of stock.

CHOPPERS. FOOD

Universal No. 0.....$13.20 doz
1..... 15.00 doz.
2..... 18.00 doz.
3..... 24.00 doz.

COPPER

	Montreal	Toronto
Casting ingot, see weekly report		
Bars. ½ to 2 in.....	53 00	53 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	52 50	53 50
Copper sheet, tinned, 14x60, 14 oz.	54 50	54 25
Copper sheet, planished, 14x60 base.	61 00	60 00
Braziers' in sheets, 6x4 base	52 50	52 00

COMBS

Curry combs, net list.

CORD (SASH)

No. 6, lb.	0 44½	0 46½
No. 7, lb.	0 43½	0 45½
Nos. 8, 9, 10, 12...	0 43	0 45

CANADA PLATES

Prices nominal.

	Montreal	Toronto
Ordinary, 52 sheets	6 75	6 75
All bright, 52 sheets	7 50	7 00

	Galvanized		
	Apollo	Crown	Gorbals
18x24x52 .	6 25	7 50	7 50
60 ..	6 50	7 75	7 75

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$20 00
IX, 20x28 base	24 00
IXX, 20x28 base	28 00
IXXX, 20x28 base	32 00
Raven and Murex Grades—	
IC, 20x28 base, 56 sheets..	8 00
IX, 20x28 base, 56 sheets..	9 00
IXX, 20x28 base, 56 sheets.	10 50
IXXX, 20x28 base, 56 sheets	12 00

CHARCOAL TERNE PLATES

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 200 lbs., $14; 216 lbs., $15.

COKES, BRIGHT

Bessemer Steel—

10x14x20 base	7 75
20x28, double box	15 50

CLOCKS

Big Ben	2 40

CROWBARS, 6c per lb.

DRILLS

Bit Stock Drills, 45%.
Rd. Shk., 40%.
Wood Drills, 20%.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base	7 00	7 00
I X, 14 x 20 base	8 25	8 25
I X X, 14 x 20 base..	9 50	9 50

ENAMELWARE

See prices under heading Wares, etc.

FILES AND RASPS.

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	60, 2½
Kearney & Foot, Arcade.	60
J. Barton Smith Eagle.	60
Disston Brand	60
Vulcan Brand	60
Globe	60
Nicholson	50
Black Diamond	50
Delta Files	40, 5

F.O.B. Toronto, Montreal, London and Hamilton.

WANTED — RELIABLE, ENERGETIC hardware clerk, 8 to 12 years' experience. Capable of taking charge. Apply, stating salary and giving full particulars, to Box 170, Hardware and Metal, Toronto.

The firm who inserted the above advertisement in HARDWARE AND METAL showed good judgment.

Naturally, replies would only come from clerks who were in the habit of reading HARDWARE AND METAL—and every hardware merchant realizes that a clerk who reads HARDWARE AND METAL is the kind of clerk he wants, because he will be thoroughly informed on market conditions, new selling plans and the best methods of window display and advertising. The above advertisement brought in 23 replies. It cost only 67 cents.

USE THE WANT AD. PAGE.

The First Coat for Metal Work

is exceedingly important and it should be such that it will completely protect the surface from elements causing corrosion or rust.

CARTER'S
Dry Red Lead

is the highest standard quality and gives a full, heavy bodied mixture that assures absolute protection for every kind of metal construction.

We make Orange Lead and Litharge. Special Red Lead and Litharge for Color, Varnish and Rubber Making. Oxides for Potters and Storage Battery Makers.

Our products are wholly Canadian made and equal in quality to the best imported goods.

Send a post card for prices.

The Carter White Lead Co.
of Canada, Limited
91 Delorimier Avenue
Montreal

If interested, tear out this page and keep with letters to be answered.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	1 50
Smaller sizes	2 00
Mounted No. 115, each	3 75
Bi.-Treadle, each	4 25

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 7 75
Russet rope shank, 1¼ in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1¼ in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL)

7-16 in. gross $14.40; 9-16 in. $21.60.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	11 00
Masons, 5 lbs. and over, per cwt.	13 00
Napping, up to 2 lbs.	0 13½

HANDLES (WOOD) Net

Prices on handles under revision.

Axe, No. 3 culls, doz.	1 01
Axe, No. 1 hickory, doz.	2 14
Axe, 2nd growth, doz.	3 00

Extra quality, 40 per cent.

All second growth hickory handles, 40%; all pick handles, 35%; all other hickory handles, 37%; all ash and maple axe handles, 40%; all hickory team neck yokes, oval and round whiffletrees and wagon doubletrees and eveners, 25%; all oak, ash and rock elm team neckyokes and singletrees, 30%; all doubletrees and eveners, 25%; all hickory cant hooks and pevies changed to 25%; all maple cant hooks and pevies changed to 35%.

Second growth and No. 1 neckyokes, ash and hickory heavy team neck yokes and whiffletrees are struck off the list, and in future all these goods will be known as: White ash and hickory neckyokes and single teams, and will be sold at the present list price of second growth.

Boys' axe handles, 28 in., extra, $2.50; No. 1, $2; No. 2, $1.60; maple, $1.75; ash, $1.90 per dozen.

Prospectors, miners and drift pick handles, 32 in., $3.20; 34 in. and 36 in., $3.40 per dozen.

Manure fork handles, short, $3.60 per dozen.

Hickory pick handles, No. 1, $3, and No. 2, $1.75 per dozen.

Hickory axe handles, No. 3, 30 in. to 36 in., $1.60 per dozen.

All second growth ash hay fork, manure fork, shovel and spade, hoe and rake handles, 30%; extra quality, 40%, and No. 1, 45%.

F.O.B. Toronto, London, Montreal, Hamilton and St. Thomas.

HANGERS, BARN & PARLOR

Atlas, No. 0	6 65
Atlas, No. 1	7 30
Atlas, No. 2	8 50
Stearns, 4 in.	6 00
Stearns, 5 in.	8 40
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
Storm King and safety hangers, doz.	6 75
Steel track, 1¼ in.	6 00

HEATERS (OIL)

Perfection No. 120, N.P., ea.	$3 20
Perfection No. 130, N.P., ea.	3 45
Perfection No. 125, Jap., ea.	3 05

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 30 and 5% off list.

Light.	Strap.	Tee.
3 in., doz. prs.	1 00	1 00
4 in., doz. prs.	1 20	1 10
5 in., doz. prs.	1 40	1 30
6 in., doz. prs.	1 70	1 50
8 in., doz. prs.	2 50	1 80
10 in., doz. prs.	3 50	2 40

Discount 30 and 5% off list.

Screw Hook and Strap Hinge—Under 12 in., per 100 lbs.	6 50
Over 14 in., per 100 lbs.	6 00
Extra hooks for above, ⅝ in., per lb.	07
Extra hooks for above, ¾ in., per lb.	6¾

F. O. B. Toronto, London, and Hamilton, Montreal.

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	2 40	3 25
No. 3, per doz.	2 50	3 70
No. 4, per doz.	2 60	4 00
No. 5, per doz.	2 80	....
Little Giant	4 40	....

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, $4.40; No. 1 and smaller, $4.65; show pattern, No. 2 and larger, $4.65; No. 1 and smaller, $4.90; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.85; No. 1 and smaller, $5.10; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $6.25; special countersunk steel, all sizes, 0-4, $6.75; toe weight steel shoes, all sizes, No. 1 to 4, $7.25.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.60; No. 2 and larger, $1.50; "Sharp" No. 2 and larger, $1.70; "Sharp" No. 1 and smaller, $1.80. Put up in 25-lb. boxes.

HOSE, LAWN

Corrugated, ½ in., ft.	0 12
Corrugated, ¾ in., ft.	0 16
Corrugated, 1 in., ft.	0 22

Less 5% for full reels, 500 ft.

HAT AND COAT HOOKS

Coppered wire, 3 in., 80-85c gross

IRON AND STEEL

	Montreal	Toronto
Common bar iron per 100 lbs.	3 30	3 50
Refined iron, per 100 lbs.	3 55	3 90
Angles	base	4 00 3 90
Horseshoe iron, per 100 lbs.	3 55	3 95
Norway iron	9 75	7 00
Mild steel	4 00	3 65
Band steel	4 00	4 00
Sleigh shoe steel	4 00	3 90
Reeled machinery steel	5 50	6 00
Tire steel	4 20	3 85
Toe calk steel	4 90	4 35
Mining tool steel, per lb.	0 11½	0 13
Cammell Laird, lb.	....	0 22
Sheet cast steel, lb.	0 20	0 22
Black Diamond tool steel, per lb.	0 13½	0 13
Silver tool steel, lb.	0 17½	0 22
Spring steel	5 50	5 00

IRON, TINNED

72x30 up to 24 gauge, case lots	15 50
72x30, 26 gauge, case lots.	16 00

Less than case, 25c per 100 lbs. extra.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 15
Mrs. Potts, No. 50, nickel-plated, per set	1 30
Mrs. Potts, handles, japanned, per doz.	1 00
Sad irons, common, plain, 3, 4 and 5 lbs.	8 50
Sad irons, plain, 6 lbs. up	6 50
Sad irons, common, plated	5 50
Princess Electric, each	3 20
Gasoline Sad Irons each	3 75

LADDERS, ETC.

(Step Ladders)

Shelf-lock	14c ft.
Ontario	18c ft.
Faultless	22c ft.
Mechanic	27c ft.
Hercules	25c ft.
Perfect	24c ft.
Faultless, extra heavy	27c ft.
Hercules, extra heavy	30c ft.
Mechanic, extra heavy	32c ft.
Chair ladders, each	2 00
B.T. Standard	18c ft.
B.T. Economy	14c ft.
B.T. Iron Bound, 4-9 ft.	26c ft.
B.T. Iron Bound, 10-14 ft.	31c ft.
B.T. Iron Bound, 15-16 ft.	41c ft.
B.T. Iron Bound, 17-20 ft.	51c ft.
Crescent	17c ft.
Household	13c ft.
Standard	20c ft.
Electrician	26c ft.
Heavy duty	46c ft.
Extension	24c ft.
Common and Roped Extension	
Up to 32 ft.	17c ft
36 ft.	19c ft.
40 to 44 ft.	20c ft.
48 to 52 ft.	25c ft.
56 to 60 ft.	30c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	13c ft
18 ft. to 22 ft.	14c ft.

F.O.B. Toronto, Hamilton, London, Montreal.

LANTERNS Per doz.

Short Globe, doz.	8 50
Jumbo, doz.	9 25
Jap'd Dash, doz.	10 75
Search Dash, doz.	11 25
Searchlight, No. 20, doz.	19 00
All brass	24 25
Little Bobs A.C., doz.	2 00
Copper, well japanned, doz.	14 25

F.O.B. Toronto, Hamilton, London and Winnipeg.

LANTERN GLOBES

Cold blast, short	0 65	0 75
Cold blast	....	0 75
Cold blast, short ruby	2 95	3 00
Cold blast, common ruby	2 75	3 00

Less 5c a doz. in 6 doz. lots.

F.O.B. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 35
Steel Thumb, No. 3, per doz.	1 80
Steel Thumb, No. 4, per doz.	3 25
Barn Door, No. 5, per doz.	1 80
Barn Door, No. 9, per doz.	2 75

LEAD

Pig, see weekly report.	Mont'l	Tor'to Lb.
Lead wool	0 13	0 12
Sheets, 3 lbs. sq. ft.	0 13¾	0 12¼
Sheets, 3½ lbs. sq. ft.	0 13¾	0 12¼
Sheets, 4-6 lbs. sq. ft.	0 13½	0 12

Cut sheets, ¾c lb. extra.

Cut sheets to size, 1c. lb. extra.

MACHINES (WASHING)

	List Each
Canadian	$ 8 50
Dowswell	8 50
Noiseless	14 50
Hamilton	10 50
Re-Acting	13 00
Snowball	14 00
Momentum	15 50
New Century, style A	16 00
New Century, style B	17 50
Playtime, engine drive	18 00
Ideal Power	26 00
Seafoam, electric	96 00
Seafoam, engine drive	40 00
New Idea, electric	18 00
Sunshine	8 00
Popular, No. 1	9 00
Economic	11 00
Champion	16 00
New Excell-All	17 50
Blue Bell, without stand	16 00
Puritan Water Motor Washer, complete	26 00
Hydro, One Tub, engine drive	41 50
Low pressure water motor washer, each	26 00
Connor ball-bearing, with rack	18 00
I X L	17 50
Gem	15 50
Winner	13 00
Connor Improved	8 50
Jubilee	8 00
Canada First	18 50

Discount, 50%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	8 50
B.T. Bonnie, style B	9 00
B.T. Ideal	12 50
B.T. Ideal Power	14 00
B.T. Ideal Water Motor	24 00
B.T. Cyclone	12 50
B.T. Cyclone Water Motor	25 50
B.T. Vollmar, No. 2	13 00
B.T. Vollmar, No. 3	14 00
Forest City, engine-driven	40 00
Forest City, electric	88 00

Discount on B.T. Goods 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, London, St. Marys on shipments of ¼ dozen and upwards.

MALLETS Per doz.

Tinsmiths', 2½ x 5½ in.	1 75
Carpenters', round hickory	2 05

MOPS

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	3 75
Mop Sticks, doz.	1 60
Cast head mops, doz.	1 40
Crescent, doz.	1 75
Crank wringing, doz.	6 00

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

1 inch	$1
1⅛ inch	$1
1¼ inch	65c
1½ inch	40c
1¾ inch	40c
2 inch	30c
2¼ inch	30c
2½ inch	15c
3 inch	10c
3¼ inch	10c
3½ inch	10c
4 inch	5c
4½ inch	5c
5 inch	base.
5½ inch	base.
6 inch	base.

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.70 base.

Freight equalized on above points.

F. O. B. Montreal, Gananoque, Collingwood, and Owen Sound, $4.75 base.

Freight equalized on above points.

Windsor, Walkerville, F. O. B., factory points, carload freight allowed, $4.77½.

Cut Nails — Montreal, $4.25 base; Toronto, $4.25 base; London, $4.25.

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

HOCKEY STICKS

One Quality—The Best

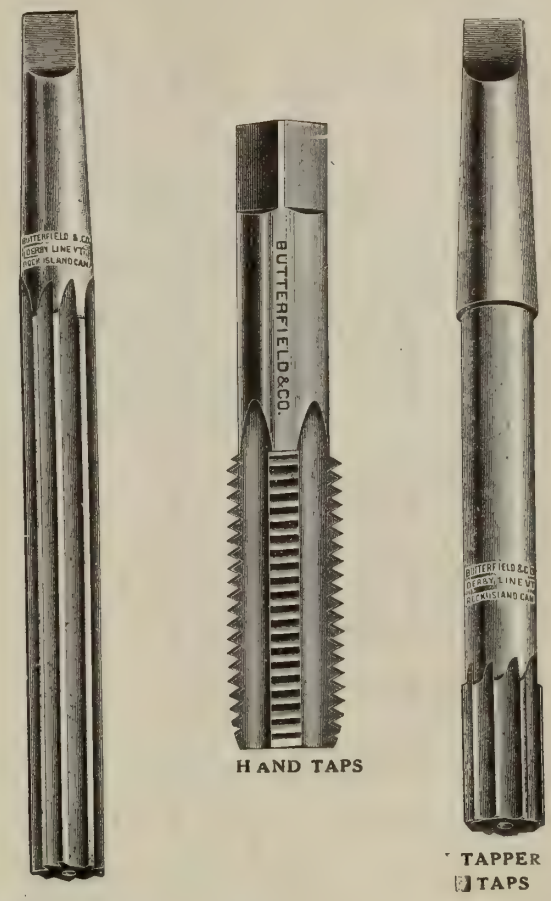
Made from the best air-dried, well-seasoned Rock Elm, in all the popular models.

Used by all the well-known amateur and professional players.

Prompt shipments from stock.

We also manufacture BASE-BALL BATS, TENNIS POLES, TENNIS MARKERS, DUMB-BELLS, INDIAN CLUBS, BOWLING ALLEY PINS, etc., etc.

The HILBORN COMPANY
AYR, ONTARIO



HAND TAPS

TAPPER TAPS

The Profit on a Job

depends many times as you very well know, on right *time* calculations for the doing of its various parts or operations. Any loss of time eats into profits and may wipe them out entirely.

In the processes of *REAMING*, to take care of the time factor,

Butterfield Tools

which are *guaranteed* fast cutters and clean workers, should be used.

Butterfield Taps, Dies and Reamers (see illustrations) are sturdy, honest and keen as all good workmen are. And they may be said to be *intelligent* also. For they are the products of the highest intelligence found by experience.

Do You Supply Them

BUTTERFIELD & Co., Inc.

ROCK ISLAND, QUE.

When in need of

Brooms
Brushes
Wrapping Papers
Twines COTTON JUTE HEMP

or

Grocers' Specialties

Ask us.

WALTER WOODS & CO.

HAMILTON and WINNIPEG

If interested, tear out this page and keep with letters to be answered.

NAILS (HORSE)

M. R. M. cold forged process

Size	Length	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 35
No. 4,	1¾-inch	4 05
No. 5,	1 15-16	3 50
No. 6,	2⅛	3 25
No. 7,	2 5-16	3 10
No. 8,	2⅛	2 90
No. 9,	2 11-16	2 80
No. 10,	2⅞	2 70
No. 11,	3 1-16	2 73

London, Hamilton, Montreal, Toronto.

NETTING POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2 inch mesh and 19 ga. wire.

12 inch...	$1.80	48 inch...	$ 6.20
18 inch...	2.65	60 inch...	7.70
24 inch...	3.40	72 inch...	9.20
30 inch...	4.00	84 inch...	10.50
36 inch...	4.75	96 inch...	12.00
42 inch...	5.50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3.50	42 inch...	$10.50
18 inch...	5.00	48 inch...	12.00
24 inch...	6.30	60 inch...	15.00
30 inch...	7.75	72 inch...	18.00
36 inch...	9.00		

1 inch mesh and 20 ga. wire.

12 inch...	$ 4.00	42 inch...	$12.00
18 inch...	5.50	48 inch...	14 00
24 inch...	7.00	60 inch...	17.00
30 inch...	8.50	72 inch...	20.00

(¾ inch mesh and 20 ga. wire.)

24 inch...	$10.50	36 inch...	$15.00
30 inch...	12.75		

(½ inch mesh and 22 ga. wire)

24 inch...	$16.50	36 inch...	$24.00
30 inch...	20.10		

Discount at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Montreal, Toronto, London, Canadian netting, 27½% off list.

American netting, 20% off list.

POULTRY FENCING Per rod

Invincible, 1640	0 68
Invincible, 1848	0 73
Invincible, 2060	0 83

Put up in 10, 20 and 30-rod rolls.

OAKUM Per 100 lbs.

Best (American)	20 50
U.S. Navy (American)	20 00
Clipper, U.S.	18 00
U.S. Navy (English)	16 50
Plumbers (spun)	8 00

OIL

	Montreal	Toronto
Can. prime white petrol	0 12	0 11
Royalite	0 12	0 11
Palacine	0 14½	0 13½
Lampoline	0 13½	0 12½
Electroline	0 16½	0 15½
Castor Oil, per lb.	0 30	0 25
Black Oil (Summer)	0 14½	0 12½
Black Oil (Winter)	0 12½	0 13½
Cylinder Green	0 35	0 35
Paraffine	0 24	0 22
XXX Machine	0 25½	0 21

OLD MATERIALS

Tea lead, 5½c. lb.
Lead, heavy, pipe, etc., 7½c.
Brass, yellow, 16c; red, 19c.
Brass, light, 11c lb.
Zinc, heavy, 8½c lb.
Copper, heavy, 20c lb.
Old cast iron, $14.75 per ton.
Wrought iron, No. 1, $18.75 ton.
Wrought iron, No. 2, $11 ton.
Stove plate, $11.50 ton.

Rubbers, such as old rubber boots and shoes, according to trim, 9¼c lb.; overshoes, lumbermen's rubber boots, etc., 6½c lb.; auto tires, etc., 5½c. bicycle tires, 2½c.

PACKING Per lb.

Fine jute	0 11½
Coarse jute	0 09½
Square braided hemp	0 25
No. 1 Italian	0 30
No. 2 Italian	0 23

PAPER Per 400 ft. roll

Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	0 60
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2 roll	0 70
Surprise Fibre	0 64
Tarred Felt, per 100 lbs.	3 25
Asbestos Sheeting, (per 100 lbs.)	8 00 10 00
Carpet Felt, 16 oz., per 100.	4 00

F.O.B. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PARERS

Gen. Hudson, per doz.	$7 75
Little Star, per doz.	6 50

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.		5 50
6 to 7 lbs., doz.		5 95
7 lbs., doz.		6 75
7 to 8 lbs., doz.		6 25
8 lbs., doz.	7 00	6 50

PINS, COTTER

Cotter pins, 85 and 10% discount.

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	$0 85
5 gross, 4½-in. (loose)	0 90
5 gross, 5-in. (loose)	1 00

PIPE, STANDARD WROUGHT

Buttweld—	Black	Galvanized
	Per 100 feet	
⅛ in.	$ 4 00	$ 5 50
¼ in.	3 42	5 55
⅜ in.	3 42	5 55
½ in.	4 42	5 99
¾ in.	5 41	7 53
1 in.	7 99	11 14
1¼ in.	10 81	15 07
1½ in.	12 93	18 01
2 in.	17 39	24 24
2½ in.	27 50	38 32
3 in.	35 96	50 11
3½ in.	45 08	62 10
4 in.	53 41	73 58
Lapweld—		
2 in.	20 35	26 83
2½ in.	30 42	40 66
3 in.	39 78	53 17
3½ in.	49 68	66 70
4 in.	58 86	79 02
4½ in.	68 58	92 08
5 in.	79 92	107 30
6 in.	103 70	139 20
7 in.	138 00	182 10
8L in.	145 00	191 30
8 in.	167 00	220 30
9 in.	200 10	263 90
10L in.	185 60	244 80
10 in.	239 00	315 20

Terms 2% 30 days, approved credit.

Prices Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 70%.

4½" and larger, 65%.

4" and under, running thread, 50%.

Standard couplings, 4" and under, 55%.

4½" and larger, 35%.

Terms 2% 30 days. Approved credit.

PIPE (CONDUCTOR)

	Plain	List
2 in., in 10-ft. lengths, list		8 00
3 in., in 10-ft. lengths, list		9 70
4 in., in 10-ft. lengths, list		12 80
5 in., in 10-ft. lengths, list		17 50
6 in., in 10-ft. lengths, list		21 30

Above subject to 45% trade discount.

PIPE, LEAD

Lead pipe, lb.	0 14
Lead waste pipe, lb.	0 15
Lead traps or bends, net list.	

PIPE (SOIL)

	Montreal	Toronto
Medium and extra heavy, 6" and under	0 55	0 60
8" soil pipe	0 40	0 45
Medium and extra heavy fittings, 6" and under	0 60	0 65

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

POLISH

O-Cedar, 4-oz. bottles, doz.	$ 2 00
O-Cedar, 12-oz. bottles, doz.	4 00
O-Cedar, 1-qt. can, doz.	10 00
O-Cedar, ½-gal. cans, doz.	16 00
O-Cedar, 1 gal. cans, doz.	24 00

PUMPS

Cistern Pumps	30%
Set Lengths	35%
Brass Lined Cylinders	30%
Brass Body Cylinders	25%

RIVETS AND BURRS

Iron rivets, blacked and tinned, 30. Iron Burrs 30.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

ROOFING Per square

Samson, 1-ply, roll	1 60
Samson, 2-ply, roll	2 15
Samson, 3-ply, roll	2 65
Pluvius, 1-ply	1 35
Pluvius, 2-ply	1 80
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1 ply	2 00
Amazon, 2 ply	2 50
Amazon, 3 ply	3 00
Everlastic, 1 ply	1 55
Everlastic, 2 ply	1 80
Everlastic, 3 ply	2 05
Liquid roofing cement, per gal., in barrels	0 22
5 and 10 gal. lots, per gal.	0 24
Coal Tar, bbl.	4 50

Roofing Pitch, 85c per 100 lbs.
F.o.b. Toronto, London, Montreal.

ROPE Lb.

Pure Manila basis lb.	25½
British Manila basis	21
New Zealand hemp basis	21
Sisal basis	19
Single lath yarn basis	19

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia.., 2c above basis.

Double lath yarn	19½
Yacht marline, tarred	46
White polished halyards	23
Hemp, deep sea line basis	36
Hemp, tarred ratline basis	32
Hemp, tarred bolt rope basis	34
Marline and Houseline	34
Jute rope basis	15½-16½
Italian rope basis	36
Cotton, ⅛ lb.	0 40 0 47½
5-32 lb.	0 39 0 44
3-16 lb.	0 39 0 41¼
¼ lb. and up	0 38 0 40

F. O. B. Toronto, Hamilton, London, Montreal.

SCALES

Prices on Champion scales are as follows:

Champion, 4-lb., $4.60, plus 20c for stamping; Champion 10-lb., $6, plus 30c for stamping. Champion 240-lb., $10, plus 50c for stamping. Champion 600-lb., $25, plus $1 for stamping. Champion 1200-lb., $30, plus $1 for stamping. Champion 2000-lb., $39, plus $1 for stamping. Champion 2000-lb. with drop lever, $46, plus $1 for stamping. Household, 10-lb., $4, 10c net extra for stamping; 25-lb., $5.20, 30c net extra for stamping. Discount from list on above 25%.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	75
Wood, R. H., bright	70
Wood, O. H., bright	70
Wood, F. H. Brass	42½
Wood, R. H., brass	40
Wood, O. H., brass	40
Wood, F. H., bronze	35
Wood, R. H., bronze	32½
Wood, O. H., bronze	32½
Square cap	35
Hexagon cap	35

F.O.B. Toronto, Hamilton, London and Montreal.

Re Gauges and Prices of Sheets.

Prices on black and galvanized sheets given below are purely nominal. The market has reached a state where prices are quoted only on application and for immediate acceptance.

On account of it being practically impossible to secure galvanized sheets from England, owing to the war, American mills have decided that they will no longer roll the English gauges to meet this competition. However, they will continue to roll at 10¾ oz., which will be known as such or a 30 gauge, and will take the place of the former English 28 gauge.

SHEETS (BLACK)

	Montreal 100 lbs.	Toronto 100 lbs.
10 gauge	6 00	6 00
12 gauge	6 10	6 10
14 gauge	5 85	5 85
16 gauge	5 90	5 90
18-20 gauge	5 20	5 20
22-24 gauge	5 30	5 30
26 gauge	5 35	5 35
28 gauge	5 45	5 45

SHEETS, CORRUGATED

	Per 100 sq. feet. Per 100 sq. ft. Galvanized
28 ga.	$ 5 50
26 ga.	6 00
24 ga.	8 00
22 ga.	9 50
20 ga.	11 00
18 ga.	12 50

Above prices are subject to 7½ per cent. discount to dealers.

SHEETS, GALVANIZED

Premier Galvanized

Per 100 lbs. f.o.b. Hamilton and Toronto.

10¾ oz	$ 7 50
U.S. 28	7 20
U.S. 26	6 90
22 and 24	6 75
18 and 20	6 60
14 and 16	6 50

Colborne Crown—16-20 gauge, $8.05; 22-24 gauge, $8.25; 26 gauge, $8.50; 28 gauge, $8.75. Less 25c in cash lots.

Apollo Brand.

	Montreal	Toronto
14 gauge	7 35	6 35
16 gauge	7 35	6 45
18-20 gauge	7 45	6 60
22-24 gauge	7 55	6 75
26 gauge	7 80	6 90
28 gauge	8 05	7 20
10¾ ozs.	8 30	7 50

Add 25c for less than case lots.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16-20	8 30	6 65	7 15
22-24	8 50	6 95	7 25
26	8 75	7 10	7 50
28	9 00	7 40	7 75

Get 25c in case lots.

SHINGLES Per square

Standard galvanized	$6 50
Shipping weight, 90 lbs.	
Standard painted	4 50
Shipping weight, 80 lbs.	

Discount 7½%.

SIFTERS

Common, doz.	$2 00
Rocker, No. 1, each	4 60
Banner, each	2 40
Samuels, each	4 85

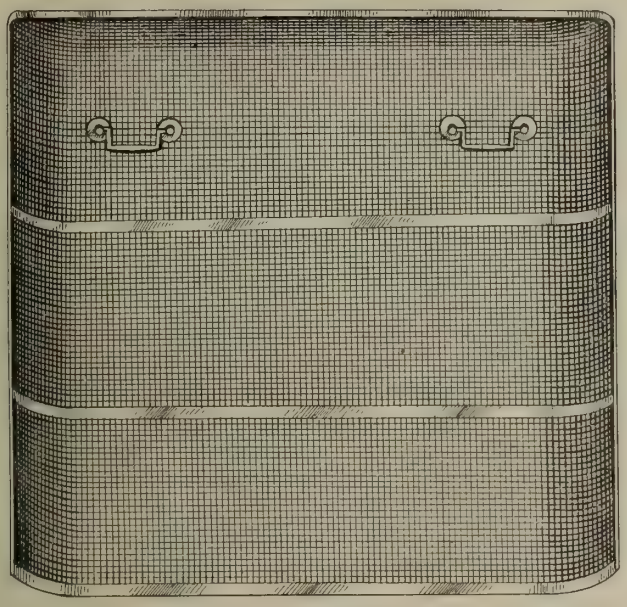
SKATES

Boys' Hockey, polished	
Scotia	
Dreadnought	
MicMac	
Regal	
Velox	
Centaur, plain	
Centaur, puck stop	
Dunne Round Tube	
Dunne Diamond Tube	
Extension Bob Skates	
Star Acme Spring	

STICKS (HOCKEY)

Boys' red sticks, doz.	0 70
Men's elm, doz.	1 10
Selected	2 50
High quality	3 75
Grooved handle	4 40
Special goal	5 00
Mic-Mac	4 60
Mic-Mac goal	6 00
Rex	6 50
Juvenile pucks, doz.	0 70
Regulation No. 1	1 25

Fire-place Screens



"XL" MISSION

We recommend this as being the most handsome screen on the market.

Our line is complete and of the highest quality.

Canada Wire & Iron Goods Co., Hamilton

We manufacture all grades of Wire Cloth and General Wire Work. We solicit your enquiries.

Write us for samples of

S.P.B. BAGS

and CENTRE SEAM open end

ENVELOPES

for mailing Catalogues

Confectionery Bags

Spice Bags

Peanut Bags

Jelly Bags

Lard Bags



We Specialize in Transparent Glassine Bags and Envelopes Made the Only Reliable Way

Heavy Kraft Bags with Centre Seam

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JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

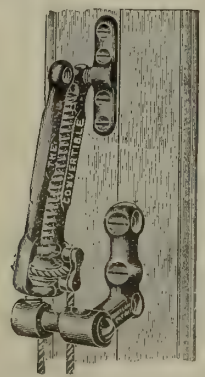
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Effective

Compact



1796 Iron
⅜ screw
½ screw
1795 Brass
⅜ screw
½ screw
1797 Gun Metal
⅜ screw
½ screw

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BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Original Patentees and Manufacturers of

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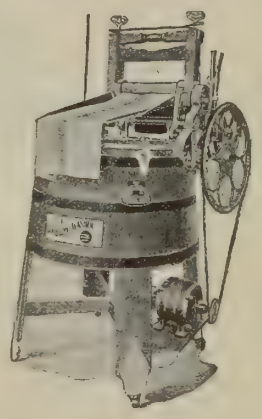
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THE LONDON No. 3 ELECTRIC WASHER

Is efficient, practical, durable and economical. It has machine-cut gears. It has the very best Electric Motor specially made for the purpose. It has a Lovell Wringer made from the best live rubber. When you sell one of these machines you make your customer an enthusiastic advertiser of washing machines in general and of the "London" No. 3 in particular.



London No. 3 Electric

Many homes in cities where female labor is scarce are buying these high-grade and complete washers, the wife and daughters themselves being compelled to do the work. A little effort on your part will succeed in introducing this fine washer into many homes.

We make two hand-power washers; a water-motor washer, and a gasoline power washer. Every "London" washer is fully guaranteed.

Send for our catalogue. Use it to open up interest on the part of your customer.

The London Foundry Co., Ltd.

LONDON, ONTARIO, CANADA

If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

For Province of Ontario (East of but not including Port Arthur), Province of Quebec, and Maritime Provinces.

	1st Grade	2nd Grade	4th Grade
Shovels	35 and 10%	35%	20%
Draining Tools	35 and 10%	35 and 10%	.....
Hollow Back Scoops	30 and 5%	....	20 and 10%
Hollow Backs, Sand Shovels and Coal Shovels	35 and 10%	....	20%
Riveted Back Scoops	30 and 2½%	30 and 2½%	30 and 2½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	30 and 2½%		

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	——Per Dozen——		
	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	16.80	.....	13.80
Sand Shovels, No. 2, black	16.00	.....	11.50
Hollow Back Shovels, No. 2, blk.	18.00	.....	10.50
Coal Shovel, No. 2, black	17.50	.....	12.00
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:
Full polished .....50c per dozen net
Half polished .....25c per dozen net

F.O.B. London, Hamilton, Toronto, Peterboro, Gananoque, Ottawa Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

Freight will be equalized on railway rates only.

SOLDERING COPPERS.
Base, per lb., 61c cents.

SOLDER, BAR
See Weekly Report

STAPLES Per cwt.
Fence staples, bright, kegs 4 85
Fence staples, galv., in kegs 5 70
Fence hooks, galv..... 5 70
In 25-lb. boxes add 25c extra.
Montreal, Hamilton, Toronto and London.

SWEEPERS, CARPET Bissell's
Boudoir .....Doz. 31 00
Champion Nic..... 25 00
Champion Jap..... 23 00
Univ. japd., cyco bearing... 26 00
Univ. N.P., cyco bearing... 29 00
Grand Rapid, japd., ball-bearing 28 00
Grand Rapid, N.P., ball-bearing 31 00
Princess, N.P., ball-bearing. 32 00
Elite, ball-bearing 36 00
Am. Queen, N.P., bal-bear.. 34 00
Parlor Queen 37 00
F.O.B. Toronto, London, Hamilton, Montreal.

SWEEPERS (Vacuum)
Grand Rapids Vac, doz.....$77 00
Household Vac, doz..... 63 00
Superba Vac, doz. 92 00
F.O.B. Toronto, Hamilton, London and Montreal.

TACKS Discount.
Revised Hardware Tack List adopted Jan. 1, 1916.70-10%
Double pointed tacks...60, 10%
Shoe Findings List adopted Aug. 10, 1916—New list under advisement.
List of Capped Goods adopted Jan. 1, 1916....70-10%
F.o.b. Toronto, Hamilton, Montreal, London.

TAPES—Lufkins
Ass skin, No. 712, 50 ft., doz.
Ass skin, No. 714, 66 ft., doz.
Linen, No. 404, 66 ft., each.
Metallic, No. 603, 50 ft., ea.
Challenge steel, No. 263, 50 ft., each .....
Reliable Jr., No. 103, 50 ft.

TIES, COW
Open Ring, Closed Ring, 32½%.
3 Chain and 4 Chain, 32½%.
Stall Fixture Bars, 25%.
Tie Out Chains, 70%.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOOLS, HARVEST
Ordinary brands, 40%.
Samson and Sovereign, 30 and 10%.

TROUGH (EAVE)
C. G. Square bead and half round
Size in girth Per 100 feet
8 in. .....$ 6 90
10 in. 7 70
12 in. 9 10
15 in. 12 50
18 in. 16 00
Discount 45 and 2%.

TRACK
B.T. Single Rail .....24c ft
B.T. Double Angle .....22c ft.
B.T. Double Tee .....20c ft.
Discount off above, 40%.
F.O.B. Fergus.

TRAPS (GAME) %
Victor 67½
Jump 60-5
Hawley & Norton 55
Newhouse 35
F.O.B. Toronto, London, Hamilton, Montreal.

TWINE (Binder) Per lb.
Prices Withdrawn.

TWINE (COTTON)
3-ply wrapping 42-44½
4-ply wrapping 43-48

WOOD TUBS
No. 0, per daz. 12 10
No. 1, per doz. 10 45
No. 2, per doz. 8 80
No. 3, per doz. 7 70

VALVES %
Ground work 50
Compression work, standard. 55
High grade 48
Cushion work 40
Fuller work, standard 54
High grade 47
Basin cocks, No. 0, standard 49
High grade 49
Nos. 1 and 2, standard..... 49
High grade 40
Bath cocks 55
cocks, standard 53
High grade 50
Roundway Stop and Waste Cocks, standard 53
High grade 22½
Steam cocks 60
valves, standard 25
High grade 20
Radiator valves, standard... 20
High grade 20
Patent quick opening valves 60

WARES, ETC.
Scotch Grey Ware, 60%.
Colonial, 30, 20%.
Imperial Ware, 30 and 20%.
Premier, 25%.
Canada Ware, 25%.
White Ware, 50, 17½%.
Japanned Ware, list.
Japanned Ware, White, list, plus 10%.
Plain and Jap. Sprinklers, list, plus 5%.
Stamped Ware, plain, 50, 15%.
Stamped Ware, retinned, 50, 10%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50, 15%.
Tinners' Trimmings, retinned, 50 and 10%.
Tinners' Trimmings, gen., 5%.
Milk Can Trimmings, list, plus 30%.
Cream Cans, Railroad, 5%.
Factory Milk Cans, list, plus 10%
Railroad Delivery Milk Cans, 12½%.
Pieced Ware, C.B., list, plus 30%.
Sheet Iron Ware, 7½%.
Pieced Ware, ordinary, list, plus 12½%.
Fry Pans, 50 and 10%.
Spiders, 30 and 10%.
Fire Shovels, 10%.
Steel Sinks, painted, 10%.
Steel Sinks, galvanized, 5%.
Light Galv. Pails and Tubs, list, plus 10%.
Heavy Galv. Pails & Tubs, list.
Garbage Pails, list.
Balance Galv. Goods, list plus 10%.
Jap. Coal Hods, list, plus 7½%.
Galv. Coal Hods, list, plus.
Paper Lined Boards, 50, 5%.
Wood Lined Boards, 40, 12½%.
Elboks, 2½%.
Elbows, Galv., list, plus 12½%.
Elbows, Light, 5" and 6", $1.70.
Elbows, Light, 7", $1.85.
Stove and other Pipes, list, plus 10%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list.
Plain Copper, no change.

WASHERS, IRON.
Full box, 20%. Price less 50 lbs. add 1c lb.; less 25 lbs., 2c lb.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs	$2 50	$ 3 40
Sectional, ½ lb., per 100 lbs.	2 50	3 40
Solid, 3 to 30 lbs., per cwt.	2 00	2 25

WEIGHTS. Horse, 6c lb.

WHEELBARROWS.
Navvy, steel wheel, doz... 41 75
Garden, steel wheel, doz... 53 00
Light garden, each 37 25
Heavy garden, L-side, each. 3 75
Heavy farm, solid side, ea.. 3 75

WHIFFLETREES (Steel).
No. 70—F.D. & B.D.
Whiffletrees—
28", each $0 70
34", each 0 90
36", each 1 00
No. 73—Doubletrees, 44", ea. 1 25
No. 74—Doubletrees, lumbermen's, 44", each..... 1 30
Neckyokes—34", each 0 81
36", each 1 20
40", each 1 29
44", each 1 35
Plow Sets—No. 79, each..... 2 37
No. 80, each..... 2 45
No. 81, each..... 2 50
No. 82, each..... 3 05
No. 72—Singletrees, 40", ea. 1 14
2-Horse Sets, Nos. 75, 76, 77, set 5 40
F.O.B. Hamilton.

WIRE GOODS
Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70 %
Brass Screw Hooks	70 %
Brass Gate Hooks and Eyes	70 %

F.O.B. Toronto, Montreal, London, Hamilton.

WIRE
Copper wire list, plus 10%.
Brass wire, 3 to 24 gauge, add 40%; 25 to 36 gauge, add 25%.

WIRE, CUT HAY BALING.
No. 9, $4.70; No. 10, $4.70; No. 11, $4.85; No. 12 and 13, $4.95; No. 13½, $5.05; No. 14, $5.40; No. 15, $5.45. Plus 7½%.
F.o.b. Toronto, Hamilton and Montreal.

WIRE, STOVE PIPE.
No. 18, $6.20; No. 19, $6.70.
F.o.b. Toronto, Hamilton, Montreal, and freight equalized.

WIRE, FINE STEEL.
Fine steel, list, plus 20%. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $3; Nos. 26-31, $5; Nos. 32-34, $7; Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.
Montreal and Toronto, No. 13, $4.90; No. 14, $4.95; No. 15, $5.05.

WIRE, SMOOTH STEEL.
No. 0-9 gauge, $5 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE, O. & A.
No. 10, $5.16; No. 11, $5.22; No. 12, $5.30.

WIRE CLOTH.
Black Fly Screen Cloth, $2.75 per 100 sq. ft. in 100-ft. rolls; $2.80 in 50-ft. rolls. Bronze, 14c. sq. ft.

WIRE (FENCE)

	Montreal
Barb	$5 25
Nos. 6, 7, 8, plain galv....	5 70
No. 9, plain galv.....	5 25
No. 10 "	5 75
No. 11 "	5 80
No. 12 "	5 40
No. 13 "	5 50
No. 14 "	6 10
No. 15 "	6 50
No. 16 "	6 60
No. 18 "	8 00
No. 9, coil spring	5 30
No. 12, coil spring	5 45

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

WIRE BALE TIES.

Single Loop—	Per cwt.
No. 12	$ 5 30
No. 13	5 40
No. 13½	5 45
No. 14	5 55
No. 15	5 75
No. 16	6 00

WRINGERS.

Royal Can., 11 in., doz. list.$	84 80
Eze, 11 in., per doz.....	91 80
Trojan, 12 inch	185 00
Favorite, 511E	105 80
Unexcelled, 1041E	129 40
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 36
Safety	97 50
Rapid	82 80
Universal	63 00
Eureka, 10"	65 00
Eureka, 11"	71 00
Eclipse	97 70

Discount off above list 50%
Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES
Regular, 65%.
Trimo, 55% off list; parts, 50 and 5%; Stillson, 57½%; parts, 55%.
Coes, 10%.

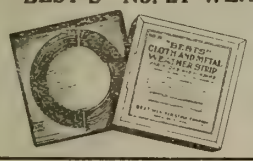
WRINGERS—MOP.
White, No. 1, each..... 1 50



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

"BEST'S" No. 21 WEATHER STRIP



Double Felt and Zinc.

Write for Samples and Prices

Best Weather Strip Co., Ltd. Hamilton Ont.

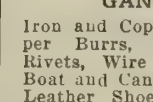
Trulite The Original Short Globe Lantern.

Made only by

Ontario Lantern & Lamp Co.,

HAMILTON, CANADA Limited

BEAR BRAND LAMP BLACKS



A Germantown of quality that gets big business

WILCKES MARTIN WILCKES CO.
135 WILLIAM ST. NEW YORK

BOLTS, RIVETS, WIRE & WIRE NAILS

Quality Rite Prices Rite



Quick Service

NORTHERN BOLT & SCREW CO., LIMITED, Owen Sound, Ont.

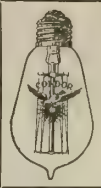
BATH ROOM FITTINGS

KINZINGER, BRUCE & CO., LIMITED

NIAGARA FALLS, CANADA

WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES



"CONDOR"

—the name that means quality and service in lamps—more light, less current. A money-saver, a money-maker. Write

The Basters, Jakson Co.
22 College Street, TORONTO



FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F.W. LAMPLOUGH & CO.
Unity Bldg., Montreal

Brass Signs

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

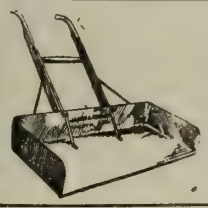
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

C. S. TURNER CO.

147 Bannatyne Ave. East, Winnipeg

'Manufacturers' Agents

Excellent Storage, Forwarding, and Distributing Facilities.

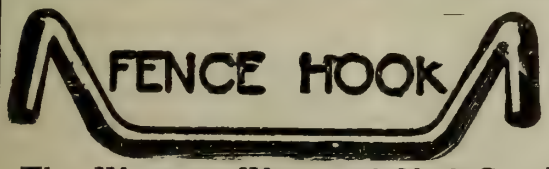


Hardwaremen, sell your rink a J-&-R Rink Scraper. Cleans off snow and slush in half the time.

Write James & Reid, Perth, Ont., for circular and prices.



GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKETS ON WIRE FENCES



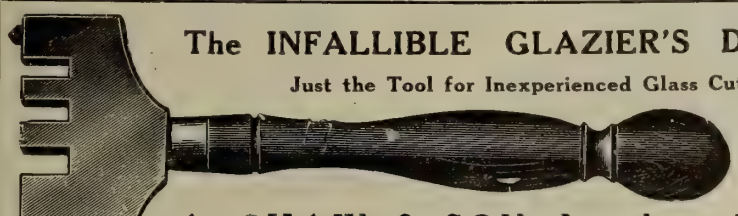
WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, London, Ont.

One Inch Space
$1.00 Per Issue
on Yearly Order.

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



MADE BY

A. SHAW & SON, London, England

Hale Brothers, Canadian Agents, 3 St. Nicholas St., MONTREAL

Kindly Mention This Paper When Writing Advertisers

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors—2½ lb. packages, $6.80 per 100 lbs.; 5 lb. packages, $6.60 per 100 lbs.; White, 5-lb., $6; 2½-lb., $6.20 per 100 lbs.

BEESWAX

Small quantities, per lb... 0 50
Larger quantities, per lb.. 0 45

BLUE STONE

	Montreal	Toronto
Per lb.	0 14	0 16

London, 20.

BRONZING LIQUID

Bronzing liquid, No. 1 ....$1 20
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz. $16 13
Weighted, 20 lbs., doz. 18 50

COATING

Cement Coating $2 55 2 75

COLORS (DRY) Per lb.

Raw Umber, 100 lb. keg.. 5–12c
Burnt Umber, 100 lbs..... 5–12c
Raw Sienne, 100 lb. kegs.. 5–12c
Burnt Sienna, 100 lb. kegs 5–12c
Imp. green, 100 lb. kegs... 0 22
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs.. 0 12
Indian red, No. 1, 100 lb. k. 0 05
Venetian red, best bright.0 04
Venetian red, No. 1 ..... 0 02
Drop black, pure dry 0 25
Golden ochre, 100 lb. kegs 0 06
White ochre, 100 lb. kegs. 0 03
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02¾
Spruce ochre, 100 lb. kegs 0 03½
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure 0 13
Indian red 0 18
Chrome yellow, pure 30–35
Golden ochre, pure 0.18
French spruce ochre, pure 0 15
Chrome green, pure 15–22
French permanent green, pure 0 22
Signwriters' black, pure.. 0 24
Marine black, 25-lb. lrons 0 07
Lampblack 0 21

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins ..
Alba-Gloss enamel .....
Anchor Floorlustre .....
O.P.W. Sunshine White ..
Old Dutch Enamel .....
Jas-per-lac floor enamel ..
Jas-per-lac art enamel ....
Martin's Enamel .....
Mooramel ....

FILLER Gal.

Luxeberry Enamel $5 00
Screen Enamel, BB. 1 65

FORMALDEHYDE Per bbl.

Demi-johns, 50 lbs. 0 15½
$1.10 for demi-jchn extra.

GLUE Per lb.

French medal 0 25
English common sheet .. 0 22
English prima 0 30
White pigsfoot 0 29
Perfection amber, ground, No. 1230 ..... 0 20
Cake, bone, 112-lb. bags.. 0 22
Hide, 112 lb. bags 0 35
Gelatine, 112 lb. bags....45-60
Ground glues, 112 lb. bags—
No. 1 ..... 0 20
Extra 0 18

GLASS

	Single Thick	Double Thick
(Under 25)	$7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84		22 75
85 to 90		24 35
91 to 94		25 00
95 to 100		29 00
101 to 105		32 00
106 to 110		37 00

Toronto, London and Hamilton:—Single or Double Thick—20% off above; 50 cases or over, open, cut lights, 50 and 5%.

Montreal:—Single or Double Thick, 10 and 5%; 50 cases and over open.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamilton and London, city price, 20% off; country discount, 20 and 5% off.

F.O.B. warehouse on orders up to $75 gross list value. Orders over $75 delivered free.

London and Hamilton prices same as Toronto.

GLAZIERS' POINTS

Zinc coated, 18c per lb.
Zinc, pure, prices withdrawn.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor Pure	$14 30	$14 45
Green Seal	14 30	14 45
Tiger Pure ..	14 30	14 45
Ramsays Pure	14 30	14 45
Moores Pure ..	14 30	14 45
O.P.W. Dec. Pure..	14 30	14 45
Red Seal	14 30	14 45
Decorator's Pure ..	14 30	14 45
O.P.W. English ...	14 55	14 70
Elephant Genuine ..	14 55	14 70

B.B. Genuine Lead, less than tons, $16.15 Toronto; $15.90 Montreal. Ton lots 5% off.

Stephens Decorators Pure, Wpg., $15.35; Stephens Perfect, Wpg., $13.85.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt..	13 50	13 50
Genuine, 100-pound kegs, per cwt..	13 87½	13 87½
Less quantity		0 13

LEAD, ARSENATE OF

Per 100 lbs.	Dry	Paste
1-lb. bottles	$35 00	$21 00
2-lb. bottles		18 00
5-lb. bottles	31 00	14 00
10-lb. bottles	29 00	....
25-lb. irons	25 50	13 00
50-lb irons		12 50
100-lb. irons	24 00	11 75
200-lb irons		11 60
Barrels		11 00

F.o.b. Toronto, Montreal and Hamilton.

MURESCO

Tints in 5 lb. packages, per 100 lbs., $6. White in 5 lb. pkgs., per 100 lbs., $5.40.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED.

Price per gallon in quarts.

B.H. English white $3 05	
B.H. English, colors 2 80	
Fresco Tone, white 2 70	
Fresco Tone, colors 2 50	
Moore's House Colors 2 50	
Moore's Floor Paint 2 20	
Moore's Egyptian Paint 1 95	
Moore's Sani-Flat 2 40	
C.P.C. Pure, white 2 95	
C.P.C. Pure, colors 2 55	
O.P.W. Can. Brand, white.. 2 80	
O.P.W. Can. Brand, colors. 2 60	
O.P.W. Can. Brand, floor.. 2 20	
O.P.W. Flat Wall, white .. 2 70	
O.P.W. Flat Wall, colors.. 2 50	
Ramsay's Pure, white 2 85	
Ramsay's Pure, colors 2 60	
Martin-Senour, 100% white. 3 05	
Martin-Senour, 100% colors. 2 80	
Senour's Floor Paint 2 50	
Senour's Porch Paint 2 80	
Senour's New-Tone, white.. 2 70	
Senour's New-Tone, colors. 2 50	
Sherwin-Williams, white .. 3 05	
Sherwin-Williams, colors .. 2 80	
Flat Tone, white 2 70	
Flat Tone, colors 2 50	
Lowe Bros. H.S., white ... 3 05	
Lowe Bros. H.S., colors 2 80	
Mellotone, white 2 70	
Mellotone, colors 2 50	
Minerva, white 2 85	
Minerva, colors 2 65	
Stephens O. White, Wpg.. 3 10	
Stephens House (Wpg.).... 2 85	
Stephens Floor (Wpg.)..... 2 55	
Silkstone (Wpg.) 2 50	

PARIS GREEN

	Munro's	C.P. Co.	Bergers
600-lb. bbls.	42¾	38¾	29½
250-lb. kegs	43	39	39¾
100-lb. drums ...	44	40	40¾
50-lb. drums	44	40	40¾
25-lb. drums	44¼	40¼	41
1-lb. 100s, pkgs..	46¼	42¼	43
½-lb. 100s	48¾	44¼	45
1-lb. 100s, tins ..	47¼	43¼	46

Prices f.o.b. Toronto, Hamilton London and Montreal.

PARIS, PLASTER

Per bbl. $2.25-2.50

PASTE WOOD FILLER

	Pound
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
½ barrels	0 06½
Barrels	0 06

PUTTY Standard

	Montreal	Toronto
Bulk, in casks ...	2 90	3 00
Bulk, 100-lb. drums	3 10	3 20
Bulk, 25-lb. drums	3 20	3 30
Bladders, in bbls...	3 50	3 60

Pure Putty, 80c cwt. advance. London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal., $2.75.
Pure Orange, gal., $2.55.
Gum, 44c lb.; finest orange, 49c lb.; finest white, 60c lb.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans 2 10
Cumoff 2 10
O.P.W. Presto 2 25
Lingerwett 2 65

TURPENTINE

	Montreal	Toronto

See weekly report for prices.

SLATING Gal

Liquid Slating, B.B.....

STAINS Gal.

Oil and Spirit, Berry Bros.$¼
Water Stains, Berry Bros.. 1
Berrycraft, stain finish ..
Creo-lac .. ..
C.P. Oil Stans .. ..
Sun Varnish Stains .....

VARNISHES Per gal cans

Brandram-Henderson, L' "Gold Medal" .....
Copaline Varnish .....
C. P. Co.'s Sun Varnish ..
Dependon Light Hard O Finish ... .
Dulgloss ....
Elastic Interior ... .
Elastic Exterior ... .
Elastic Excello ... .
Everlastic (Floor) .. ....
Elastilite ... ...
"Flint-Lac" coach .....
Flattine Floor Finish ...
Gold sized Japan .....
House painter's White Jap
Jas-per-ite exterior finishi
Jas-per-ite pale hard oil .
Jas-per-ite floor finish ..
Kopi ....
Kyanize cabinet rubbing
Kyanize spar .....
Liquid granite .....
Luxeberry light .....
Luxeberry spar .....
Luxeberry exterior .....
Marble-ite ... .
Mar-Not ....
Martin-Senour finest interi
Martin-Senour Wood-Var.
Maritime spar varnish ..
No. 1 Furniture Varnish.
Sherwin-Williams "Kopa Varnish ....
Stove-Pipe Varnish, ½ pint gross .. ..
Sun Waterproof Floor Fini
Sun-Spar Varnish .....
Stephens Luminette .....
Stephens Exalite .....

WATER PAINTS

Opalite, 200 lb. bbls. 0 12
Opalite, 100 lb. kegs 0 12½
1 gal. package, per pkg... 0 65
½ gal. package, per pkg.. 0 35
Coralite, 5-lb. pkgs 0 04½

WASTE (POLISHING)

Cream 0 20

WASTE, WHITE WIPING

XXX Extra 0 18
X Grand 0 17
XLCR 0 16
X Empire 0 15
X Press 0 14

WASTE, COLORING WIPING

Fancy 0 14
Lion 0 12½
..Standard 0 11
Popular 0 10
Keen 0 09

WASTE, WOOL PACKING

Arrow 24
Axle 18
Anvil 14
Anchor 11

WIPERS, WASHED COTTON

Select White 12
Mixed Colored 10
Dark Colored 9

This line subject to trade discount for quantity.

WAX .. ..Per lb.

C. P. Floor Wax 0 30
Ronuk Floor Wax, lb. 0 38
Berry Bros. 0 37
Anchor 0 33
O.P.W. Lion Brand 0 30
Old English 41–44c
Johnsons 41–44c
Gold Medal 0 30

WHITING

Paris white 1 90
Plain, in bbls. 1 75
Gilders, bolted, in bbls. 1 85
Per 100 lbs.

WOOL ALCOHOL Per gal.

In gallons 1 25
Barrels 0 87
$4 extra for barrels.

Don't Sell Your Customers Cheap VARNISH

Explain the situation to them. Varnishes can be purchased at all prices—the lower the price the less value for the money expended.

DOUGALL TRANSPARENT WOOD FINISH

sells at a fair price and is the best varnish value obtainable. Covers more surface—easier to apply—lasts much longer.

LET US SEND YOU CONVINCING EVIDENCE

THE DOUGALL VARNISH CO. LIMITED, MONTREAL

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

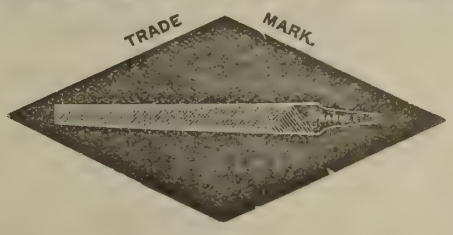
THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $15.25; chilled, $16.75; buckshot, $16.05; ball, $16.45.

ANVILS

Peter Wright, 80 lbs. and up, 14½c per lb.; clip horn, 15½c.

Norris, 41 to 56 lbs., 15c; 57 to 70 lbs., 13½c; 71 to 83 lbs., 12½c; 84 lbs. and over, 12c

AXES

Single Bit	$ 7 50	$12 50
Double Bit	13 00	15 00
Broad Axes	28 00	31 00

BARS, CROW. $5.50 per 100 lbs.

BAR IRON

Bar iron, $3.60; Swedish iron, $5; sleigh shoe, steel, $4; spring steel, $5; machinery steel, $5; tool steel, octagon, 100 lbs., $10.25.

BELTING

Rubber, 6 in. and under, 50 and 10%; over 6 in., 50%.

Agricultural or No. 1 leather belting, 40, 12½ and 2½ p.c. off list.

Standard, 30, 10 and 10 p.c. off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.30 per lb.; cut, $1.45 per lb.; rawhide, sides, $1.25; cut, $1.40.

Blue Stone (Vitrol) 14c lb.

BOLTS

Carriage, ⅜ and smaller, 20%; 7-16 and larger, 5%; machine, ⅜ and under, 20%; 7-16 and over, 10%; machine set screws, 35%; plough bolts, 10%; nuts, small lots, 2c advance over list; case lots, 1c advance over list; stove bolts, 50%; shaft bolts, 20%; tire bolts, 30%; sleigh shoe bolts to ⅜, 10%; 7-16 and up, 5%.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, 85c to $1.45 per roll, cording to quality; plain, 55c to to $1.25.

CHAIN

Coil, 3-16 in., $10.75; ¼, $8; 5-16, $7.10; ⅜, $6.25; 7-16, $6; ½, $5.75; 9-16, $5.75; ⅝, $5.65; ¾, $5.50; Logging, 5-16, 8c; ⅜, 7c; tie out, 70%.

CHURNS

Barrel, No. 0, $6.30; No. 1, $6.30; No. 2, $7; No. 3, $7.70; No. 4, $9.10 each.

CLEVISES, MALL. 8½c per lb.

CLIPPERS

Stewart's 25 p.c. off Canadian list.

COPPER.

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 45 p.c.; Blacksmith, ½ in. round shank, 40 p.c.

EAVETROUGH

Eavetrough, 8 in., per 100 ft., $3.70; 10 in., $4.50; 12 in., $5.50.

Conductor pipe, 2 in., per 100 ft., $4.50; 3 in., $5.25; 4 in., $6.50.

ENAMELWARE

Canada, 20; Imperial, 30, 12½; Premier, 20; Colonial, 30, 12½; white, 50, 10; diamond, 20; pearl, 30, 12½.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE.

17½% advance on net list, except heavy tubs and heavy pails, which are 7½% advance on list.

GLASS, WINDOW Single Double

Up to 25 in.	7 25	11 00
26 to 40	8 25	12 75
41 to 50	10 75	14 25
51 to 60	11 25	15 00
61 to 70	12 25	16 00

GLASS (Plate)

30 p.c. off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES

Per 100 lbs., $1.75.

Mounted on steel frames, $4.50.

HINGES

Light T and strap, 22½%.

Corrugated Strap Hinges — 4, $1.25; 5, $1.75; 6, $2.40; 8, $3.90; 10, $5.75; 12, $8.80.

Corrugated Tee Hinges — 4, $1.55; 5, $2.35; 6, $2.85; 8, $5; 10, $7.15; 12, $10.10.

HORSESHOES

Iron, No. 0 to 1, $5.40; No. 2 and larger, $5.15; snowshoes, No. 0 to No. 1, $5.65; No. 2 and larger, $5.40; steel, No. 0 to 1, $5.85; No. 2 and larger, $5.60; featherweight, $7.

JACKSCREWS

55 per cent. off list.

IRON BAND.

1½ in., $4.15; 1¼, $4.15; 1 in., $4.25.

IRON GALVANIZED Apollo and "Fleur de Lis" Premier

10¾ oz. or 28 Eng.	7 75	7 75
28 Am. or 26 Eng.	7 40	7 40
26 Am. or 26 spec.	7 15	7 15
24	6 95	6 95
22	6 95	6 95
18 and 20	6 75	6 75
16 Am.	6 75	6 75

IRONS, SAD

Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.

Mrs. Pott's No. 55, set	0 95
Mrs. Potts No. 50 set	1 00

Mrs. Pott's common sad iron handles, 85c dozen. Mrs. Pott's improved, $1.10. a dozen.

LAMP CHIMNEYS

A, per case 8 doz., $4.80; per doz., 65c; B, per case 6 doz., $4.50; per doz., 85c.

LANTERNS

No. 2, plain	8 25
No. 20, X-ray	12 00
No. 22, Dash-board	10 75
Short Globe, doz.	8 25

LEAD PIPE, $13.40.

LEAD WASTE, $14.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, $6.75; cutter, $6.75.

NAILS

Wire, f.o.b. Fort William, $4.40 base; Winnipeg, $4.80 base. Cut, f.o.b., Winnipeg, $4.40.

NAILS, HORSE

Capewell, 10 per cent off list.

NETTING. Poultry, 37½%.

Banner Netting, 24 in., $3.50; 36 in., $4.50; 48 in., $5.25; 60 in., $6.25; 72 in., $7.

NUTS

Square, small lots, 2c advance over list; case lots, 1c advance over list; Hexagon, small lots, 2c advance over list; case lots, 1c advance over list.

OIL CANS Tin Galvanized

½ gal., dome top	$3 50	$....
1 gal., dome top	4 25	4 25
2 gal., dome top	6 60	6 75
5 gal., dome top	10 55	15 85

OILS

"Buffolite," 20c; Ideal Thresher, 35c; "B" Castor machine oil, 30c; Buffalo Engine gasoline, 31c; Buffalo "A" gas engine oil, 45c; Royal gasoline, 32c; Family Safety coal oil, 19½c; "Engoline" engine coal oil, 15*c; Summer Black oil, 19c; Kelso engine oil, 45c; Silver Star oil, 16*c; Royalite oil, 17c; Standard gas engine oil, 42c; Prairie Harvester oil, 40c.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c; less than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, 14c; less quantities, 16c.

PICKS, Clay, 6-7, $6.25 per dozen.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	$ 4 14	$ 6 57
⅜ inch	4 23	6 66
½ inch	5 49	7 25
¾ inch	6 71	9 14
1 inch	9 90	13 50
1¼ inch	13 41	18 27
1½ inch	16 07	21 83
2 inch	21 60	29 39
2½ inch	34 11	46 44
3 inch	44 64	60 75
3½ inch	55 89	....
4 inch	66 15	....
4½ inch	82 80	....
5 inch	97 20	...
6 inch	126 00	...

PLASTER, Paris, per bbl., $3.75.

PARIS GREEN

In 1-lb. pkgs., full cases, 44c lb.; less, 44c lb. In ½-lb. pkgs., full cases, 46c lb; less, 46½c lb.

PLATES, CANADA

18 x 21 per box, half polish, $6.25; full polished, $7.25; 18 x 24, half polished, $6.25; full polished, $7.25; 20 x 28, half polished, $6.50; full polished, $7.50.

PLOW SHARES.....10c per lb.

POINTS

Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. irons	3 50
25-lb. irons, per cwt.	3 80
1½-lb. tins	0 07

RIVETS AND BURRS

Iron rivets, 25 per cent.; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8 8, 66c; No. 9, 69c; No. 10, 71c; lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 68c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 20c base; pure Manila, 27c base; British Manila, 22c base; lath yarn, 20c base; African hemp, 22c base; cotton rope, ¼ and over, 40c.

Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell.) 20 per cent. off.

SAWS, BUCK

Happy Medium, $7; Watch Spring, $7.25; Lance Tooth or Lightning Blades, $7.75; New Century, $9.25.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 30%.

STEEL SHEETS, BLACK

10 gauge	5 70
12 gauge	5 75
14 gauge	5 65
16 gauge	5 75
18-20 gauge	5 90
22-24 gauge	5 95
26 gauge	6 00
28 gauge	6 10

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $9.40 per doz.; D.H., Rd. Pt., $9.40; L.H., Sqr. Pt., $9.40; D.H., Rd. Pt., $9.40; Bulldog and Jones, D.H., Rd. Pt., $10.95; D.H., Sqr. Pt., $10.95; L.H., Rd. Pt., $10.95; L.H., Sqr. Pt., $10.95; Black Cat and Crescent Scoops—No 4, $10.15 per dozen; No. 6, $10.80; No. 8, $11.50; No. 10. $12.20. Moose and Jones Scoops—No. 4, $11.20; No. 6, $11.85; No. 8, $12.50; No. 10, $13.05 per dozen.

SOLDER. Per pound, 32 to 33c.

SPIKES

Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES

Bright wire, per cwt., $4.40 at Fort William, $4.80 Winnipeg; galvanized staples, $5.20 Fort William, $5.60 Winnipeg.

STEEL

Sleighshoe, $4 base per cwt.; plow, common, $6; crucible plow, $7; angle, $4.25; harrow, $3.75 base; cast, octagon tool steel, 10¼c base; square tool, 11¼c base; spring, $5; machine, $5 base; tire, $4.50.

STEEL HOOPS

½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES

40 per cent. off list.

TACKS. Carpet, 70-10% off list.

TIES. Cow, 30%.

TIN AND TIN PLATE

20 x 28 I.C.	$18 00
20 x 28 I.X.	19 50
20 x 33 I.C.	20 50
20 x 33 I.X.	22 50
Terne plates	15 50

TURPENTINE

See weekly paint report.

VISES

Peter Wright's solid box vises, 45 lbs. and over, 20c lb.

Norris vises, 45 lbs. and under, $7.50 each; over 45 lbs., 18c lb.

WASHERS

Iron, small lots, 15%+75c; full boxes, iron, 20%+75c.

WHITE LEAD

Decorators' pure, ton lots, $15.35; less than ton lots, $16.

WIRE, BARB

Lyman, 4-point, $3.80 f.o.b. Ft. William, $4.10 Winnipeg; Glidden Cattle, 2-pt., $3.65 Ft. William, $3.95 Winnipeg; Baker 2-pt., $3.60 Ft. William, $3.90 Winnipeg; plain twist, cwt., Ft. William, $4.05; Winnipeg, $4.45; plain galvanized, Ft. William, No. 9, $4.35; No. 12, $4.60; Winnipeg, No. 9, $4.75; No. 12, $5; coil spring, Ft. William, No. 9, $4.20; No. 12, $4.50; Winnipeg, No. 9, $4.60; No. 12, $4.80.

Patented screen in 100-ft. rolls, $2.50 per hundred sq. ft.; in 50-ft. rolls, $2.60 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $5.85 Winnipeg; $5.45 Fort William.

Brass snare wire, per lb., 80c.

WIRE, ANNEALED.

No. 9, $4.90; 10, $4.95; 12, $5.10; 14, $5.25; 15, $5.40; 16, $5.55 per 100 lbs.

WRINGERS

Royal Canadian, $43.40 per doz.; Eze, $46.90 per doz.; Bicycle, $52.65 per doz.; Ajax, $8.75 each.



A Canful of Profit and Satisfaction



Stephens

HOUSE PAINTS

Are noted for their consistency of good service and their extraordinary covering capacity.

Every can you sell delivers satisfaction to painters and consumer—a satisfaction that ensures steady patronage.

If not already represented in your town, we will be glad to explain our *exclusive* agency proposition.

Write us now.

G. F. STEPHENS & CO., LIMITED

Paint and Varnish Makers

WINNIPEG - - CALGARY



If interested, tear out this page and keep with letters to be answered.

OWL BABBITT METAL

With difficulty we induced a customer to stock a few pounds of OWL METAL. His sales for the past year were two tons. Price 30c lb.

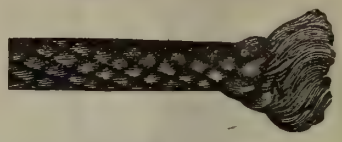
Write for discount to trade.

THE OWL METAL CO. LTD.
Winnipeg



NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.
Manufacturers of
FERRONA PIG IRON
and SIEMENS-MARTIN
OPEN HEARTH STEEL

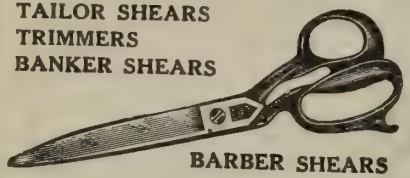
HERCULES
SASH CORD



THE BEST MADE
Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine
All Wholesale Dealers Sell Them

SEYMOUR SHEARS
have been the Standard for over eighty years

TAILOR SHEARS
TRIMMERS
BANKER SHEARS



BARBER SHEARS
LADIES' SCISSORS



TINNER SNIPS

Catalog illustrating full line of Seymour Shears gladly sent on request.

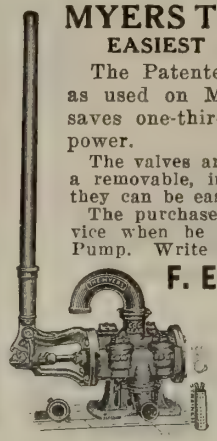
Selling Agents, WIEBUSCH & HILGER, Limited, New York
A. MacFARLANE & CO., Montreal
Canadian Agents.

MYERS TANK PUMPS
EASIEST TO OPERATE

The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

The purchaser buys the most service when he buys a Myers Tank Pump. Write for booklet.



F. E. Myers & Bro.
Ashland, Ohio.

J. H. Ashdown, Hdwe. Co., Ltd., Winnipeg, Calgary & Branches.

Lewis Bros., Ltd., Montreal, Distributors of Myers Pumps.

ONTARIO OIL & TURPENTINE COMPANY
TORONTO, ONTARIO
SUCCESSORS TO
Colonial Varnish & Color Co.
TORONTO, ONT.
TURPENTINE IMPORTERS
AND
LINSEED OIL DEALERS

We import Pure White Gum Spirits of Turpentine in new white oak barrels.

Prices quoted Jobbers and Manufacturers on application.

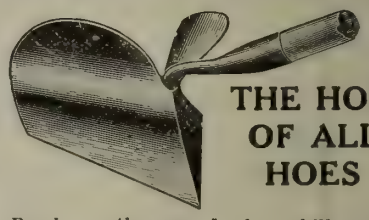
WHOLESALE ONLY



OAKEY'S
The original and only Genuine Preparation for cleaning Cutlery
'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS Limited
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England



THE HOE OF ALL HOES

Breaks up the ground, plows, hills, cuts weeds and cultivates the soil and does the work in half the time, and better, easier and more satisfactorily.

Manufactured by
SCHOENER MFG. COMPANY
St. Cloud, Minn.
Western Canadian Distributors:
Merrick-Anderson Co., Winnipeg, Man.

This space $1.00 per insertion on yearly order.

W. McVean, Pres. J. A. McVean, Vice-Pres. Alex. McVean, Secy.-Treas.

Besides Manufacturing High-Grade
Heavy, Medium and Light VEHICLE WHEELS

McVEAN

We also make Large and Small Sarven, Auto and Woodhub Spokes, Bent Wagon, Auto, and Sleigh Woodstock.

O. & W. McVean, Ltd., Dresden, Can.

FORGETTING

One of the things we all do well is to **forget.** **Names** that were household worlds yesterday are gone to-day. Because people knew your Name and your Line a year ago it is no sign they do to-day. They forget easily.

Keep yourself in the public mind by advertising. It is just as important to make old friends remember as it is to win new friends. Advertising does both.

United States Manufacturers

Have your goods made for you in Canada until your trade here is large enough to warrant your putting up your own plant. An old established manufacturer, now busy on munitions work, with one of the largest and most up-to-date machines and metal-working plants in Canada, would like to undertake the manufacture of hardware, machinery or other metal specialty for the Canadian, British Empire and Allied markets with which preferential trade arrangements are now being planned. Address in the first instance:

MANUFACTURER
c/o
HARDWARE AND METAL
TORONTO

LONDON
HIGH GRADE
BARIRON

We have economical and correct methods of production, which means that you get bar iron that is absolutely reliable in toughness, strength and workability at the lowest prices.
The consignments you receive from time to time are the same through and through.
Carry a stock for your customers—a splendid profit awaits you. If you prefer we can ship direct from mill.

London Rolling Mills Co., Limited, London, Canada
Sales Agents:
Manitoba, Bissett & Webb, Limited, Winnipeg; British Columbia, McPherson & Teetzel, Vancouver.

Who is Your Customer?

THE finding, holding and multiplying of customers is your great business—probably your great problem. There's no royal road—no priceless route—to them. The plain way to find, interest and persuade them is the well-traveled way, the way of Public Advertising.

But the ideal medium—what is it?

If you are seeking a single medium of potency, of prestige, of sufficient circulation, you will find it in

MACLEAN'S MAGAZINE

You know of this magazine, but do you know it through use?

It can't do everything, but it can do much. It can make your product, commodity or service known nationally—and this at small cost per annum.

N.B.—Objectionable advertising not accepted. Both editorial and advertising columns are closely censored to keep them clean and decent.

Published by
The MacLean Publishing Co., Limited
143-153 University Avenue, Toronto, Ontario

I·N·C NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.
ELECTROLYTIC NICKEL—99.80%.

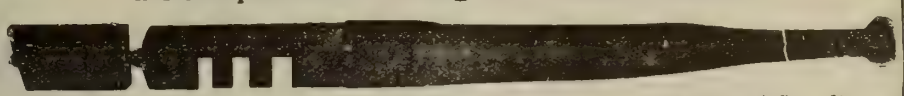
Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

MONEL METAL

We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.
Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.
Send Inquiries Direct to Us.

The International Nickel Company
43 EXCHANGE PLACE, NEW YORK

Sharratt & Newth's Glaziers' Diamonds
are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies
Agents: A. RAMSAY & SON COMPANY, Montreal.



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.
The quality of our goods is top-notch. Prices right.
CAMERON & CAMPBELL, Manufacturers
Toronto, Canada

If interested, tear out this page and keep with letters to be answered.

A Straight Talk from the Manager

NO. 53

There is a man in Toronto holding down a position worth $2000 per year, who owes his success to having answered a Condensed Advertisement in Hardware and Metal.

He is only one of many who have found it profitable to read the Condensed Ad page. If you have never tried it you should read the Ads on page 81 before you lay down this paper.

There may be some proposition offered on the Condensed Ad page this very week which will help you to pave the way to a more prosperous future.

J.G.L.

TOOL STEEL AND STEEL WIRE

Best Polished Silver Steel
Best Quality Steel Plough Rope Wire
Piano Wire
Needle Wire
Spring Wire
Hackle Pin Wire
Umbrella Wire
Hard and Tempered Flat Wire, for Busks
Steel Wire for Metal Fret Saws
Galvanized Wire for Hawsers and Submarine Cables

J. SHIPMAN & CO., LTD.

ATTERCLIFFE STEEL WORKS & WIRE MILLS, SHEFFIELD, Eng. Telegrams: "Shipman Sheffield." Telephone: Cent. No. 465.

Agent: Mr. Sherman F. Ainslie, 193-195 Spadina Ave, Toronto, Ont.

Codes: Liebers, and A. B. C. 4th and 5th Editions.

Economy This Winter

The Government is preaching it. Bankers are, Editors are. For war costs must be paid, and economy and thrift, personal and domestic, will pay our share of the appalling war debt that daily mounts higher.

Economy begins in the cellar—with a CANADA DUSTLESS ASH SIFTER. It will save pounds of coal a day, many pounds in a week, a ton or more in a winter. With coal at $8.00 or more per ton, we ought all to economize.

Put it up to your customer TO SAVE COAL and you'll have no trouble to sell the

CANADA Dustless Ash Sifter

(See illustration)

Ashes go in barrel—coal into scuttle. Positively dustless and lasts for many seasons.

Every family is a prospect, and every sale represents a nice profit—found money to you. Have a half-dozen or so always on hand.

Jobbers everywhere supply them; order through them.

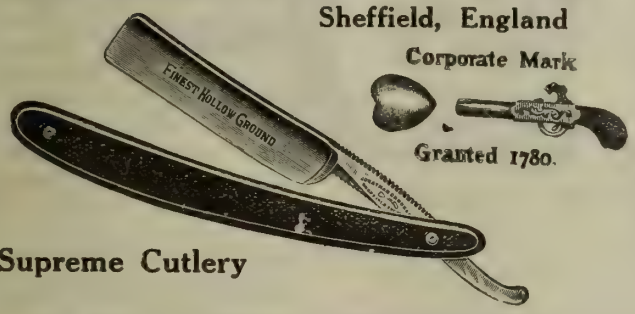
"I can sift ashes now"



J. Samuels
TORONTO ONTARIO

Jonathan Crookes & Son

Sheffield, England



Supreme Cutlery

FOR SALE BY LEADING WHOLESALE HOUSES

WANTED — HARDWARE SALESMAN TO handle the jobbing trade for a Canadian factory. Best of references must be furnished and experience stated. Box 150, Hardware and Metal, Toronto.

Lap Rugs—

Oiled Duck, Square and Dash, Rubber Rugs Lined for Winter Use, Seal Plush and Galt Knitted Fur.

Write for Prices and Description.



SAMUEL TREES & COMPANY Limited

Toronto Whitby Winnipeg

It is a good test of a hardware salesman's capacity to find out whether he regularly reads Hardware and Metal. The live ones always do, because they realize that there is no other way of keeping right up to the minute on everything connected with the Canadian hardware trade.

The manufacturer who inserted the above advertisement knew that the 12 men who answered it were men who would be likely to study their proposition.

Use the Want Ad. Page.

If interested, tear out this page and keep with letters to be answered.

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**



ICE TOOLS

Every Farmer, Butcher and Dairyman cuts ice. We have a tool for every use. Write for particulars and prices.

We also have a full line of Snow Plows, etc., for municipal work

ROBERT DONALDSON & SONS, Montreal



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Auger Bits, Bolts and Nuts, Bolster Springs, Chain, Drills, Files, Handles, Horseshoes.

LET US QUOTE YOU

IRON AND STEEL HARDWARE TOOLS

WILKINSON AND KOMPASS
TORONTO HAMILTON WINNIPEG

WE SHIP PROMPTLY

Cottor Pins, Rivets and Burrs, Cap and Set Screws, Wood Screws, Tacks, Washers, Varnishes, Waste.

C. J. SHURLY, President
R. F. SHURLY, Vice-Pres.

FRED. SHURLY, Gen. Man. & Treas.
M. M. PARK. Sec.
H. W. BYRNE, Gen. Supt.



A good saw should have strength, elasticity, toughness and endurance. You get these qualities in full degree in Arrow Head Saws, made from Vanadium Steel. The steel of ultimate quality.

ARROW HEAD SAWS

The Arrow Head Saw will do 20% more work. This has been proven. These saws therefore are good for you to supply your customers. They are profitable to you, and they enhance your reputation for supplying a good article. Protect yourself by ordering now. Your jobber has the goods.

R. H. SMITH CO., LIMITED, St. Catharines, Ontario

If interested, tear out this page and keep with letters to be answered.

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
CHESTER, CONN., U.S.A.

Arctic  **Metal**

FOR HIGH SPEED — Try It. — FOR HEAVY PRESSURE

Every Pound Guaranteed.

Tallman Brass & Metal Co.
HAMILTON, ONT.

THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.
New York Montreal Philadelphia
London, Eng.



Your Money Is Your Own

You may save it, or you may use it to make more money. And we want to tell you plainly that in the 300 working days of every year you can make lots of money by saving it—SAVING THE WRONG CHANGE THAT MAY BE GIVEN OUT EVERY DAY. We've thought much about this matter—more than you have, and we know something about money-changing that you should know. One 4-page circular is yours for the asking. Send for it, please, to-day.

GIPE-HAZARD STORE SERVICE CO., LTD.
97 Ontario St., Toronto, Canada

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

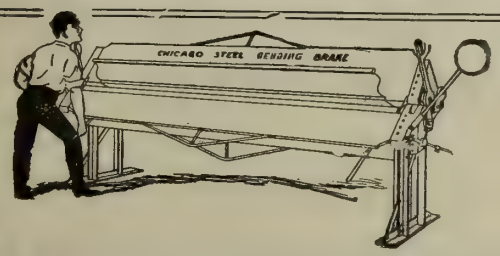
CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL



CHICAGO STEEL BENDING BRAKES
MADE-IN-CANADA

Are the most economical, most accurate and have the most simple working arrangements of any brake made.

WRITE FOR CATALOG AND FULL PARTICULARS.

The Steel Bending Brake Works Ltd., Chatham, Ont.

BOLTS

We have a large stock of high grade Carriage and Machine Bolts and Coach Screws and Rivets, Nuts and Washers. All orders filled and shipped promptly

London Bolt & Hinge Works
London Canada

If interested, tear out this page and keep with letters to be answered.

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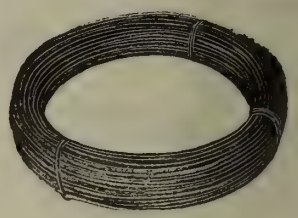
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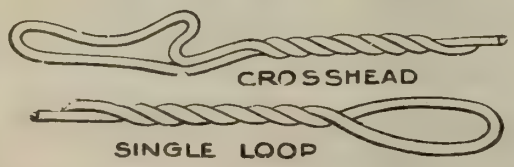
Bale-Ties and Baling Wire



Also Manufacturers of

NAILS and WIRE

all Kinds



The Laidlaw Bale-Tie Company, Hamilton, Canada

A. T. Diggins, Stair Bldg., Toronto, Ont. H. E. O. Bull, Montreal, Que.
Harry F. Moulden, Winnipeg, Man. Geo. W. Laidlaw, Vancouver, B. C.

Winning the Buyer's Favor

The best possible buyer is not made an actual buyer at a single step.

It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising.

Under ordinary conditions it should not be expected to do more.

If interested, tear out this page and keep with letters to be answered.

Condensed or "Want" Advertisements

There is always someone, somewhere, who is looking for just such a proposition as you have to offer—and it is more than likely that he is a hardwareman and a subscriber to HARDWARE AND METAL. Let an advertisement on this page bring you together.

RATES (payable in advance): 2 cents per word first insertion, 1c per word subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word.

AGENCIES WANTED

WANTED—LINES TO SELL ON COMMISsion to the hardware and general stores in Southern Alberta. I have been calling on this trade monthly for four years, and have a good connection. Good references furnished. Box 412, Hardware and Metal.

BUSINESS CHANCES

LET JOHN NEW, 154 BAY STREET, TOronto, sell your business. (4)

MACHINERY FOR SALE

FOR SALE — GASOLINE LIGHTING plant, also a number of second-hand tinsmiths' tools and machines. Apply H. L. Albrecht, Newton, Ont.

MISCELLANEOUS

FOR RENT—OLD ESTABLISHED HARDware premises in Goderich. For terms apply to Proudfoot, Killoran & Cooke, Barristers, Goderich, Ontario.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited. Room 314, Stair Building, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

MR. HARDWARE DEALER—YOU CANnot recommend any ash sifter with the talking points that the Burrowes Patent Dust-Proof Rocker Ash Sifter has. What other sifter has a closed scuttle, double rims, easy rocker motion, etc.? You ought to sell this sifter because of its merit. The Burrowes Mfg. Co., 607 King St. W., Toronto. (50)

SHOW CARD WRITERS

SHOW CARD WRITERS EARN BIG money; no special talent needed; we can teach you in few months by our special system right at your home; our students earn money after second lesson; after six lessons one of our students took $17 worth of orders in one day; get particulars special December offer. Dept. H, Shaw Correspondence School, 393 Yonge St., Toronto.

SITUATIONS WANTED

WANTED — POSITION AS HARDWARE salesman, with 20 years' experience in wholesale and retail; capable of taking charge and buying, and can figure on any kind of contract work; good window dresser and show-card writer. Age 32, married, good appearance and sober. Box 414, Hardware and Metal.

SALESMEN WANTED

WANTED — AN ALERT TRAVELLING salesman to cover Eastern Ontario, Quebec and the Maritime Provinces, calling on the Hardware and Furniture trade. Must be capable of speaking French. State age, experience and salary expected. Box 413.

MACHINERY WANTED

I WISH TO PURCHASE ONE EACH OF THE following machines: Eight-foot Chicago steel bending brake, eight-foot Brown & Boggs squaring shears, with adjustable back gauge; three-foot barrel groover; three-foot former or rollers; three-foot bar folder; also latest type pipe swedge, wiring machine, turning machine, burring machine, elbow machines, pipe stakes, square head, etc. John Stewart, Westboro Ont.

BUILDERS' SUPPLIES

"Atlas White" Cement

"Acme" Keen's Cement

Manitoba and Dominion Plaster and Wood Fibre

"Rock" Wall Board

St. Louis No. 1 Fire Brick, also Pitch, Asphalt, Lime and Ready Roofing.

¶ Conewago Waterproofing Paper, "Hammer Brand" Plaster of Paris, "Perfect" Corner Bead, "Perfect" Metal Lath.

¶ Ideal Tube Expanders, Sanson Car Movers.

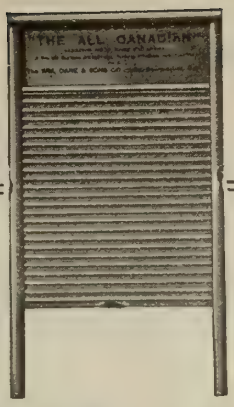
¶ Satisfaction and big profit double-sure.

Walter Belyea

Successor to the late

THOMAS BLACK

WINNIPEG



COSTS LESS

than aluminum and zinc wash boards, is just as good and is more serviceable.

The All-Canadian
All-Wooden
Wash Boards

are the result of great scarcity and high price of zinc and aluminum—a price that has greatly handicapped washboard sales.

All-Canadian grown wood, Canadian-made nails, and by Canadian workmen—that's why it's all-Canadian.

The finest grained hardwood is used for rubbing surface.

Retails at 20c and leaves a BETTER profit.

Standard zinc, glass and enamel wash boards always on hand for prompt delivery, until notice to the contrary.

The Wm. Cane & Sons Co., Limited

Makers of the New Wooden Wash Board

NEWMARKET, ONT.

Want Ads.

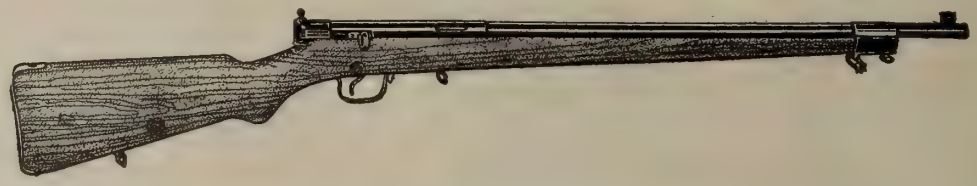
Try it out

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

No Time Like the Present for a Display of Ross Rifles

A window display of Ross Rifles will attract customers to your store, and bring in the people with money to spend.

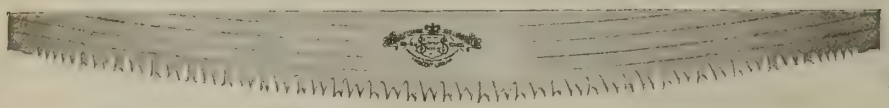
You may be sure that the man who buys a Ross Rifle from your competitor will probably become a steady customer. Remember this when you are arranging your window display to catch the Christmas trade. Ross Rifles make an ideal gift to any man.



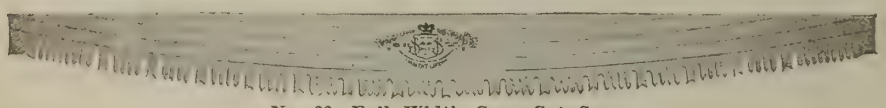
If you need any information, write to-day.

Ross Rifle Company - Quebec

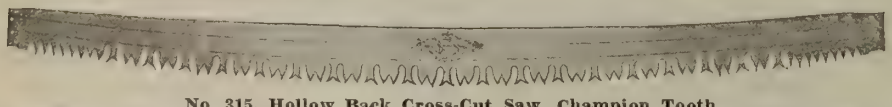
You should place your orders now for a stock of SIMONDS Crescent Ground Cross-Cut Saws



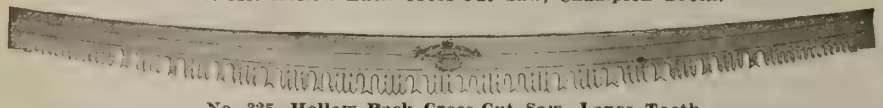
No. 13. Full Width Cross-Cut Saw.



No. 22. Full Width Cross-Cut Saw.



No. 315. Hollow Back Cross-Cut Saw, Champion Tooth.



No. 325. Hollow Back Cross-Cut Saw, Lance Tooth.



YOU can make no mistake when you do this as every logger or woodsman knows this make of saws and will always pay more for them for the simple reason that they enable him to do more work with a smaller amount of labor. He knows the better cutting quality of the saw will make it more than pay for itself. Select the styles you want from these pictures or write for our complete catalog and more information.

We also have a complete line of Hand Saws.

Place orders through your hardware wholesaler.

Simonds Canada Saw Co., Limited

St. Remi St. and Acorn Ave., Montreal, Que.

Vancouver, B.C. **St. John, N.B.**

If interested, tear out this page and keep with letters to be answered.

Convenient to Stock **"HENDRYX"** Always Salable

A Word for Quality

Sample Assortment nested for immediate shipment. All good selling numbers



5000—5002—5004 5006—5008—5010 7002—7004—7006 5004G—5006G 7008G

Case No. BC contains 24 brass cages—two of each number including six with brass guard attached

THE ANDREW B. HENDRYX CO., New Haven, Conn., U.S.A.

"Multiped"

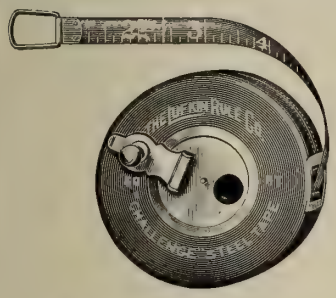
The Garden Hose That Doesn't Kink

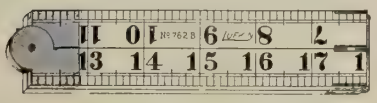


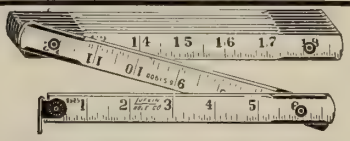
A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver







BOXWOOD RULES SPRING JOINT WOOD RULES

MEASURING TAPES

On these lines

THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.

can give you the very best of service and satisfaction.

LUFKIN GOODS ARE WIDELY KNOWN AND HAVE THE HIGHEST REPUTATION FOR ACCURACY AND FAULTLESS SERVICE

STOCKED BY JOBBERS. SEND FOR CATALOGUE.



Talk Number Eighty-One

One heartfelt "Merry Christmas" from someone you have helped is worth a million of the perfunctory kind.

TINKER TOM.

Look for Talk No. 82 next week.

DOMINION SHEET METAL CO., Ltd.

HAMILTON, CANADA

To our friends
We extend best wishes
for a very
Merry Christmas
and a
Prosperous New Year
The L. S. Starrett Co.
The World's Greatest Toolmakers
Athol, Mass.

12-591

HARDWARE AND METAL

Vol. XXVIII No. 53 PUBLISHED EVERY SATURDAY SINCE 1888 Dec. 30 1916

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

Kyanize

KY-AN-IZE

Kyanize Dealers have something more than the nationally known Kyanize Line of Varnishes and White Enamel.

We back every Kyanize Dealer with selling helps and business-building plans that make a Kyanize Exclusive Agency a valuable franchise.

If there is no Kyanize Dealer in your locality, write us for a copy of the new, big 1916-17 Edition of "The Dealers' Mint of Selling Hints" and full particulars about the Kyanize Exclusive Agency Plan.

BOSTON VARNISH CO.

Fine Varnishes and Enamels

Everett Station, Boston, U.S.A.

CANADIAN DISTRIBUTORS

The J. H. Ashdown Hardware Co. Limited
Calgary, Winnipeg, Saskatoon.

Sturgeons, Limited
91 Church Street, Toronto



COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts Boiler Rivets, Tinners' Rivets, Etc.

TRADE



MARK

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - - MONTREAL

KEYSTONE BRAND

MAKE A WINDOW DISPLAY OF

"KEYSTONE"

Household Brushes

Educate your customers to buy the best quality brushes. Talk about the bristles that won't come out — the bristles that stand up under hard use and won't spread. Talk of the extra long service Keystone brushes give. There's money in it for you.

For prices, etc., write

Stevens-Hepner Co., Limited

Port Elgin, Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.



"P.&W. Co."

SMALL TOOLS

The Machinist is a connoisseur—a critic who knows. You can't fool him on tools. Try out his knowledge with the P. & W. line. You'll certainly see him return for more of the same make. So you make a good customer.

Prompt delivery. Order from your jobber.

Pratt & Whitney Company of Canada, Limited

Dundas, Ontario, Canada

Montreal, 723 Drummond Bldg. Vancouver, 609 Bank of Ottawa Bldg. Winnipeg, 1205 McArthur Bldg.





High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.





Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

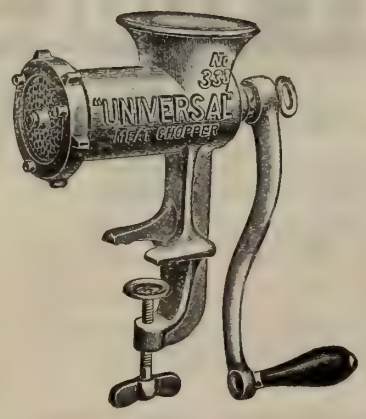
Wrought Washer Mfg. Co.

MILWAUKEE, WIS.

If interested, tear out this page and keep with letters to be answered.

UNIVERSAL

Meat Choppers



No. 333.
Chops three pounds of meat per minute. Diameter of hopper, 4 x 5 inches. Diameter of barrel, 2⅛ x 2¾ inches. Weight, 10 pounds each.



No. 304.
Chops four pounds of meat per minute. Diameter of hopper, 5 x 6 inches. Diameter of barrel, 2⅝ x 3¼ inches. Weight, 16¼ pounds each.



No. 305.
Chops five pounds of meat per minute. Diameter of hopper, 6 x 7 inches. Diameter of barrel, 3¼ x 4 inches. Weight, 27 pounds each.

Sanitary

All patterns are made with thumb screw or clamp, making them removable from bench or block for cleaning, putting into icebox, etc.

Economical

Owing to the construction of the feed screw considerable less meat is left in the machine after operating than other makes.

Ease of Operation

The crank in UNIVERSAL Meat Choppers are larger than in other makes, giving a greater leverage and requiring less work.

Finish

UNIVERSAL Meat Choppers are heavily tinned by an exclusive process, producing the finest possible finish. Handles are black and add considerably to the attractiveness of the machine.

Cutting Parts

"UNIVERSAL" knives and plates are of fine quality cast steel, uniformly ground and machined. The knives are hollow ground, cut cleanly, and retain their edge longer than other makes.

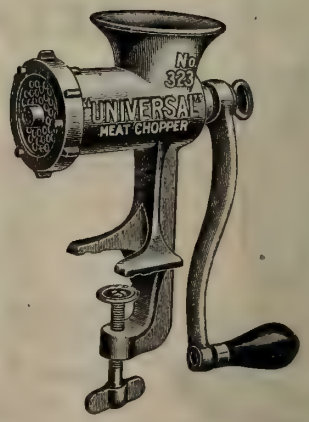
UNIVERSAL

LANDERS, FRARY & CLARK

New Britain, Conn.

A. MACFARLANE & CO., Montreal

Canadian Representatives



No. 323.
Chops 2½ pounds of meat per minute. Diameter of hopper, 3 x 4 inches. Diameter of barrel, 2⅛ x 1⅝ inches. Weight, 5¼ pounds each.



No. 331.
Chops three pounds of meat per minute. Diameter of hopper, 4 x 5 inches. Diameter of barrel, 2⅛ x 2¾ inches. Weight, 10 pounds each.



No. 345.
Chops five pounds of meat per minute. Diameter of large gear, 8¾ inches. Diameter of barrel, 3¼ x 4 inches. Diameter of hopper, 6 x 7 inches. Weight, 37 pounds each.

If interested, tear out this page and keep with letters to be answered.

LEWIS BROS., LIMITED

Extends the Season's Greetings with hearty good wishes for the New Year

1917

Fully appreciating that our own success during the year just closing resulted from the liberal and increased patronage accorded us, it shall be our constant endeavor to serve you in such a way, and with such goods, as will merit a continuance of your confidence and good-will.

LEWIS BROS., LIMITED,
Montreal

If interested, tear out this page and keep with letters to be answered.

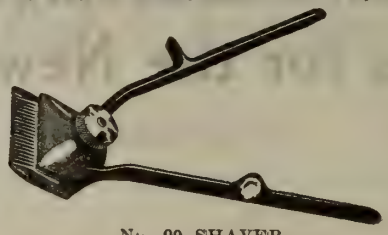
PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

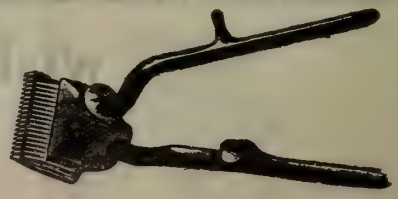
present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.
Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



STANDARD No. 0, No. 1 and No. 2.
Retailing at about $2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about $2.25



SPEED
Best low-priced Clipper made. Retailing at about $1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about $1.50.

If you are not familiar with these goods, send for samples and compare them with others.

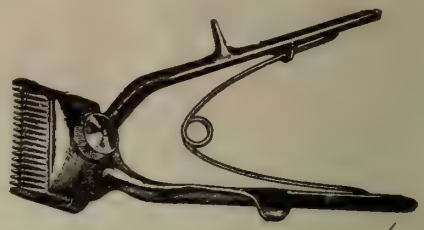
A. MacFarlane & Co.

Coristine Building, Montreal

Canadian Agents for

Wiebusch & Hilger, Ltd.

New York City



CADET
with visible spring, retailing at about $1.00.



No. SC 935

Buy Your Hinges
Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges	Pair in a Box	SC 900
Light Tee Hinges	" " "	SC 904
Heavy Strap Hinges	" " "	SC 209
Heavy Tee Hinges	" " "	SC 609
Corrugated Strap Hinges	" " "	SC 935
Corrugated Tee Hinges	" " "	SC 937

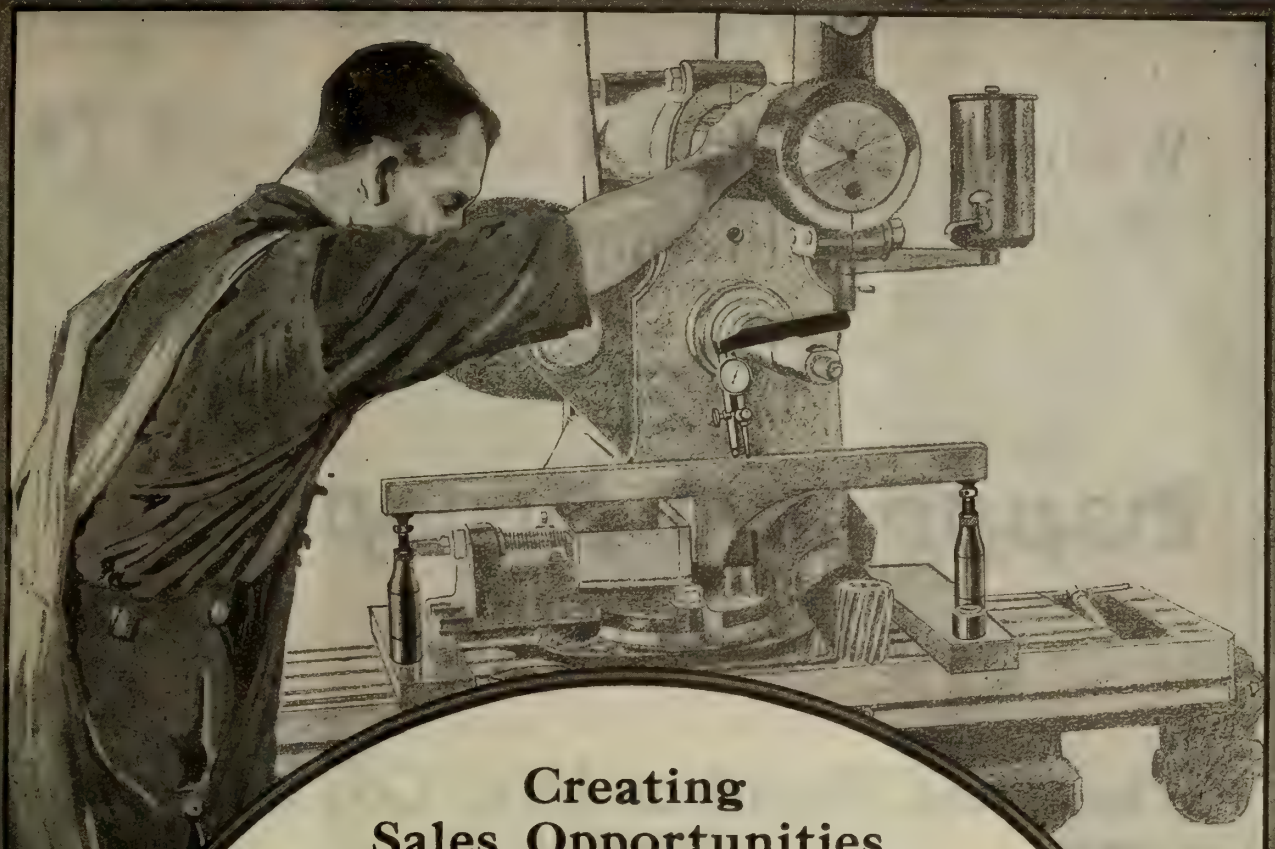
Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.
Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Canada

If interested, tear out this page and keep with letters to be answered.



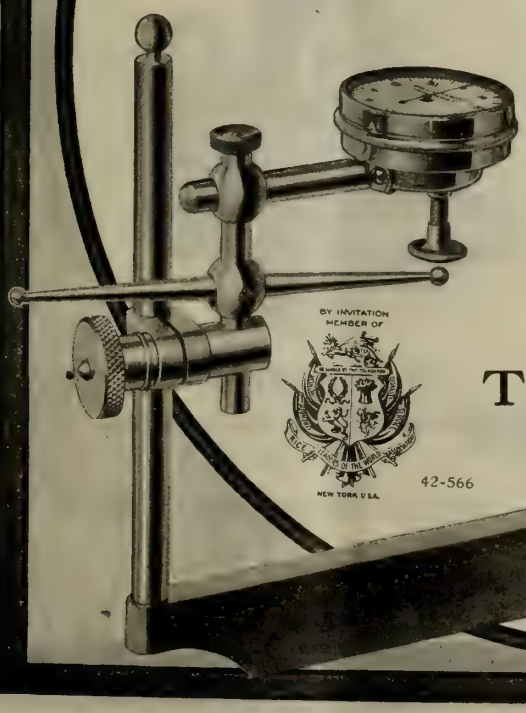
Creating Sales Opportunities

There are so many tools and appliances that are a vital help to machinists and toolmakers, yet are so small in themselves that hardwaremen should be alert to suggest new tools whenever possible. That's why it pays to study the Starrett catalog and get acquainted with the many sales opportunities for

TRADE MARK

Starrett Tools

REG. U.S. PAT. OFF.



These are the chosen measuring standards for the best mechanics the world over. From 2,100 styles and sizes, a tool may always be selected for any practical measuring operation.

Dial Test Indicator for testing the work on surface plate, on lathe centers, and on shapers, milling machines, etc. The dial reads in .001 of an inch. Being adjustable, the dial permits instant setting to zero. Price complete, $10.75.

Little Giant Jack Screw for tool room use, for leveling up work on planer beds, setting up machinery, etc. Raises 1,000 pounds from 2¼ to 6½ inches. Price complete, $1.40.

Send for free catalog No. 21M.A., describing the full line.

BY INVITATION MEMBER OF

42-566

The L. S. Starrett Co.

Athol, Mass.

36 and 37 Upper Thames St., E.C., London, Eng.

The World's Greatest Toolmaker



If interested, tear out this page and keep with letters to be answered.

Wishing Our Many Customers
and Friends



A Happy and Prosperous New Year

The Thos. Davidson Mfg. Co., Limited
Toronto MONTREAL Winnipeg

J.M.T.
TRADE MARK

STEAM GOODS AND SPECIALTIES

A Remarkable Line for Efficiency, Economy and Reliability



J. M. T. INJECTOR
Gives absolute service under varying conditions

The James Morrison Brass Mfg. Co., Ltd.
93-97 Adelaide St. W., Toronto

If interested, tear out this page and keep with letters to be answered.

A New Year's Message on Rope

Have you ever thought what this world would be like without rope?

Consider the effect on commerce, yachting and the fishing industry. Think what the loss of the lariat would mean to cattle ranches. Imagine the difficulty of getting gasoline for our motors, with no cables for well-drilling. Picture, if you can, the handicap in building operations.

In rope you are dealing with one of man's most useful tools.

And in selling rope of highest quality, you directly influence man's power of safety, efficiency and progress.

May you, in this New Year, perform your share of this great service and enjoy your share of its sure rewards.

PLYMOUTH CORDAGE COMPANY
NORTH PLYMOUTH, MASS. WELLAND, CAN.

INDEPENDENT CORDAGE CO., LIMITED
TORONTO, CANADA - CANADIAN SALES AGENTS



If interested, tear out this page and keep with letters to be answered.

GOODELL-PRATT

1500 GOOD TOOLS

GREETINGS

We take advantage of these Holidays to send you greetings and to thank you for your endeavors to make our relations as friendly as possible during the unsettled conditions of the past year.

We hope that the coming year will offer you more of prosperity than ever, and we know that our pleasant relations will continue.

Goodell-Pratt Company

Toolsmiths

GREENFIELD - MASS., U.S.A.



If interested, tear out this page and keep with letters to be answered.

Quality Service

Courtesy in Business

* * *

Fittingly framed and hanging in the Offices of one of the most important Public Service Corporations on this North American Continent is the following

'Did you say Please and Thank you?'

Broad minded men direct the destiny of that Corporation, men who know that public or private enterprises to be lastingly successful must operate for the public good.

Quality and Service are the two important factors in our business life today, but Courtesy is the door through which they must enter.

We are large producers of Hamilton Pig Iron and our output of Open Hearth Steel Blooms and Billets, Iron and Steel Bars of all shapes and size runs into enormous tonnage.

The products of our mills include practically everything that can be manufactured from Iron and Steel and these we distribute to thousands of satisfied customers.

Our business is an extensive one and a successful one. The World is our market: but our prosperity and success in the future, as in the past, depend upon the continued confidence, co-operation and good-will of the people we serve.

The Steel Company of Canada, Limited

HAMILTON TORONTO MONTREAL WINNIPEG

If interested, tear out this page and keep with letters to be answered.

Do you sell Washing Machines— or merely "stock" them?



Dealers handling ordinary "washers" are, we find, disposed to judge the possibilities of this class of article entirely by what they are accomplishing with the mediocre machines.

Do not make such a mistake. Do not ignore the opportunity that may easily be made *your* opportunity by taking advantage of the already-created big demand for

THE "1900" LINE

The "1900" products include: Washing Machines, Hand Power Washers, Engine and Water Power Washers, and Electric Washers — all of them featurd by us in our extensive advertising to the public. The strong demand for our goods is due first, to their really exceptional qualities and the remarkable convenience of their devices; second, to the manner in which we make known their merits by publicity. Dealers not only find these products easy-to-sell but highly profitable in the selling—our margin for dealers is greater than you can figure on for almost any other article you sell.

The "1900" Wringers

a line of outstanding superiority—beautifully finished—and supplied in a full assortment of sizes and grades. Although employing the highest grade of material, we make them in such quantities and by such modern factory methods that they sell at a price comparing favorably with less successful wringers. In this, as in our washers, the dealer's profit is satisfactory.

Letters of inquiry will receive prompt response and will bring you full information about the entire line.



The "1900" Washer Company

357 YONGE STREET, TORONTO

If interested, tear out this page and keep with letters to be answered.

Toncan Metal News

Vol. 1—No. 6 PUBLISHED IN THE INTEREST OF BETTER SHEET METAL December, 1916

TONCAN METAL IN EQUITABLE BLDG.

Twenty-five Refrigerators Lined With Toncan Metal

Twenty-five refrigerators, varying in size from 24 feet long by 8 feet deep to 4 feet by 4 feet, were installed in the new Equitable Building, New York City, and all of them are lined with Galvanized Toncan Metal Sheets.

Low maintenance expense—that was the prime reason for using Toncan Metal Sheets in these refrigerators. Toncan Metal's ability to resist rust and corrosion is an assurance against frequent repairs and replacements.

The constant presence of moisture in a refrigerator makes essential the use of durable material for linings. And Toncan Metal is being used very extensively for built-in refrigerators as well as portable refrigerators by some of the most prominent manufacturers in the country. (Names on request.)

Another prominent Toncan Metal refrigerator installation is that of the Kansas City Railroad Terminal. Thirty-two refrigerators and a gigantic humidor in that handsome building are lined with Toncan Metal Galvanized Sheets.



Equitable Building, New York City

LASTS 400% LONGER THAN STEEL ON GLASS MANUFACTURING PLANT

And Good For Ten Years More, Says User

Mr. Frank Bastin, Secretary of the Blackford Window Glass Co., Vincennes, Ind., writes under date of Feb. 3, 1916, as follows:

"Replying to yours of the 1st in which you inquire what we have to say at this time relative to the service Toncan Metal has given since its application on our buildings in the summer of 1912, we beg to state that as far as we can see the roof is in excellent condition, and bids fair to last ten years or more. This would be remarkable service from the fact that the large buildings in which the melting takes place are subjected to fumes and chemical dust, all of which are severe on metal **and would rust out in one year an ordinary galvanized steel roof.**"

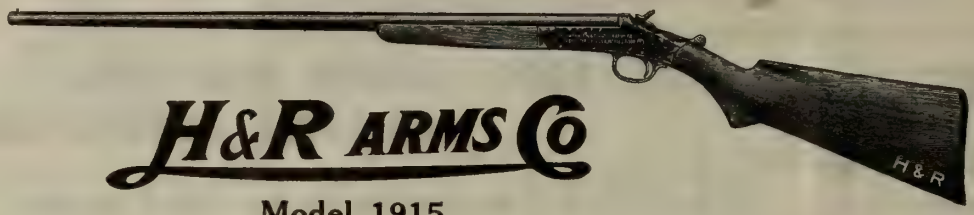
Service such as this is not uncommon. Letters like that quoted above are being constantly received, all verifying our claims for the durability of Toncan Metal Sheets.

To the prospective Toncan Metal user actual service evidence of this kind is valuable. It facilitates investigation.



A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



H&R ARMS Co

Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

24 Gauge, 28 or 30 inch Barrel
28 Gauge, 26 or 28 inch Barrel
.45 Caliber, 26 inch Barrel
.44 Caliber, 26 inch Barrel
.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply.

Harrington & Richardson Arms Company

715 Park Avenue, Worcester, Mass., U.S.A.

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

OFFICIAL AWARD RIBBON

PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

PRESIDENT

DIRECTOR OF EXHIBITS

SECTY OF THE INTERNATIONAL AWARD SYSTEM

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



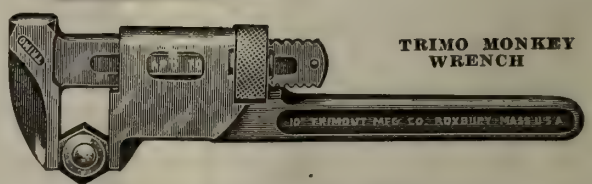
TRIMO PIPE WRENCH WOOD HANDLE



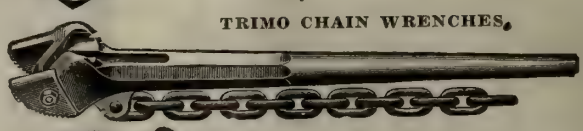
TRIMO PIPE WRENCH STEEL HANDLE



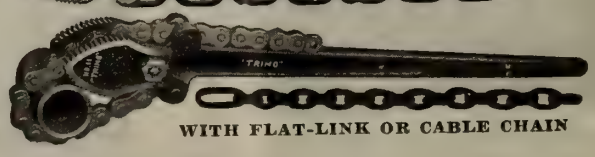
TRIMO PIPE CUTTER



TRIMO MONKEY WRENCH



TRIMO CHAIN WRENCHES,



WITH FLAT-LINK OR CABLE CHAIN

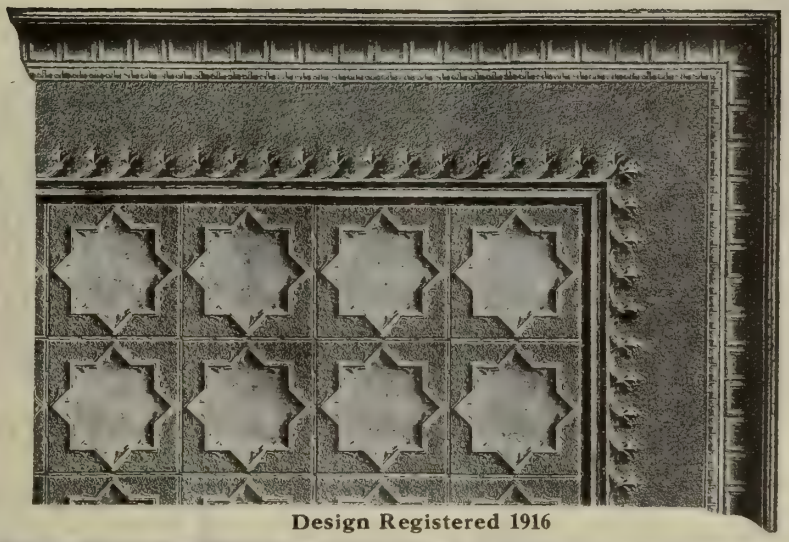
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"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

They Sell Themselves!

Keep some of our snappy, illustrated, printed, handy matter on your counter and you'll find good, profitable business in "M-R Co." Ceilings and Walls come to you with very little trouble.

Let us send you selling helps and suggestions—To-day.



Design Registered 1916

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

TINNERS, ATTENTION!

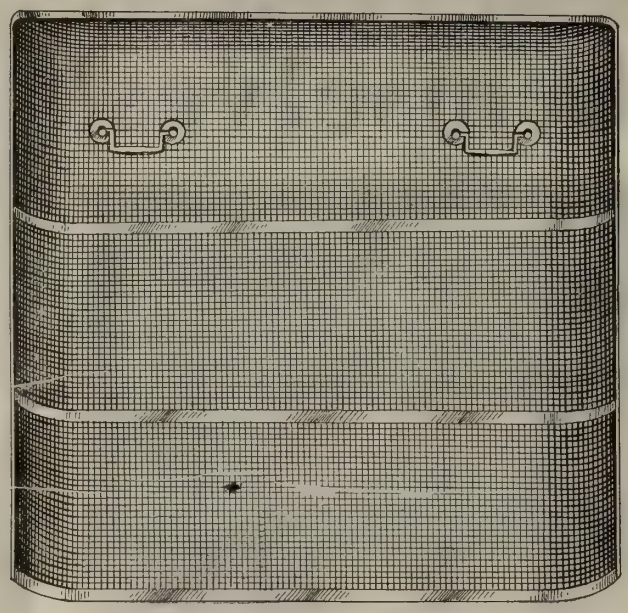
LABOR AND MATERIAL are at a premium. PROMPT DELIVERIES on some lines are impossible. We therefore suggest that you anticipate your requirements AS FAR IN ADVANCE AS POSSIBLE. ALWAYS REMEMBER B. B. tools are the STANDARD for QUALITY, SPEED AND ACCURACY. Write us when in need of SHEARING MACHINES, STEEL AND IRON BRAKES, FOLDERS, BEADERS, PUNCHING MACHINES, SOLDERING COPPERS, SMALL HAND TOOLS, ETC., ETC.

THE BROWN, BOGGS CO., LIMITED
HAMILTON, CANADA

Montreal Agent: W. L. HALDIMAND, Jr.
Western Agents: BISSETT & WEBB, Winnipeg.
British Columbia Agents: E. A. EARL & CO., Vancouver

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Fire-place Screens



"XL" MISSION

We recommend this as being the most handsome screen on the market.

Our line is complete and of the highest quality.

Canada Wire & Iron Goods Co., Hamilton

We manufacture all grades of Wire Cloth and General Wire Work. We solicit your enquiries.

Big Profits Selling
Still's Handles

They are the best.

The favorite brands are:

Empire, Imperial, Peerless and Champion.

Made of the best of Hickory, nicely finished.

All leading Jobbers stock them.

Write for prices.

J. H. Still Mfg. Co.

ST. THOMAS, ONT.

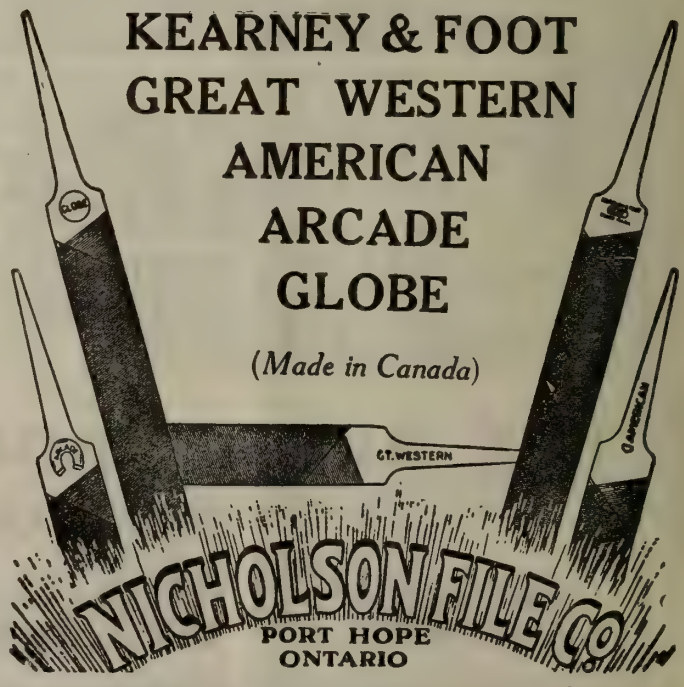
1917

Greeting:

We trust that the Year Nineteen Hundred and Seventeen will be written into your business history as the most prosperous you have ever enjoyed. And we hope that it may prove but the forerunner of many years of Prosperity, Peace and Goodwill.

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

(Made in Canada)



If interested, tear out this page and keep with letters to be answered.

Pumps that Carry Good-Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction



Every pump sold stays sold—gives the dealer no trouble.

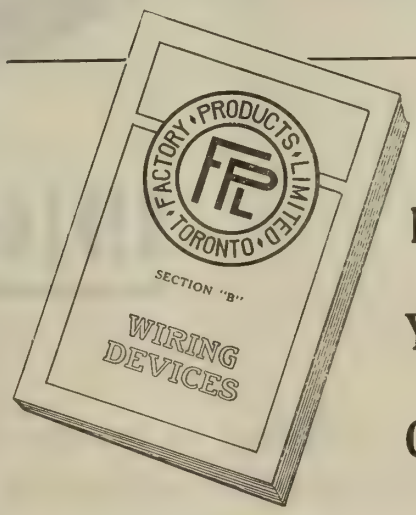
They are metal — hand-fitted valves — air-tight — strong — lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

WRITE

The R. McDougall Co.,
LIMITED
GALT, CANADA

Everything For Your Electrical Department



The excellent cuts and description in this catalog will give you a comprehensive idea of the quality and value of our products.

Have You Received Your Copy of Our CATALOG ?

Send a post card for one to-day.

FACTORY PRODUCTS LIMITED
220 King St. West, Toronto, Ontario.

Seafoam Electric Washer and Washer

(2 Styles)

No Worry—LittleWork, in the Home Laundry with this **LABOR SAVER.**

Style "B" made without electric motor for use with Gasoline, Steam engine or Windmill.

Great for the Farm.



Style "A"

Made only by

Cummer-Dowswell, Limited
Hamilton, Ontario

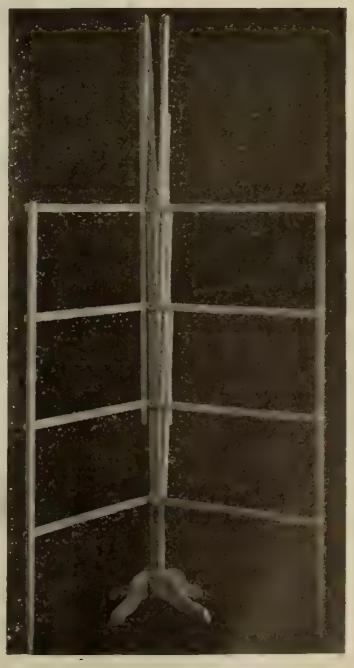
Many Homes Need Clothes Dryers

The "Stratford" Clothes Dryer, No. 9, illustrated herewith, is made of clear basswood and has four drying sides or sixteen bars.

Two sides are shown folded and two ready for use. Any side can be folded up against middle post if not needed. When not wanted all sides can be folded up and dryer stood in a corner. Tied three in a bundle.

Display Stratford Clothes Dryers prominently and they will sell themselves.

Write for full particulars.



The Stratford Mfg, Co., Limited
Stratford, Canada

If interested, tear out this page and keep with letters to be answered.

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

1916-1917

Standing on the threshold of a new year, we pause to look back over the passing year. 1916 has far exceeded our expectations for volume of trade. We fully realize that your co-operation and patronage have done much to make this success possible. It is very gratifying to know that our efforts to serve and please every branch of trade, commerce and industry have been so generously appreciated throughout Canada.

Past successes are but stepping-stones to future achievements. With the New Year, our efforts shall be increased to make the DOMINION RUBBER SYSTEM of still greater service and benefit to Canadians and to the trade of Canada. Our purpose, at all times, shall be to make this the one safe and satisfactory place to supply every need in rubber.

To one and all, we extend the Season's Greetings, and our best wishes for a Happy and Prosperous New Year.

Canadian Consolidated Rubber Co. Limited

Head Office - MONTREAL, CANADA

If interested, tear out this page and keep with letters to be answered.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, DECEMBER 30, 1916 No. 52

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Cable Address: Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

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BE prepared to start the New Year right, with an adequate stock of Stanley Garage Hardware and the helpful co-operation of our Service Department. If you have not been carrying this profitable line, write to-day for Catalog R124 and information concerning the Sales Helps we furnish you.

AUTOMOBILE firms say that more cars will be delivered as gifts this Christmas than ever before. The result will be many new garages, which means business for the hardware merchant.

STANLEY GARAGE HARDWARE

is at once the easiest and most profitable hardware to sell for garage doors. It is the only complete line designed especially for garage use, and its merits have been made known, through advertising, and through pleased customers, to practically all who contemplate building. It is simple to apply, costs less than devices for hanging sliding doors, and, unlike the latter, it never gets out of order, but works easily and closes the doors weather-tight.

Stanley Works

NEW BRITAIN, CONN., U.S.A.

Canadian Representatives:

A. MACFARLANE & CO., Coristine Building, Montreal

J L B L CANADA

Every inch of

"QUEEN'S HEAD" GALVANIZED IRON

Is thorough and uniformly galvanized. This means uniform wear.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch

"DOMINION"

Charcoal Tinplates

High-Grade Genuine Charcoal Plates
Tissue Packed.

Specify "DOMINION CROWN" on your next order.

A. C. LESLIE & CO., LIMITED
MONTREAL

If interested, tear out this page and keep with letters to be answered.

Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 28 TORONTO, DECEMBER 30, 1916 No. 53

Sisal and Manila Ropes May Advance

Advance of 3½c Per Pound in Sisal Fibre Pressages Higher Prices for Rope and Binder Twine—Manila Ropes May Follow in Sympathy—Big Increases in All Ropes Since Outbreak of War.

THE advance on December 13 of two cents per pound in Manila and sisal rope to a new high level has caused more than passing interest in these products. Pure Manila rope is now selling at 25½c per pound basis, while sisal rope is selling at 19c per pound. When it is stated that pure Manila rope was selling at 15c per pound at the outbreak of the war on August 1, 1914, it will be seen that there has been a clear increase of 10½c per pound in the short space of two years and a half. Sisal rope ⅝ inch and larger was selling at 10½c per pound on August 1, 1914, while at present the sale price is 19c per pound. This is an increase of 8½c per pound. The net gain is not quite as big as that for pure Manila, but the percentage gain is higher by 10 per cent. In other words from August 1, 1904, to the present time the gain in the price of pure Manila has been 70 per cent., whereas the gain in the same length of time for sisal has been 80 per cent. Following figures will give a comparison of the way prices have increased in the various makes of cordage since August 1, 1914:

	Aug. 1, 1914	Aug. 1, 1915	Aug. 1, 1916	Nov. 27, 1916	Dec. 13, 1916
Pure manila, base	$0.15	$0.16	$0.22½	$0.23½	$0.25½
British manila	0.11	0.13½	0.18	0.19	0.21
Sisal, base	0.10½	0.11½	0.15½	0.17	0.19
African hemp, base	0.11	0.13½	0.15½	....	....
New Zealand hemp, base	....	....	....	0.19	0.21

There has been considerable criticism of the Sisal Regulating Commission of Yucatan on the ground that they have been in control of the market and have advanced prices as they willed. As will be noted the advance in cordage has not been alone in sisal products but in pure Manila, British Manila, African hemp and New Zealand hemp. There was promise of a big crop during the year but storms and hurricanes in Mexico in the Yucatan district are stated by the commission to have caused great damage to the crop. "One of the worst storms in the history of Yucatan swept the entire coast about the middle of November and caused millions of dollars in damage to the sisal crop and to the warehouses and shipping at Progreso," stated the representative of the Sisal Regulating Commission at New York. "Included in the damaged property were many small boats belonging to American concerns. Stretches of railroad tracks were undermined, and the movement of sisal into Progreso was hindered, receipts for November being 45.7 per cent. below the normal. As a result of serious storms in October the receipts of sisal in that month were 20.3 per cent. below normal. These storms have resulted in doing considerable damage to the growing sisal crop and resulting in the loss of a large quantity of baled sisal at the port of Progreso and elsewhere along the coast."

Freights and Shortages.

Freights from the Philippine Islands have been increased and the crop of Manila hemp has been heavier than that of last year, according to receipts of this commodity at Manila up to October 1, 1916. From January 1, 1916, to October 1, 1916, the receipts of Manila hemp totalled 946,000 bales as compared with 860,000 bales in the same period last year. Shipments to the United States have been 476,000 bales up to October 1, 1916, compared with 400,000 bales last year in the same time. Shipments to the United Kingdom up to October 1, of this year have totalled 333,000 bales, against 386,000 bales last year. The representative of the Regulating Commission points out that the statistical position of Mexican sisal is very strong. On October 1, this year, the visible supply of sisal was 190,000 bales less than at the same time last year. Stocks at interior points in Yucatan were stated to be only 4,920 bales, the lowest recorded in the history of the sisal industry in Mexico. Stocks in United States warehouses on October 1, were 19,378 bales as against 97,385 bales at the same time in 1915. The Commission points out that while the raw sisal fibre has advanced considerably during the past four years, the advance has been common with all other rope fibres. The following prices are quoted by the Commission as showing the comparative price per pound of Manila, sisal and New Zealand hemp:

	1913 Aug. 1	1914 Aug. 1	1915 Aug. 1	1916 Aug. 1
Sisal	$0.06½	$0.05⅜	$0.05⅞	$0.10⅝
Manila hemp, fair current	0.09⅛	0.07⅞	0.09½	0.12¼
New Zealand hemp	0.06¼	0.05⅞	0.07	0.11⅜

At the present time Manila hemp, fair current, is quoted at 14c for spot sale. New Zealand hemp is quoted at 11⅝c per pound, while sisal quotations have been withdrawn. As to what the future holds in store in the way of higher prices there is a field for considerable speculation. Cordage men assert their belief that in the face of conditions sisal is likely to go higher. The growth of this industry in Yucatan is a most interesting one. In describing the basic industry of the province of Yucatan before the Senate Committee of the United States, which recently held an investigation into the matter of sisal fibre, the counsel for the Regulating Commission, Walker B. Spencer, told of the development of the industry as follows:

Basic Industry of Yucatan.

"The growing of sisal hemp is the principal industry of the State of Yucatan, and seven-eighths of its population of three hundred and thirty-seven thousand people are engaged therein in one way or another. The revenues of the

(Continued on page 41.)

Processes Employed in Making Files

Trip Through a File Factory—Describing Processes of Manufacture From Rough Bar to Finished Article—Many Important Operations—How Teeth are Made

MOST people look upon the file as a comparatively modern invention. It is a common tool of the day, and the modern man has come to look at it as distinctly a thing of his own time, but, barring brass and iron working, which, according to report, Tubal-Cain engaged in five generations after Adam, the file is among the oldest implements of which we have a record. Studious ones will remember that the file first appeared in history in the days of King Saul of Israel, for in 1 Samuel, 12:21, appear these words: "Yet they had a file for the mattocks and for the coulters, and for the forks, and for the axes, and to sharpen the goads."

It's a far cry from the land of Gilgal, in the days of King Saul, to a modern file factory capable of turning out 7,000 different sizes, kinds, and cuts of files. Yet though times have changed entirely, the file is still one of the most indispensable of tools to a vast variety of trades—jeweller, brass worker, machinist, cabinet-maker, locksmith, millwright, and a multitude of other trades and occupations all the way from a blacksmith to a manicurist, depend upon the file as a necessary part of their equipment. Yet despite this fact most people have a very vague idea as to how a file is made. Nor have they any conception of the great variety of processes that intervene between the bar steel of the store room and the finished file of the packing room.

General Varieties of Files

Files are made of high carbon tool steel, the composition of which differs slightly according to the different purposes for which the files are made.

As a rough generalization, files may be divided according to shape as round, half-round, flat, triangle and square. Of course, there are many variations from these general forms, but that is rather a matter of future manipulation. The bar steel from which the files are made is received from the steel mills in these five primary shapes. These bars arrive in an exact multiple of the length of the finished file, and consequently the great element of wastage is eliminated.

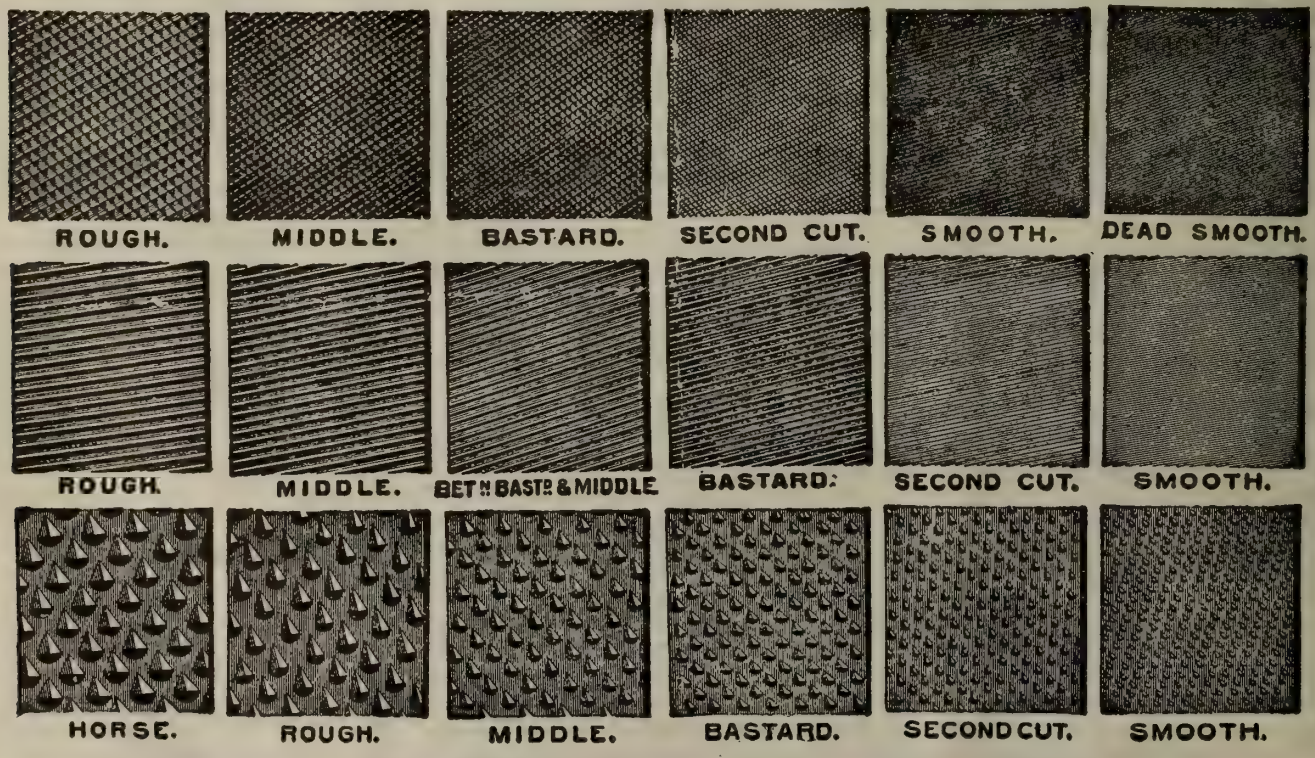
From the store room where the bar steel is held, it is not a step to the first cutting machine. The long laths of heavy steel, perhaps half an inch thick, are fed into the machine, a heavy knife drops down with a soft "chug," and a file length is sliced off as easily as though it were butter. Length after length is sliced off and piled in little steel barrows, in which it is passed on to the next man, for in the manufacture of files each individual file has one man's whole attention for a short time at least in every part of the process.

A Place of Demon Noises

The shaping shop is a place of demon noises. Machine after machine is busily hammering away shaping the files from the plain length of steel into the familiar forms we know. The file length is first heated red hot in a kind of forge; then it is seized deftly in a pair of heavy pinchers and placed on a machine. A heavy hammer falls, is lifted, falls again and again; the workman turning the file deftly all the while, till the familiar long spiked end known as the "tang" appears and until the file tapers slightly to the point; it is then run through great rollers while still hot, and tapered a little in thickness, and there you have a rough piece of steel of the general shape of a finished file.

Annealing the Steel to Make it Take the Cut

The rough file shapes next journey is to the annealing furnace. The hard carbon steel, though it will take the shape under the influence of heat and heavy blows, would yet be too hard for the fine cutting that follows. It must be softened sufficiently to take a cut while still cold. This process of softening the steel is known as annealing. This is done in great furnaces that are not unlike the baking kilns of a brick works. One side of the furnace is open. Into this the



Top row: Double cut. Middle row: Float cut or single cut. Bottom row: Rasp cut.

barrows of wrought file shapes are wheeled and piled in regular piles, so that the heat may circulate around them. One furnace is for one variety of files, another takes a finer kind that need a greater heat; another, still, one that requires less heat. When the furnaces are filled the opening is closed and sealed up, and the oil fuel turned on. An immense heat is generated. In flat work the average heat is 1,430 degrees. The rough file shapes are kept at the temperature for five or six hours, and are then gradually allowed to cool for 15 hours. When the rough shape has come out of this ordeal by fire, it has still one or two preliminary processes to go through before it is ready to take in its final appearance.

A Laid Road to Travel

In this terrific heat it not infrequently happens that the bar steel bends a trifle, or shows little irregularities; these are hammered out by hand. But that is not all, the terrific heat of the furnaces has a tendency to decarbonize the outer skin of the steel, making it too soft for use, as teeth cut on this softened outer skin would scale off under service. It must therefore be renewed so the rough shape once more takes up its journey to the rows of great grindstones, each as tall in diameter as a man. Thirty small shapes, 6 large shapes are arranged on a kind of tray, a lever is pulled and they are pressed against the rapidly turning edge of the dripping grindstone, every face of the shape is thus ground till the outer skin has entirely gone. In the case of special shaped files, this work is still done entirely by hand, one man shaping them on the stone just as a man might grind an axe. Even then there is still another preliminary operation. The file shapes may come from the grindstones with little irregularities and not quite level. The file must not only appear level to the eye but must be absolutely level. It is therefore placed in a machine where a hard file running in grooves planes off the irregular surface and leaves it true as a die.

From this planer the rough file is passed on to the cutting machines that give it its characteristic appearance.

How Files Are Cut

The cutting machine is not a large affair, yet it is wonderfully minute in its operation. A small cam lifts a driving hammer that holds a chisel, when the cam gives a half turn it loosens the hammer, the chisel is driven down the file, leaving a diagonal cut across its surface. The cam in its upward thrust compresses a heavy square of hard rubber; this is the force behind the hammer, a force sufficient to leave a cut in the softened steel. This first cut is technically known as the "over cut." Some files have only this "over cut," but the majority have the cuts diagonally across the file in the other directions as well; this is known as the "up" cut. A wheel at the top of the cutting machine varies the tension, as the cutter advances up the file, the tension is increased, giving a deeper cut. This accounts for the graduation of teeth noted in all files. On this machine there is a gauge that regulates the number of cuts per inch; it may be only a dozen or so, or it may be in the hundreds, but whatever it is, the cuts are spaced with mathematical accuracy. In the larger files it is easy to watch the fall of the chisel and see the cut actually made. In the finer work, however, the cut is so rapid that were it not for the slight whirring noise and the gradually increasing cuts on the face of the file under the machine, one would feel sure that the machine was still.

The accompanying article describes in detail the process of manufacturing files. Files are carried in stock and sold in almost every hardware store. When selling files, salesmen are often inclined to give very little thought to the various processes through which the file has passed before being placed upon the market. Quite frequently customers will ask why one file is so much more expensive than another. Clerks not familiar with the methods of manufacture are often unable to answer the question. The accompanying article throws considerable light on the subject. The article should be read by every hardware merchant and clerk.

The Order of Cutting

The cutting is started with the edges and the flat is cut last, which means four distinct cutting operations with every file, to which a man has to devote his entire attention. Despite this a trained worker can cut from 8 dozen small files to 120 dozen large files per day.

Round files are cut with a spiral cut, the tang of the file being caught as on a lathe and keeps turning through the whole operation. The half round is cut with a narrow chisel that makes a series of parallel cuts up the face of the file, necessitating still greater attention.

Re-hardening the File

Once the file is cut it is ready to be hardened again. First it is washed off in a soda solution to remove the oil that has been used on it in its different treatments, after which it is painted. This is done to protect the teeth on hardening. It is then ready for the final hardening. To do this it must be again heated red hot; this is done by dipping it in huge caldrons of molten lead. There are many of these, for each variety of file has to be heated to a different temperature. The system of using molten lead is adopted to ensure a more even heating. Once heated to the proper temperature, it is seized in long pinchers, and, still glowing, is plunged into a salt solution, where it is caught by an iron clamp to prevent it buckling in hardening. Taken from the hardening bath it is brought to a sand blast furnace; there the force of the sand removes all traces of the different processes it has been through and leaves the file looking new and bright. The familiar blue of the file is made by heating the tang in the molten lead and dipping it while hot in oil. This, then, is the life story of a file.

Rasp Differs from File in Cutting

A rasp is not greatly different in its method of making. All the initial processes are the same, and save that it is made of a lower carbon steel and is consequently softer, it differs from the file only in its method of cutting. In reality it is not cut, but punched. A punch, working on the same principle as the file cutting machine except that the punch moves in an arc across the rasp, digs each corrugation with a short upward jab. Each tooth in the rasp indicates a separate blow. From this on the process is the same, save that the steel being softer is not heated to the same temperature as the file.

In each step of this journey there is a rapid examination, but at the end each file comes under the personal inspection of an expert. Here it is closely examined, tested on a block of steel to see if it rings true, after which it is made to cut an extra hard steel, to ensure the teeth being sound. If it passes these tests it is washed and brushed and sent to the packing room, where it is boxed and stored ready for orders.

Files are of innumerable sizes and kind. There are files that run 83 dozen to the pound, and there are files that weigh 16 pounds apiece. They are graded as to finish in six grades, which are decided by the width or closeness of the cut Rough, Coarse, Bastard, Second Cut, Smooth and Dead Smooth, but the Bastard, Second Cut and Smooth are the varieties in general use. People often wonder why the smooth files should cost so much more than the rougher variety. It is mainly a matter of the difficulty of the operation. A man can cut twice as many bastards in a given time as he can

(Continued on page 25.)

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVIII. TORONTO, DECEMBER 30, 1916 No. 53

TO WATCH the markets is the prime necessity of the merchant to-day.

* * *

MAY THE New Year bring all the prosperity of 1916 and, with it, Peace.

* * *

FACE the New Year with the solid confidence that can be acquired only by a very thorough inventory.

* * *

THE OLD song, "Be Careful, Very Careful What You Write," seems to apply to the matter of diplomatic notes.

EFFECT OF PEACE ON STEEL

ALTHOUGH prospects of an immediate or early peace seem remote to the average observer, there are a number of well-informed business men who are exceptionally optimistic. They feel that peace is much nearer now than it seems. Buyers are becoming cautious, and during the past few weeks there has been more or less of a cessation in buying. Prices of many commodities have reached what is considered dangerously high levels. Buyers of hardware are now naturally asking the question, what is going to happen in iron and steel during the coming year? Of late there has been a slowing down in the markets and there has been a feeling that different conditions might prevail during 1917. Just at this time opinions of recognized authorities are valuable. We are therefore reprinting an editorial from the December 26 issue of the *American Metal Market*. Under the heading, "New Year May Be Different," it reads in part as follows:—It is a conjunction of circumstances, we think, that has slowed down the iron and steel market, Germany's peace overture being one thing, but the advent of the holidays a very important thing also. Then there was reason to suppose that the movement had nearly spent its force in any event. "What might have been" is always an uncertain thing, but in this case there is the printed record of before the peace overture, of predictions that the Steel Corporation's unfilled tonnage would show a much smaller gain in December than in November, and possibly a loss.

The year's business is over, and one can set down now what has occurred. Price advances, according to our composites, have been as follows, per gross ton of pig iron and per net ton of finished steel: Pig-iron, 1915, $5.50; 1916, $11.00. Steel, 1915, $13.00; 1916, $29.00.

Prices advanced twice as much in pig-iron, and more than twice as much in steel, in 1916 as in 1915. In other words, they advanced twice as much after Chairman Gary's "stop, look and listen" interview than they had done before, in order to prompt him to give the public some advice. The interview was published January 6th. We reminded our readers of it November 10th, and may do so again.

The plain prospect for 1917 in the iron and steel market is that it is to be one of sustained prices for a time, without important advances and with no declines, except not improbably some declines in the premium prices for early deliveries of steel and in pig-iron in some districts. How long the time will be one should not venture to predict, unless for an experiment, but according to precedents, which count particularly little at this time, six to nine months would seem like as good a guess as any.

The one clear thing is that the steel mills will be strongly disposed to hang together in order to avoid hanging separately. No one can conceive any reason why a price should be cut in circumstances like these. It is like 1908 without the panic of October, 1907, and without the great decrease in demand. Of course all interested in the market will keep a very close watch, for possible accidents, even though theory does not suggest that there will be any.

THE NEW YEAR

BUSINESS men can look back at the past year with satisfaction. It has been a year of abounding prosperity despite the fact that business has been carried on amid the thunder of Armageddon. It has

brought sorrow and suffering—but also profits. Business has probably never been better than it is at the present time.

The prospects for the year ahead are even more promising than they were at the threshold of 1916. There seems every certainty that the era of heavy earnings, and consequently heavy spending will continue. There is, however, some uncertainty. If the war ends during the summer of 1917—and everyone hopes whole-heartedly that it will—the following winter will be a time of stress and strain. Certainly it devolves on every business man to plan for the future very carefully and deliberately, overlooking no possibilities and refusing to let the confidence engendered by our present joy-ride prosperity influence his clear perspective of the days that are ahead.

YES, BUSINESS GOVERNMENT

A FEW issues back HARDWARE AND METAL voiced the opinion that Canada needed a business Government. It was not contended that the Conservative Government should step out or that a Coalition Cabinet should be formed. The view was expressed, however, that the good example of Premier Lloyd-George should be followed so that each cabinet post might be filled by the one man in Canada best fitted to fulfil the duties of that particular department. A cabinet selected from the available material in the House cannot be perfect. War times call for a cabinet as near perfect as possible. Sir Robert Borden should get the best men in Canada for each post in his cabinet, forgetting political expediency, thinking only of efficiency.

There is no reason why the idea of business Government should be restricted to war times, however. The world is taking lessons in efficiency in the school of that rudest of teachers, Mars. That the perfection of organization for war that is being attained should be carried on and applied in our organization for peace is an idea that we should foster. Consider the wonderful precision of that great machine, a modern army—the feeding of millions of men strung in an attenuated lines miles long, the caring for thousands of wounded in a single day, the cohesion of purpose effected between units separated by continents. Then consider the haphazard methods of Peace times, when unemployed loaf in the cities and the farmer cannot get help, when business concerns act as distinct units without anyone to lead them to co-operation.

Yes, Business Government—We need it now and for all time. Let the present Government make this departure now and all future Governments continue the New Idea.

GOOD ROADS

THE relation of good roads to good business is a very direct one. To the average hardwareman, who depends to a very great extent on his farm trade, the question of good roads is an all-important one. When the roads are good the farmer has less reluctance to hitching up and driving into town—less inclination to do his shopping at home with the mail order catalogue spread out on his knee. Bad roads are allies of the catalogue houses.

And so the hardwareman should be strongly behind the movement for Good Roads. In addition to the benefits which he would receive in common with all citizens from an improvement of the road system, he has this more personal advantage in sight—Better Business.

Canadians must face the fact that the roads in this country are not good. We have been growing too fast and too big to pay much attention to our highways; a fact which any touring motorist will subscribe to with lurid fluency. It is time we started to overcome this drawback, time we went at the whole problem of Good Roads determinedly and thoroughly.

A GOOD WORD FOR THE TRAVELER

BY all means let us say a good word for the traveller. His "merry morning face" alone has started many a merchant out on a successful day. His very presence is an outward and visible sign of your prosperity. Who is going to make a bid for the trade of the down and outer? Ah, but say some, he induced me to buy a lot of dead stock. Well you didn't think it dead when you bought it, and it is only dead now probably because you have come to think so. He handed you a line of argument that you, a hard headed business man with an eye peeled for the sight of profit, assented to. The goods haven't changed, and the argument hasn't lost its force. Why then is the stock dead? May it not have to be admitted that the stock is dead because you are showing an inferior brand of salesmanship to the cheerful lad who sold you in the first instance. Yes, the good old traveler goes on traveling rain or shine, always with a cheerful smile and an apt retort. You can't help liking the beggar, even if he does eat into your time. Well if he does, he gives you value for it.—Little useful hints, selling ideas, and advertising possibilities. He's a friend at court. He serves his firm loyally, but is loyal to his customers also. He takes a lot of abuse with cheerfulness, perhaps he deserves a little of it, but at the back of it all he is one of the best friends the retailer has.

Don't be stingy with the kind words. Remember you probably had a better breakfast than he did, and you didn't spend the night, in a draughty moth eaten hotel. Yet he's cheerful. Don't let him beat you in the little matter of cheerfulness. And don't forget to say a kind word for the traveler.

Fire Losses in Relation to Rising Prices

Merchants Should Be Careful to Increase Fire Insurance Policies to Cover Advances in Value of Stocks—Inventory at Cost Price Will Not Prejudice Store in Case of Fire—Replacement Value Governs

THE increased values that have come automatically to goods upon the shelves of many merchants during the past six months or one year raise two important questions that the merchant should consider carefully at this time in relation to the insurance of his goods against loss by fire. Failure to do so may result in a serious and unexpected loss.

Is a Double Inventory Needed?

The first question that arises is, whether a merchant will prejudice himself with the fire insurance adjusters if he presents to them an inventory of goods taken at a value far below their present wholesale price, in place of one in which the goods are figured as worth the cost of replacing them. One merchant suggested to HARDWARE AND METAL that it would be advisable to prepare two inventory statements—one for his own use with the goods inventoried at the lower figures, and the other with goods taken in at present wholesale prices. He thought that the latter was the only way in which to guarantee to him a fair settlement in case of fire.

Losses Adjusted on Present Values

This fear, however, is unfounded. HARDWARE AND METAL discussed this question with a number of fire insurance adjusters as well as managers of fire insurance companies, and all were agreed that a settlement for a loss by fire would in every case be established on the basis of what it would cost to replace the goods at the time they were destroyed. In other words, the inventory would be accepted by them at what we might call a "catalogue" of the goods that were in stock, but the price that they would allow for that section that was burned would be determined not necessarily by the merchant's own figure, but by what they were satisfied would be the cost of restoring the goods to him again. Thus a merchant, by preparing the "lower" inventory, can keep to safe business principles, and at the same time suffer no loss thereby in case of fire.

"We settle our fire claims in such cases," said one of the best known adjusters in Canada, "on the basis of the market value of the goods at the time they were destroyed—that is, the cost of replacement, not the figures set down in the inventory of the merchant. Frequently, indeed, we find the valuation of the merchant is too high, because he makes no allowance for the depreciation of stock, owing to it being shop worn, for instance. Then there are goods that are to a certain extent out of date or out of season, although these are found more in a dry goods store than in a hardware, and in these cases, of course, the merchant must cut down the original value of the article to make allowance for its lessened value—and if he hasn't, we do it for him. At the present time, of course, there is not the same need for depreciation, for, as you say, a great many of the goods have increased in price, and of this all fire adjusters are well aware."

Let us state the case in the manner in which it was presented to a well known business expert: "If retail merchants inventoried merchandise at the cost price when market prices at the time of the inventory were much higher, would they be at a disadvantage in the event of a fire in being compelled to produce the last inventory, and would the prices on it be taken as a basis of adjustment of fire loss rather than the market price?"

The Cost of Replacing

To this his reply was: "Insurance authorities assure us that the basis on which the adjustment of a claim would be made would be the actual cash value of the property at the time any loss or damage occurred, not exceeding what it would then cost to replace with property of like kind and value."

He added: "The actual cash value may be the market price, or it may be subject to depreciation for the difference between old and new property or other causes. In the settlement of a loss, the question of the first cost of the property has little to do with it, the insurer being entitled to collect on the basis of the actual cash value on the day of the fire and he should keep his insurance up to such percentage of the actual value as will comply with the full insurance conditions expressed in fire insurance policy."

How Co-Insurance Clause Works

This last clause suggests another important subject—the outcome of the former, and affects those that have the 80 per cent.—as it usually is now—co-insurance clause in force. This, to put it briefly, means that the merchant agrees that he will keep his stock insured up to 80 per cent. of the real value of his goods.

Suppose that under normal conditions the value of a stock was $10,000, and if he was insured for 80 per cent. or $8,000. Then the value, owing to the present abnormal market conditions, goes up to $15,000, to use a simple example, although this would not be the average increase. In order to comply with the co-insurance clause, he should have his goods insured for 80 per cent. of the $15,000 or $12,000. What if he fails to do this? Should the fire destroy his full stock he would get the $8,000; but in this case he would lose the difference between $8,000 and $15,000, or $7,000. Had he insured up to the $12,000 he would have lost only $3,000. This point he meets by saying, of course, that it is very seldom a total loss occurs.

Loses Heavily on Partial Destruction

But he stands to lose heavily if only a partial loss occurs. Suppose his loss is only $5,000; in that case he would not get the whole of this amount even if he were insured for the $8,000. The insurance companies would take the stand that he insured only for $8,000 instead of $12,000—that is, for eighty one-hundred and twentieths, or two-thirds of what he should have insured for. He violated his agreement to this extent, and, therefore, they would pay him only eighty one-hundred-and-twentieths of the $5,000, or two-thirds.

Buildings Also May Need More

It should be noted that the co-insurance clause is interpreted by the insurance companies, not on the valuation by the merchant, but on the cash value of the goods or property at the time of the fire, so that the insured, if he cannot show that he has increased his policy to keep pace with the increase in the real value of the merchandise, will be penalized.

This point applies as much to his property in the way of buildings and equipment as to merchandise that is for sale. One of the leading fire insurance brokerage firms in Canada are sending out warnings to their clients urging that in view of the increased cost of building that it would be well for them to consider whether it would not be advisable for them to add to their policies to cover the increase in the value of their own building, and great many are responding. Ordinarily, of course, a building depreciates year after year, but not at the present time.

How Co-Insurance Loss Works Out

The secretary-treasurer of several wholesale dealers associations of the United States, in a statement that he has just issued bearing on this point, thus illustrates the actual loss on merchandise owing to a failure to appreciate this point:

Example.

A stock of merchandise inventories at actual cost price	$100,000.00
And is insured under 80%—Co-insurance clause at	80,000.00
And market value increases to	140,000.00
And amount of insurance is not increased and a loss occurs amounting to	20,000.00
The assured should have increased his insurance to 80% of the increased valuation, $140.000, which 80% is	112,000.00
Therefore having failed to do this he receives 80-112 of his claim of $20,000 or	14,285.71
Incurring a loss of	5,714.29

"In view of the foregoing," he adds, "it will be the part of wisdom to watch insurance protection closely so that the amount of insurance carried affords protection to the stock at its cash value, which is the cost of replacement with like merchandise at the time of loss. Those who do not increase the amount of fire insurance in keeping with the increasing values are liable to be compelled to bear a portion of any fire loss at the time of an adjustment of claim under insurance policies containing the co-insurance clause."

PROCESSES EMPLOYED IN MAKING FILES

(Continued from page 21.)

smooth. The smooth requires more work and can in no way be rushed.

Sizes of Files

Files are made in certain stated sizes Up to 6 inches they go by half inches, as 4, 4½, 5. From six inches on they advance by inches, as 6, 7, 8. From ten inches on they are made in two-inch sizes, 10, 12, 14, etc. This is a fact not generally known and orders are often received for files of 6½, or 13 inches; such sizes are not made. Of course, it is possible to make them, but it means readjusting the machines to fill the separate order, and naturally it takes some time to make, whereas the standard sizes are always in stock and can be shipped at short notice. While files now are practically all machine made, it is not a matter of feeding the rough steel into a machine. In conjunction with the machine, human labor and skill must be used, and the finished file that you buy has been through personal supervision of two or three dozen expert workers, and has had the same conscientious care that might be given to the most highly technical machine.

PIG IRON AND STEEL IN 1916

The Dominion Department of Mines has received from the producers a record of the production of pig iron and of steel ingots and castings during the first eleven months of the year which together with estimates for December show a probable production of pig iron in Canada during the twelve months ending December 31, 1916, of 1,171,727 short tons (1,046,185 gross tons) and a probable production of steel ingots and direct steel castings of 1,454,124 short tons (1,298,325 gross tons), of which 1,423,485 short tons were steel ingots and 30,639 short tons were direct castings.

The production of pig iron in 1915 was 913,775 short tons and of steel ingots and castings 1,020,896 short tons, showing an increase in the production of pig iron in 1916 of about 28 per cent. and an increase in production of steel ingots and castings of over 42 per cent.

The 1916 production was greater than that of any previous year, the second largest production of pig iron having been 1,128,967 short tons in 1913 and of steel ingots and castings 1,168,993 short tons also in 1913.

Six Months Ending—	Pig Iron Gross tons	Steel Ingots Gross tons	Direct Castings Gross tons	Total Gross tons
June	501,872	577,999	11,715	589,714
July	82,154	101,178	2,284	103,462
August	78,450	108,889	2,299	111,188
September	91,736	116,828	2,524	119,352
October	101,436	120,577	2,024	122,601
November (partly estimated)	95,237	119,468	2,745	122,213
December (estimate)	95,300	119,920	2,805	122,795
Six months ending December	544,313	692,970	15,641	708,611
12 months ending December	1,046,185	1,270,969	27,356	1,298,325

Of the total production of steel ingots and castings in 1916, about 43,790 short tons (39,098 gross tons) were made in electric furnaces. In 1915 only 61 short tons were reported as having been made in electric furnaces.

SMUGGLING AT BORDER TOWNS

Retail Merchants Try to Get Custom's Authorities to Act

For many months the Association has been urging upon the Custom authorities at Ottawa to take action to prevent goods being imported by farmers and others across the border without duty being paid.

This matter has been taken up both by the Saskatchewan Provincial Board and the Association head office in Ottawa. It has been pointed out that it is not fair to the retail trade of Canada to allow goods to be purchased in the States by residents of this country and brought across the border without the customary duty being collected. That the representations are bearing fruit is borne out by a letter received by the Association from the Commissioner of Customs at Ottawa, which reads:

"With further reference to correspondence in regard to complaints received by your Association that farmers living near the boundary line are in the habit of smuggling goods from the United States:

"I have the honor to advise you that this matter has been carefully investigated by one of our special officers, whose report is now before me. The report shows that lumber and other goods have been brought in from Scobey, Montana, without report at Customs. Several seizures have been made by our officers, which have served as a warning to other parties in the locality.

"Our special officer conferred with members of the Royal North-West Mounted Police Force in the district, and was informed by them that this illicit traffic has diminished this fall, and that persons residing near the frontier are now under the impression that the Customs officers are active and on the lookout for irregular importations."

The Association requests that any merchant who is aware of cases of smuggling should immediately report to the Provincial Office, giving full particulars as to the name of the person bringing the goods across, description of goods, if possible, and any other particulars of a like nature, whereon complaints can be laid before the Customs officials as from the Association, not from an individual merchant.

Personal

Fred Braithwaite, of Braithwaite Bros., Huntingdon, Que., was a visitor in Montreal last week. With Mrs. Braithwaite he was returning from the happiest holiday of his life, his honeymoon.

From Captain Charles J. Smith, formerly manager of the sample room with Starke, Seybold, Ltd., Montreal, there was received in good time for Christmas a card bearing his good wishes to the firm through H. B. Seybold. The fact that a few days after mailing the card the gallant young officer was killed in action, in which his regiment, the 13th Canadian Battalion, Royal Highlanders, did heroic work, adds more than mere interest to the card, which is a treasured memento to the firm of a valued employee, and a worthy name on the honor roll of the house.

Better Roads Will Increase Trade

Deputy Minister of Highways Asserts Good Roads Are Essential to Intensive Farming —Farm Lands Will be Occupied With More People and This Would Bring More People Past the Merchant's Place of Business.

"GOOD roads will mean more intensive farming. Greater production will result. Where farms are now in two hundred acres and one hundred and fifty acres and one hundred acres there will be smaller divisions. With good roads and a higher state of production possible, these same tracts would probably be cut up into ten, twenty, thirty or fifty-acre farms. Each farm would have its one or more families. The population of the country districts would be greatly increased. This could not help but benefit the merchant in the small town. Population would be brought to his very door almost. If he is progressive he should be able to capture a goodly share of this additional trade. Good roads make the town more accessible to the farming community and there should be definite results in the way of increased trade," stated W. A. McLean, Deputy Minister of Highways of the Province of Ontario to HARDWARE AND METAL.

"For the larger marketing centres there is of course an added advantage. In suburban districts, that is in districts adjoining cities the population is usually more dense than that found in country districts adjoining smaller places. In the districts adjoining Toronto where there are good communicating roads the population is more dense on the farming areas than where there are poor roads. Trade or business follows population. That is something that is axiomatic—it is plainly evident. On different sides of the same street more business is done because the people favor one side more than the other. Trade comes to those business concerns located on the favorable side because they are in the path of the people. In Toronto the west side of Yonge Street is the one with the greater number of people. Business concerns located on that side of the street are considered to have a better location. And accordingly higher rentals and a higher valuation is placed on property on that side of the street.

"The same holds true with respect to the rural community. If you bring a greater number of people into the district there is bound to be a larger number within range of the merchant's store. The more people that pass his store the greater chance he has of increasing his trade," said Mr. McLean. Mr. McLean has spent quite a number of years in the service of the province of Ontario in an endeavor to make good roads more popular. There can be no doubt about there being a growing sentiment toward this end. A distinguished statesman in the United States said: "You cannot increase the prosperity of the country as a whole without increasing its highway facilities." Highly productive farms can never be made profitable adjoining poor roads, and the first agency towards increasing the prosperity of the farmer is to create the cheapest outlet for his products to the market.

Mr. McLean gave a concrete instance of the way good roads have benefited certain small towns. In that part of Ontario adjoining the United States along the Detroit River there are a number of small towns that have benefited greatly because motorists have found that they make pleasant rides in their motor cars. The towns of Blenheim and Leamington are two in particular. At these places the motorists found good accommodation in the shape of hotels. Demands on the farming community of the districts for supplies for the hotels became greater. More money was put into circulation in that community and the storekeepers in turn reaped a benefit both through the prosperity that came to the farming community and because the motorists themselves spent money in the town.

What Increase of Farming Community Means

In a recent report of the Highways Commission of Ontario the significance of the rural trade is pointed out in the matter of dollars and cents. They say: "Let us look more closely at the relation between the city and the farmer. First of all there is the very plain fact that the farmer is a large consumer of manufacturers which do much to maintain the cities. In the Dominion in 1911 the following articles which depend almost wholly upon the rural districts for their market were manufactured:

Agricultural implements	$19,115,894
Axes and tools	1,841,143
Carriages and wagons	7,920,567
Carriage and wagon materials	2,865,618
Cream separators	632,256
Harness and saddlery	1,971,162
Incubators	154,550
Pumps and windmills	1,361,046
Seed cleaning and preparing	1,484,485
Whips	123,500
Wire fencing	2,170,844
	$39,641,065

"And of course these give but the merest glimpse of the purchases by country from town. But this consideration only opens the subject. The city has a stake in agriculture in the matter of local trade or shopping and, in regard to its food supply. Around every city extends a belt of farming country which is in peculiarly intimate relations with it. Much



Gravel Road. This road, carrying 1,500 motor vehicles daily, is treated with a light bituminous oil, carrying 40 per cent. asphalt.

of the food consumed in the city comes from that belt, the men who grow that food are customers of the city's merchants and swell its trade It is not easy to estimate the width of this belt within which relations are especially intimate, but under present conditions, your commissioners are disposed to regard it as about seven miles.

"On the basis of the present average value per acre of farm produce in Ontario the adoption of improved methods of production within the area bounded by a circle seven miles from the market centre would result in an increase in the value of agricultural products within that area amounting to over $1,400,000 annually. Such an increase would give a tremendous impetus to the activities of every business in the city. What centre would not do its utmost to secure the location within its bounds of an industry bringing $1,400,000 annually into the community? Cities have practiced the bonusing of other industries contributing in various degrees to their growth. They would do well to recognize the fact that the farmer is an integral part of their life, and to make the adjacent farming community one of their assets."

The town of Belleville, is one which has recognized the value of good roads as an aid to trade. John Elliott, president of the local Board of Trade of that city, said: "We of the Belleville Board of Trade have discussed this matter a great deal. We feel the welfare of this city, to a large extent, depends on the avenues of trade furnished us by way of good roads, to enable our friends to come a distance of thirty miles to our market. The Belleville market is well known, one of the best in the province. We have farmers coming here over thirty miles on Saturday mornings. We feel the welfare of the city is bound up in transportation. We require a greater amount of food to reduce the high cost of living in this city. We want to have the greatest number by giving us good roads, where we can give the farmers twenty-five or thirty-five miles from Belleville, an opportunity to market their product along the same lines as those who live within a radius of ten or twelve miles from the city."



Macadamized Road in Winchester, Ontario.

The benefit to merchants of good roads cannot be disputed. Anything that will increase the population of a district, make it wealthier and a more pleasant place in which to live is going to result in very material benfits for the merchants of that community.

The Supervision of Salesmen

An Interesting Address on Means of Getting Salesmen to Do Their Best Work—How the Man in Charge of Staff Must Handle His Men — Qualities That Enter Into Salesmanship

AT a recent meeting of the New York Salesmanagers' Club, Bevan Lawson, General Salesmanager of the Autostrop Safety Razor Company, New York city, delivered a highly instructive address on "Supervision of Salesmen," saying in part:

Our main consideration is directed to firms which also employ a considerable sales force, but are both able and disposed to give to each salesman all of the individual attention that he requires, and the question now repeats itself—"Can such supervision be too intensively applied?"

The answer which I will now make in a definite statement will really be the text for my entire address: "Supervision which leads a salesmanager into personal contact with his men on the road or which develops the salesman's personal resourcefulness cannot be too aggressive because it brings mutual understanding and argues for everything which is of benefit to the salesman.

"On the other hand, supervision can easily be too intensive if it leads salesmen to depend upon their salesmanager for every minor suggestion, or in any degree interferes with the salesmen's freedom of thought and action." This is the answer to the last of the four subdivisions of the subject, and I am going to largely confine myself to a consideration of the salesmanager's personal leadership and influence in the ethical sense, and will leave discussion upon the physical direction of men for later opportunity when this meeting is thrown open for the exchange of opinion and experiences.

What is Stimulation of Salesmen?

"Most of us can call up a picture of what Stimulation of Salesmen means as applied to our own business, but if we are going to discuss it we must define just exactly what stimulation is, so that we may start on a common basis, and then try to follow that definition through in its practical application to business. Stimulation is the infusion of new life into an individual, or new energy into a project. Sales stimulation is the quickening by inspiration and the rekindling by example of the active and latent forces which are under a salesmanager's control or are at his disposal.

Inspiration may be both imparted or received, but being in itself largely regarded as a spirit rather than a substance, inspiration in business affairs may be described as that intangible something which we try to impart to the mind, but which finds its abiding place in the soul, and therefore is an impelling and a vitalizing force capable of achieving results both visible and invisible.

Training in Discomforts

"Most good salesmen are highly temperamental, and their effectiveness may be very easily disturbed by some neglect or misunderstanding between themselves and their sales department. Al-

though we may have but little patience with the vagaries and notions of men who are hypersensitive, yet we should always remember that our very best men are most liable sometimes to be working under a strain, and their valuable effectiveness may be impaired for long periods, just for lack of that one touch which makes the whole world kin. The unpleasant tasks which are sometimes necessary assignments are the most prolific causes for such discontent, and consequently a salesman should be better trained in the discomforts of his job than in its more pleasant phases.

Too many salesmanagers put more effort into exploiting the profitable features of their business than the unprofitable. They concentrate effort along the paths of least resistance. They are like generals who pursue in completion of a victory and neglect the line of battle where there is carnage and loss and disaster. Victories there must be or there would be no reward for battle, but the brilliant general is he who directs his deepest strategy to points where there is the most danger—even though victory is his sweetest reward.

Willingness to pursue is not always based upon supreme courage, but it is the army which willingly resists that glorifies the successful general, and it is his tact and leadership which keeps an army at the top-notch of willing endeavor and insures ultimate success under all conditions.

Praise Is Like Wine

Therefore, the exact degree of stimulation which may be exerted through the medium of praise and recognition is indeed a problem. Praise is like wine; it is food for the invalid, stimulation for those who are moderate, but poison to those who do not know how to use it. In what manner, therefore, and to what degree should a salesmanger communicate his satisfaction to his salesman upon an individual success?

In my opinion, the direct message of praise should be quite as carefully pondered over as the message which carries blame or criticism, and praise should only be given where it is reasonably certain to inspire renewed effort and sharpen the desire for continued commendation. Each salesman's singularity should be studied in either case, and equal consideration should be given to the probable effect of blame or praise on that salesman's self-esteem.

Must Awaken and Preserve Salesman's Faith in Self

It is the task of every salesmanager to carefully awaken and preserve in all salesmen their own self-faith. A man's achievement can never rise higher than his own self-faith, and there can be no consistent success unless it is relentlessly pursued. If a salesman thinks that he can do a certain thing, it is more than half done, but so long as he has even a remote idea that he cannot do it, it is a moral certainty that he never will.

Considerable thought should be given to some method whereby a salesman may be able to gauge his effectiveness in comparison to some standard, which may either be his own quota or the quota of other salesmen. He will not then be dependent upon the written communication but will be able to take his own bearings. Thus he will find out exactly where he stands and also learn to look into himself for his own endorsement of the work which he is doing.

This is where the "Game" idea is specially valuable, because it gives the salesman a mark to aim at and brings the knowledge of his success or failure any official comment.

Qualities That Are Essential to Good Salesmanship

The namable qualities which a salesmanager must create and nurture among his salesmen are wide and varied, yet for definite purpose I will name those which chiefly form selling ability in successful salesmen:—

The accompanying article contains some extremely interesting and pointed information not only on the question of handling salesmen, but on the still broader problems of salesmanship. Every merchant is a sales manager. He must enthuse his staff, see that they render the service that will bring business to the store and keep them thoroughly in accord with his policy. The article will, therefore, have a very direct interest.

Initiative is essentially the ability to start something. Initiative gives birth to an idea or purpose. It is an independent action of some nature which neither depends for its origin upon a prearranged plan or idea.

This is the most valuable asset which a salesman can possess. It is usually born in a man, and yet it can also be acquired, and if encouraged it becomes a habit both of mind and action. At the same time initiative can be hopelessly killed in its earliest infancy if it is in any way frowned upon, and that manager is wise indeed who is ready to recognize the difference between initiative and rebellion. The first indication of initiative in a salesman is sometimes branded as a mistake. A salesman who has ability to decide quickly can afford to make mistakes because he has equal ability to quickly rectify them, and therefore if a mistake is made early in the game by a traveler who evidently had to think for himself before he departed from a fixed rule, comment or criticism from headquarters should only be made after close analysis of the impulse which prompted it. What may look like a glaring irregularity may have behind it a far bigger idea than the rule which governs the regulation circumstance.

A salesman's personal judgment is often the fund from which a salesmanager may draw for his future success, and it should be in no measure unduly restricted or destroyed. If a salesman is forced to yield always to precedent, he is taught dependency in the place of independence, his field of opportunity is immediately limited. The problems of origination are then exclusively dependent upon the director of sales, whereas the entire sales force should, in the highest sense, be the laboratory of all sales experiment.

Every man who is worth the process of engagement as a salesman may be endowed by nature with all qualities to rise to executive position. But the qualification for present fitness as a salesman, and his ultimate destiny for higher position, depends upon the one question whether he is afraid to do things, or whether he has the courage to have convictions of his own. If you hire a man who has all the earmarks of a good salesman, and before you give him a chance of self-development, you proceed to dominate him and compel him to measure only up to the standard of your own experience, you merely teach him to agree with you on all points before he dares to do his own thinking, and his consequent opinion is only a modification of your own.

Initiative then is both a heritage and an accomplishment — an exotic which may wither at a touch, but a hardy annual if it is nurtured in proper surroundings.

Ingenuity is closely allied to initiative, but may exist apart from, and in addition to, the power to create or start something. Ingenuity as applied to salesmanship may be defined as adroitness or intelligent invention in the carrying out of a task or idea. There is nothing more refreshing than a new method, either in argument or action, and in every sales force there are always men who approach things in their own way. There is much to be argued against the absolute stereotyping of sales methods and the relentless standard which is always based on precedence.

Resourcefulness differs from initiative and ingenuity chiefly in scope. Resourcefulness in salesmanship is purely the highest degree of self-reliance, and is chiefly recognized in the exercise of quick judgment to meet a contingency. Resourcefulness is another name for ability to overcome a difficulty by substitution of something in its place.

Before the present-day period of keen commercial competition, that is, in the days when road men earned the name of "Drummers," they were of course re-

sourceful salesmen, but now the traveling salesmen have spread the knowledge of merchandise values, chiefly through the standardization of branded and trademarked articles, and now also that advertising has put its seal on most products, the situation is a very different one, both in the salesman's approach and his reception, so the difficulties which salesmen now meet are the difficulties created by their competitors, and prompt measures must be decided upon to continuously meet these changes. Resourcefulness, then, is a spontaneity, an impulse most valuable and not common, it breeds self-reliance and gets business in times of famine.

Salesmanagers themselves must perforce be resourceful; it is more than half, if not the whole, of their job; and they must look closely for this quality when they hire salesmen, and above all must amply recognize it when it is evident on the firing line.

Trade Papers Commended

While in a general sense works and writings on salesmanship are entirely valueless and just so much froth, yet it is possible to collect a whole library of books on business subjects and ethical inspiration which are altogether helpful and excellent. Publishers of trade journals and technical magazines are commencing to recognize that there is a large field for circulation among the many thousands of travelers on the road. A proper investigation into the value of such will often lead to a manager's determination to put this stimulative matter within reach of his salesmen, either by house subscription for the mailing of the best trade magazines which are specially edited for that purpose, or by collection of a library of the best books on all such subjects.

I have especially in mind such a series of inspirational books written by Dr. Orison Swett Marden, which are all simply teeming with just that beautiful human touch that compels you to revel in subjects which would otherwise be very dry reading, and also full of just that inspiration toward personal efficiency which you and I would like to absorb. Dr. Marden's writings will put more spirit of purpose into a man than all the house bulletins which can be written.

Waste Paper as a Financial Asset

How the Saving of Waste Paper May be Made Distinctly Profitable—Its Method of Grading and Shipment—How the Most Satisfactory Results May be Obtained—A Protection Against the Menace of Fire.

ALMOST daily reports are being received of newspapers cutting down their pages, or in some instances, temporarily discontinuing publication, through the inability to get their accustomed supply of paper. The raw material from which this news print is made is unusually scarce, and consequently even the greatly enhanced prices that are being paid by all users of paper are not sufficient to in all instances assure them of a sufficient supply.

So serious has this shortage become that the Dominion Department of Trade and Commerce has issued the circular urging the conservation of these waste products.

It would appear, therefore, that the saving of available supplies of paper is a patriotic duty, as well as being of actual value to the individual saving.

How It Pays to Save Paper

In what does this value to the individual consist? Well, to begin with, paper, even waste paper, is a valuable commodity this year. The waste paper that you spend so much time in destroying has an actual cash value, and a very considerable value of recent date. Then there is to be considered the actual saving of time it takes, because paper cannot be gathered up and burnt without a very considerable expenditure of time and energy. One paper authority estimates that the paper that is wasted by the average merchant has an actual cash value to him of over $100, while the time wasted in cleaning up and disposing of this waste causes a loss of upwards of $200 annually. In addition to this, waste paper is the greatest fire menace there is; it cannot be left around even for a night without proving a very serious danger.

Baled Paper Not a Fire Menace

How will the saving of paper prevent this? Well, there are a number of good paper balers on the market and these are being used extensively, and have proved of great value, and not the least of their value is the protection that they give against fire. It is not always possible to dispose of this baled paper immediately after baling, and some people have held that it continues to be a menace. This is not the case, however. Paper that is one of the most inflammable of materials in its loose state becomes practically unburnable when tightly baled. Even if the edges should catch fire the smoke this would generate would itself put out the fire almost as soon as it had started.

Some Practical Questions Answered

What is this paper worth, and where can we dispose of it, and how should it be shipped? are some of the practical questions that are continually being asked. First, then, as to how paper should be prepared. A man who is baling paper for sale should make three grades:

1. Magazines and books and all bond papers. This raw material is used in making the better grades of papers and consequently it brings a better price. This grade is worth $25 a ton.

2. Newspapers.

3. Scrap paper. This consists of everything in the paper line—torn newspapers, wrapping paper, contents of waste baskets, cardboard—in fact, anything that resembles paper. These two last grades are at present selling at $13 a ton, though, as a rule, there is about $3 difference in price favoring the second grade.

Handle Waste String Separately

In this connection there is a caution that might be added. Do not include string or any type of cord in any of these grades of paper. String has to be sorted out and entails a good deal of loss of time. Not that it is not saleable, for it is worth $30 a ton, or 1½c a pound.

The method of shipment is a matter of great importance, and it is here that most merchants meet the greatest difficulty. They don't know where to ship the paper when it has been collected and they are not sure if the amount they will receive will justify the attempt.

We have mentioned the present prices, and will be glad to supply the names of reputable paper dealers in different districts on application, as anything like a complete list would be too extensive for these pages. Regarding the matter of freight and handling, there is a good deal that can be said. It is impossible to give a complete list of rates, for these vary with each place, but some instances may be given.

A Three Grade Freight Rate Illustrated

Take London, Ontario, as an example; there are three rates for this point for shipment to Toronto. These are 8½c, 20c, 28c per hundred pounds. The first of these prices is for straight car lots, the second for bales in less than car lots, and the third for bags in less than car lots. It is evident, therefore, that the bale is the advantageous way of shipping, though in straight car lots, of course, paper can be shipped in any form.

Or take another instance; from North Bay the rates to Toronto are 12c, 24c and 33c; in small shipments this would net the shipper about $8 per ton at North Bay, as against $10.60, f.o.b. the cars North Bay, for a full car load. There is a considerable difference here that is

(Continued on page 42.)

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

The closing week of 1916 has experienced the usual heavy weekly budget of price changes, all in an upward direction. All thoughts are now turned toward the New Year. Prices of many hardware lines are now at levels which were undreamed of a year ago. Buyers are becoming even more cautious since peace rumors have become more insistent. Among many price changes during the past week are advances on brass valves, tacks, furnace registers, mitre boxes, mechanics' tools, saws, skates, wrapping paper, fork and shovel handles, iron handles. Higher prices are expected on snow shovels, cut nails, fishing tackle, rules, tapes, oil stoves and heaters, lubricating oils, cabinet locks. Owing to higher costs of glue, whiting, tinting colors, etc., higher prices on calcimines are almost inevitable. A new shoe findings list has been issued and quotations are net list. Despite peace rumors, iron and steel products are decidedly firm and further advances have been scored on some steel products. There is a great scarcity of many iron and steel products and prices are quoted only on application. During the next two weeks stock-taking will be general throughout the retail hardware trade of Canada. Wholesalers usually take stock between Christmas and New Year's, when travelers are in off the road.

MONTREAL MARKETS

MONTREAL, Dec. 27.—At the close of the year 1916 the hardware trade of Montreal is looking back upon a period of intense concentration in the struggle to keep up with the upward rush of prices, and looking forward to an equally strenuous period ahead in the opening of 1917. That prices will be in no degree abated is the firm opinion of those best qualified to judge, the men right in the thick of the market from day to day buying and selling, and recording the price changes in the light of actual transactions. Even an early end of the war will hardly alter conditions for quite a long time apparently. Earnest hope that the New Year will see the end of the war and relief for all concerned from the terrific strain placed on men's bodies and minds by the battlings of nations was voiced by President Dowling, of the Hardware Association, as he made a brief mental review of the conditions of the market at the close of the old year. "We shall all welcome the end of hostilities with a sense of relief," he said, "and shall hope for a period of steadier markets, gradually settling down to normal conditions of supply and demand and prosperity accompanying that steadying influence." From other leading men in the hardware trade circles of Montreal there came views as constructive, and all seemed optimistic. "We are stock-taking," said one strong personality in the heavy metal business, "and we are surprised to find that contrary to the usual state of affairs around this time business is keeping on right up to the last moments of the year." Similar views were given by others in closest touch with the other lines of the trade. All lines have experienced brisk and right up to year-end activity, and the outlook for 1917 is still for excellent business. At this there is surprise, for this time of year has often in previous seasons been dull and inactive. This year, in spite of very high price scales, a different condition entirely prevails.

Iron and Steel Keep Steadily Firm

IRON AND STEEL.—Every indication in Montreal at the end of 1917 is towards tremendous and continued firmness in iron and steel. Even should the war suddenly end, and steel shares drop, there does not seem to be much chance of any reduction in prices of iron and steel products, because merely to catch up with demand as at present, production would have to be continued at high pressure for a year or more perhaps. The inexorable maintenance of British embargoes on all products of iron manufacture in the way of sheets, and on tin, etc., keeps the market exceedingly bare of such products as Canada plates and tinned iron plates. A manufacturer of maple syrup evaporators, who makes large purchases every December in the way of waster coke tinplate for the manufacture of tin containers for the syrup, finds that the material which in December, 1915, cost $7 per box of 112 sheets, 20 x 28, is this year costing no less than $17 per box of 112 sheets, same size. It is hard to find on the market in any considerable quantity either Canada plates or charcoal terne plates. Prices have gone up for galvanized sheets, which are no longer to be had from Britain, and quotations are all made for U. S. gauge.

Tinned Iron is Harder to Obtain

TINNED IRON.—In reference to the scarcity of tinned iron, the opinion of one of Montreal's important purchasers and wholesalers of this metal is as follows:—"The chances of getting tinned iron in the near future appear to be very remote. The British Government will issue licenses for nothing made of sheet iron, and are conserving all the output of British mills for their own purposes. We had extreme difficulty ourselves in getting license issued for the export to this side of some sheet metal which had been cut to sizes, and for that reason would have been entirely useless for any other purpose in Britain. As for our ordinary stock orders, I doubt if we can hope to get these out from Britain at all."

Galvanized Sheets Advance in Price

GALVANIZED SHEETS.—Prices in half-ton lots or over for galvanized sheets (U. S. gauge), Apollo brand, are as follows at present in Montreal:

	Per 100 lbs.
No. 16	$7.40
Nos. 18-20	7.60
Nos. 22-24	7.80
No. 26	8.00
No. 28	8.40
10¾ oz.	8.85

If the sheets are supplied packed in cases the price is 30c per 100 lbs. more,

and if supplied in bundles in less than half-ton lots, 15c per 100 lbs. extra must be paid.

These sheets are getting still scarcer on the market, and prices are in a very firm condition indeed.

Shoefindings and Tacks Increased

SHOE FINDINGS, ETC.—Amongst important smaller hardware manufactured from iron which has altered in price in Montreal since date of last report are tacks and shoe findings. The revised hardware tack list of January 1st, 1916, is subject to a new discount of 70 and 10, instead of the former 75 per cent. A new list for shoe findings came into effect on December 21st, showing advanced prices for shoe rivets, clinch point and cobblers' rivets, in steel and brass wire, heel or shoe nails, hob and Hungarian nails, Channel nails, tacks, and shoe tacks. The new list is shown in a panel elsewhere in this issue.

Shelf Goods Show Several Advances

SHELF GOODS.—The price of curry combs has advanced. The new scale is list plus 5. Rim locks have also advanced to $1.80 from the former $1.65. Some firms are still quoting globe files at 60 off. Others quote these at 57½. This line of files has been uncertain as to discount for a couple of weeks, but there is no uncertainty as to the scarcity of all files, and consequent high prices. Disston's files are being quoted at 50 off. All Sargent's goods are 25 per cent. up. Dart Unions are quoted at 44½ off. Disston's saws are subject to a general advance of 10 per cent. at least. Gauge glasses are quoted at 80 per cent. off. A shortage of drills and also of auger bits is generally felt in the trade. Candlewick is now quoted at 45c per lb.

Ammunition Has Again Advanced

AMMUNITION.—A series of advances—all previously predicted in HARDWARE AND METAL—will be found to have taken place in respect to prices of ammunition, both Canadian-made and imported from the United States. Dominion shells are changed as follows:—"Crown," 10 per cent. advance on list; Regal, Sovereign, Canuck, and Imperial all net list. For American ammunition the new terms are as follows:—Winchester loaded shells: New Rival, 50 per cent. advance on list; New Black, 50 per cent. advance on list; Repeater, 30 per cent. advance on list; Leader, 10 per cent. advance on list; Remington U.M.C., New Club, 50 per cent. advance on list; Nitro Club, 30 per cent. advance on list; Arrow, 10 per cent. advance on list.

LIST OF SHOE FINDINGS

Adopted December 21st, 1916

SHOE RIVETS

In 1 lb. Papers

Steel Wire

16 Ge. and Heavier						per 100 lbs.
3½/8	4–4½/8	5–5½/8	6–6½/8	7–7½/8	8–8½/8	9/8–11½/8	12/8–17/8
$16.85	14.10	13.15	12.65	11.65	11.00	10.10	9.50
17 Ge. Add $0.90							
18 " " 2.00							
Clinch Point							
3½/8	4–4½/8	5–5½/8	6–6½/8	7–7½/8	8–8½/8	9/8–11½/8	12/8–17/8
$17.35	14.60	13.65	13.15	12.15	11.50	10.60	10.00
17 Ge. Add $0.90							
18 " " 2.00							
Cobblers' Rivets							
3½/8	4–4½/8	5–5½/8	6–6½/8	7–7½/8	8–8½/8	9/8–11½/8	12/8–17/8
$19.20	15.85	14.75	14.10	13.00	12.20	11.25	10.55
17 Ge. Add $0.90							
18 " " 2.00							

Brass Wire

3½/8	4–4½/8	5–5½/8	6–6½/8	7–7½/8	8–8½/8	9/8–11½/8	12/8–17/8
$77.25	73.50	72.25	71.25	70.65	69.95	69.35	68.85
17 Ge. Add $1.50							
18 " " 2.50							
Clinch Point							
3½/8	4–4½/8	5–5½/8	6–6½/8	7–7½/8	8–8½/8	9/8–11½/8	12/8–17/8
$78.75	75.00	73.75	72.75	72.15	71.45	70.85	70.35
17 Ge. Add $1.50							
18 " " 2.50							
Cobblers' Rivets							
3½/8	4–4½/8	5–5½/8	6–6½/8	7–7½/8	8–8½/8	9/8–11½/8	12/8–17/8
$88.30	84.45	82.55	81.40	80.70	79.90	79.20	78.65
17 Ge. Add $1.50							
18 " " 2.50							

Bulk Shipment

Less 25c Nett for quantities of 100 lbs. One size.

HEEL OR SHOE NAILS

14 Ge. and Heavier 4/8 and Longer. In Bulk.....$10.80 per 100 lbs.
In 1 lb. Papers.....$11.30 per 100 lbs.
15 and 16 Ge.....add 65c to above price. In 100 lb. quantities, one size.
17 Ge. .....add $1.60 to above price. In 100 lb. quantities, one size.

Swedes Iron

14 Ge. and Heavier, 4/8 and Longer. In Bulk.....$11.50 per 100 lbs.
In 1 lb. Papers..... 12.00 per 100 lbs.
15 and 16 Ge.....add 65c to above price. In 100 lb. quantities, one size.
17 Ge. .....add $1.60 to above price. In 100 lb. quantities, one size.

Sliver Point

All sizes, $11.65 per 100 lbs.

Hard Steel Nails	$17.15 per 100 lbs.
Wood Heel Nails	17.15 "
Army Heel Plate Nails	12.40 "

HOB AND HUNGARIAN NAILS

In 1 lb. Papers

11–12–13 Ge. and heavier,	3/8 and shorter	$12.50 per 100 lbs.
	3½/8 and longer	12.00 "
14 "	3/8 and shorter	13.60 "
	3½/8 and longer	13.10 "
15 "	3/8 and shorter	14.40 "
	3½/8 and longer	13.90 "

If in Bulk deduct 50c Nett.

CHANNEL NAILS

In 1 lb. Papers

5/8 and longer	$14.50 per 100 lbs.	3½/8	$16.00 per 100 lbs.
4½/8	15.00 "	3/8	18.00 "
4/8	15.50 "		

TACKS

In 1 lb. Papers or Bulk

	Shoe or Hand	Pullers	Replacing	Machine Welt	Machine McKay	
½ oz.	$24.60	$	$	$	$25.55	per 100 lbs.
¾ oz.	22.20	....	....	....	23.70	"
1 oz.	19.60	....	....	....	22.70	"
1¼ oz.	19.20	....	....	....	21.80	"
1½ oz.	18.40	19.30	....	....	21.20	"
1¾ oz.	17.70	....	....	....	20.55	"
2 oz.	17.15	18.30	20.20	18.90	19.90	"
2½ oz.	15.65	17.80	19.20	18.55	18.90	"
3 oz.	15.55	17.30	18.80	18.30	....	"
4 and Larger	14.55	17.20	18.30	17.80	....	"

Insole Machine Tacks, charge same as Machine Welt.
Insole Hand Tacks, charge same as Pullers.
Wood Heel Tacks, 5/8 and 6/8, $18.30 per 100 lbs.

SHOE TACKS

In Dozens

1½ oz. and smaller	$29.00 per 100 doz,	4 oz.	$52.00 per 100 doz.		
2 oz.	34.00 "	5 oz.	61.00 "		
2½ oz.	38.00 "	6 oz.	71.00 "		
3 oz.	46.00 "	8 oz.	95.00 "		
3½ oz.	48.00 "	10 oz.	118.00 "		

PACKING EXTRAS (Add to List)

All Goods packed in ½ lb. Papers	$1.00 per 100 lbs.
All Goods packed in less than ½ lb. Papers	3.50 "
All Goods packed in less than ¼ lb. Papers	4.50 "

TERMS—2% Cash in 30 Days.

DELIVERED IN STORE:
Montreal, Toronto, Hamilton, Galt, Morrisburg, Quebec, Kitchener.

FREIGHT ALLOWANCE:
Actual freight not exceeding 25c per 100 lbs. on shipments of 200 lbs. or over allowed from Montreal, Toronto, Hamilton and Galt.

Metals Show Some Downward Tendency

METALS.—A certain year-end sluggishness is noticed in the market for the ingot and other metals at the close of 1916 in Montreal. Copper has declined quite noticeably from $40 and $39.50 of last week to $38 and $38.50 this week. Lead is also weaker. Last week lead was at $11.25 to $11.50. This week finds lead about $10.50 to $10.75 per 100 lbs. Tin furnishes another example of the weakness of the metals at this period; quotations are $49 and $50 per 100 lbs., instead of the $51-$51.50 of last week. Zinc sheets are firm at 25c to 25½c. Spelter is unchanged at $15 and $15.25 per 100 lbs. Solder is rather weaker—tinsmiths' at 30c (1c down), and wiping solder at 28c (also 1c decline). The weakness of the market is not unusual or unexpected at this time of year.

Myers' Pumps Price Change

Amongst special lines of hardware altered in price during the past week are Myers' pumps, which are now 12½ off list.

TORONTO MARKETS

TORONTO, Dec. 29.—Shortages in many lines continue to be the most perplexing problem. The ever-changing vista of prices is another source of concern, as it means constant work on the part of the management to keep the change sheets in order. There is a feeling of uncertainty as to what the New Year may bring forth. There is a well-founded opinion that the war is pretty sure to end some time during the year. The head of one large Canadian banking house is of the opinion that the war will end within three months through the inability of Germany to feed her people. The financial condition of the enemy empires is also thought to be serious. This is pretty much speculation, of course, as there is no telling how eagerly Germany would welcome peace. There is no doubt but that it would be welcome to her if she could save her face. With cessation of hostilities there are sure to be readjustments in many lines. There is a carefulness in buying evidenced by some of the larger concerns at the present time. There has been the usual quietness of the period between Christmas and New Year's. All of the hardware travellers are off the road, and will not start their rounds until after the New Year. Trade has been exceptionally good throughout the year, and continued well up to the holiday season.

Mitre Boxes, Screwdrivers and Hammers All Advance

SCREWDRIVERS, HAMMERS.—Another advance of 10 per cent. has been announced in the price of the line of goods manufactured by the Stanley Rule and Level Company. The advances are in mitre boxes, screwdrivers and hammers, but do not include the planes and boxwood rules, advances having taken place in these articles a short time ago. A recent advance, however, is no indication that advances are not likely to follow soon after. As advances have worked out in some lines, it has been almost a weekly success.

Malleable Fittings and Bushings Are Up

FITTINGS, BUSHINGS.—An advance of approximately 5 per cent. has been made in malleable fittings and bushings, unions and plugs by the changing of the discount. Malleable fittings are now quoted at a discount of 5 per cent. off list on classes B. and C. Malleable bushings and cast bushings, on the other hand, are quoted at a discount of 50 per cent. off list. Unions now carry a discount of 55 per cent., and plugs a discount of 47½ per cent.

Stoves Continue Firm: Registers Record Advance

STOVES.—There is a continued firmness in stoves of all kinds, due to the advancing cost of raw materials and the difficulty of getting supplies for the manufacture. Manufacturers are of the opinion that it is almost inevitable that a further advance must take place. There is a firmness also in the market for gas ranges, with manufacturers finding it difficult to meet the demand. Manufacturers point out that while there has been a considerable increase in gas ranges, there is not the same margin of profit for them on a range that now sells for $33, which formerly sold for $25. Registers have made a recent advance, and are now quoted at 66 2-3 per cent. off list, as compared with 75 per cent. formerly. There is a big demand for heaters with the continued cold weather; greater, in fact, than could be supplied.

New Discount on Skates Announced

SKATES.—Following the recent announcement that skates have advanced in price approximately 15 per cent., the new discounts from lists of the Starr Manufacturing Company have been announced as 20 per cent. There is a continued shortage of all lines, with apparently no better chance of supplies. The large supplies of German skates that formerly came into this market have been cut off for good and sufficient reasons. Canadian manufacturers have found their output insufficient to take care of the needs of Canadians.

New Discount on Trowels and Crosscuts

TROWELS, CROSSCUTS.—Canadian manufacturers of crosscut saws and trowels have recently announced new prices by the changing of their discounts. One of the large Canadian manufacturers, who also make circular saws, band saws, and trowels, have announced that the discount of their lines will henceforth be 10 per cent. off catalogue prices. One of the large American manufacturers, with Canadian branches, have advanced their lines in a corresponding degree. The market for files is very firm owing to the great demand for the articles and the difficulty to obtain raw materials. One firm states they are compelled to turn down orders to the etxent of two to three thousand dozen weekly. As far as quoting of prices this firm in particular is practically off the market. They are endeavoring only to look after the interests of their customers and make their supplies go as far as possible.

Yankee Drills and Push Braces Advance

DRILLS AND PUSH BRACES.—Another advance of 10 per cent. has been recorded in all lines of goods manufactured by North Bros. This follows a recent advance of a like amount. The lines include Yankee drills, screwdrivers and push braces. Manufacturers are confronted with a serious problem to get supplies of steel for their various lines. Most of the large steel mills of the United States have their output sold for the entire year of 1917.

Wrapping Paper Goes Upward 1c Per Pound

WRAPPING PAPER.—An advance of 10 per cent. has been recorded in the price of Kraft wrapping paper which now makes the selling price 11c per pound as compared with 10c formerly. Paper mills have been advancing their prices steadily during the year and all lines have gone to higher levels. There have been particularly heavy advances in pulpboard and strawboard for the manufacture of boxes, and kraft paper has followed upward in the general advance.

New Sisal Prices Will Make High Binder Twine

CORDAGE TWINE.—New prices for the sisal fibre have been announced by

the Regulating Commission representing the Yucaton growers of Mexico, which provide for an increase of 4½c per pound over recent quotations for the fibre. About ten days ago the commission announced their price for the fibre as 13½c per pound and during the past week a further advance of 1c per pound has been recorded. While prices of sisal rope at the time of writing had not advanced they were expected in the near future. It is anticipated further that prices for manila rope will go up in sympathy with advances which are almost inevitable in sisal. It is pointed out that the prices for binder twine to garner next season's crop will necessarily be very high in the face of the high price for the raw fibre. On the present basis of the fibre it is expected the price of binder twine will be somewhere in the neighborhood of 15 to 15½c. For the past season the price of binder twine was 9⅞c per pound. From that it will be seen that it will in all probability be from 5c to 6c per pound higher than last season. Prices have been withdrawn on African hemp rope by some of the jobbers as the manufacturers are no longer making that brand of rope owing to their inability to get supplies of raw material.

Perfection Oil Stoves and Heaters to Advance

OIL STOVES, HEATERS.—The lines of stoves and heaters carried by the Imperial Oil Company are due for an advance about the first of the New Year, according to information received. The amount of the advance has not yet been definitely stated but it is understood the advance on Perfection oil stoves and heaters will be not less than 10 per cent. and probably more. The concern has found it difficult to get the raw materials for the manufacture of these goods, and that which they have been able to secure has been at greatly enhanced prices. The company is filling orders which are now on their books at present prices but they are not accepting new business at the old figures. It is anticipated the new prices will be announced by next week.

Advance on Curry Combs Now General

CURRY COMBS.—The advance in curry combs has been made general by all wholesalers and they are now quoted at 5 per cent. advance on list prices. It was announced in HARDWARE AND METAL last week that some of the jobbers were still quoting at net list while others were selling at 5 per cent. advance of the list. There is a continued firmness in this market in common with all other steel goods.

New Shoe Finding List Has Been Issued

SHOE FINDINGS TACKS.—In a panel elsewhere in this issue will be found the new list on shoe findings and tacks. This advance was announced in these columns last week but at the time of going to press the new lists had not been issued. The new discount on tacks is now 70 and 10 as compared with 75 formerly. Capped goods are also quoted at 70 and 10 per cent. off list. The new lists on shoe findings provide for an advance of approximately $1.50 on nails and $2.25 on tacks.

Lubricating Oils Will be Marked Higher

OILS.—New prices on lubricating oils of all kinds have not been announced at the time of writing but it is expected they will be ready very shortly after the first of the New Year. As announced in HARDWARE AND METAL last week an advance was due in these products owing to the increased price of crude oil. During the past week there has been a further advance of 10c per barrel in the price of Mid-Continent crude which now makes the selling price $1.30. Within the past month there has been an advance of 40 cents on crude oil. Prior to November 29 crude was selling at 90c per barrel and on that date was advanced to $1. Further advances in crude have taken place on December 12, 18 and 23. This makes the advance in the month approximately 1c per gallon on the crude. Production has been greatly curtailed in the oil fields and consumption has continued heavy.

Metal Markets Are Slightly Easier

Following peace rumors the metal markets have been rather unsettled and prices in the United States have declined in some instances. Business is good, despite the usual holiday quietness.

There is a good demand for copper and the price has declined slightly, with 37 to 38½c being quoted. Tin is also easier and is quoted locally at 46-47½c lb. Spelter is quoted at 14-15c. The lead market although dull is still holding at former levels. Locally the price is 9½c lb.

Antimony is unchanged at 18c lb. and aluminum at 68c lb.

Prices on domestic pig iron are still withdrawn, and no information is available as to when new quotations will be issued. Stocks of foundry iron have been exhausted, and Canadian furnaces have no pig iron of this grade to sell. The market is quiet, with the situation unchanged. In the United States the pig iron market is also quiet, with prices unchanged.

The iron and steel markets in the United States are on the whole decidedly quiet, due partly to the peace proposals and also on account of the holiday season, the market being usually quiet at this time of the year. There is no sign of weakness in prices, and none is expected in the meantime. The transportation situation appears to be growing worse, and, if there is no improvement in the near future, it will result in the mills curtailing production.

Iron and Steel Have Recorded Advances

IRON AND STEEL.—Advances in common bar iron, refined iron, mild steel, band steel, tire steel, toe calk steel, mining tool steel, and spring steel have been recorded during the week. Common bar is now selling at $3.65 to $3.75 per 100 pounds, refined iron at $4.15, tire steel at $3.95, toe calk steel at $4.50, mining tool steel at 14c per pound, sheet cast steel at 23c per pound and spring steel at $5.50 per 100 pounds. Reeled machinery steel is practically off the market and cannot be obtained. There is a continued firmness in the market and will no doubt continue so until some prospect of peace is more definite. There is a feeling that the end of the war may not be such a great distance off by some men who usually are conservative in their statements.

Globe, Angle and Check Valves Are Up

VALVES.—There has been an advance of approximately 7½ per cent. in the price of the Jenkins globe, angle and check valves by the changing of the discount from 20% to 15% on the standard grade. Gate valves have had the discount changed and are now selling at 20 per cent. off list as compared with 25 per cent. formerly. Iron body gate and globe valves are now quoted at 40 per cent. off list as compared with 45 per cent. formerly. The Jenkins pattern of globe, angle and check valves are now quoted at 45 per cent., the former discount being 50 per cent. Ground work valves have changed from 50 per cent. off list to 45 per cent. off list. Steam cocks for standard are quoted at 53 per cent. off list and high grade of the same are quoted at 50 per cent. off list.

LONDON MARKETS

LONDON, Ont., Dec. 28.—Hardware prices continue to advance, and the end is not yet in sight. It is felt, however, that on a good many lines the limit will soon be reached. Prices on some lines are at a dangerously high level. Local hardware merchants state that the Christmas trade this year was the heaviest they ever experienced. Prospects for 1917 business are very bright, and retailers are booking freely but cautiously for spring deliveries. Wholesalers have been stock-taking during the week. Some retail firms have already started stock-taking, but the majority will start at the first of the year.

New Discounts Quoted on Handles

A new discount of 25 per cent. has been announced on fork, hoe, rake, shovel, manure fork and post-hole handles for the second growth quality. On extra quality the discount is 35 per cent.

Tacks Advance About Ten Per Cent.

Tacks are now quoted at 70-10 per cent., an advance of about 10 per cent. over previous quotations. New net prices on some of the best selling lines are as follows:

Tinned carpet—6-oz., 50c doz.; 8-oz., 64c doz.; 10-oz., 77c doz.; 12-oz., 90c doz.

Blued carpet—6-oz., 43c doz.; 8-oz., 54c doz.; 10-oz., 65c doz.; 12-oz., 76c doz.

Cut tacks—3-oz., 28c doz.; 4-oz., 35c doz.; 6-oz., 45c doz.; 8-oz., 57c doz.; 10-oz., 69c doz.; 12-oz., 81c doz.

Shoe Findings Advanced

A new list on shoe findings has been issued, and is shown in a special panel elsewhere in this issue. Quotations are net—no discount being allowed from the new list. The advance amounts to about $1.50 per 100 lbs. on shoe findings, and $2.25 per 100 lbs. on shoe tacks.

Nails Remain Firm

Wire nails remain firm and unchanged at $4.70 base. There is a feeling that wire nails may still reach higher levels. Cut nails are unchanged at $4.25 base.

Iron Handles and Clothes Line Higher

Galvanized clothes line wire has advanced, and is quoted as follows:—No. 19XX, $4.75 per 1,000 ft.; No. 18XXX, $5.25 per 1,000 ft.

Iron handles have also advanced in price. Mrs. Potts' handles are now quoted at $1 doz.; Universal handles are quoted at $1.40 doz.

Net Prices Spades and Shovels

The advance in spades and shovels was announced in last week's issue of HARDWARE AND METAL. It had been predicted by HARDWARE AND METAL for some time prior to becoming effective. Lists and discounts are shown in current quotations. Net prices on some lines figure out as follows:

First quality, Jones and Bull Dog, spades and shovels, $11.62 doz.; second quality, Burns, $11.23 doz.; fourth, olds and Fox, $10.10 doz.

Snow Shovels to Advance

Snow shovels are said to be next on the list for an advance in price.

Rope and Twine Very Firm

Prices on Manila and sisal rope remain very firm, and further advances, particularly on sisal, can be expected. The outlook for the first half of 1917 is for high price levels. Pure Manila is quoted at 25½c base; British Manila, 21c base; African hemp, 21c. Cotton rope, 3-16 in., is quoted at 41c lb.; cotton, ¼ in. and larger, is quoted at 39½c lb.

Paint Products High in Price

White lead in oil is only in fair demand. It is felt in some quarters that the high price is seriously affecting the demand. There are a few in the trade who feel that the price of lead should not be so high. However, the high cost of pig lead and linseed oil are bound to have the effect of keeping up the price. Pure lead is quoted at $14.45 per 100 lbs. in ton lots, and $14.75 per 100 lbs. in less than ton lots.

Turpentine is unchanged at 81c per Imp. gallon in single barrel lots; 80c per Imp. gallon in 2 to 4 barrel lots; 88c per Imp. gallon in 5-gal. lots.

Linseed oil remains steady and unchanged at the following prices:

	Raw.	Boiled.
1-2 bbls.	$1.15	$1.18
3-5 bbls.	1.14	1.17
6-9 bbls.	1.12	1.15

Calcimines to Advance

Owing to the high cost of glue, whit-



—From Vertical Farming Magazine.

ing and tinting colors, it is expected that new and higher prices will shortly go into effect on calcimines.

WINNIPEG MARKETS

For reasons unknown at the time of going to press the Winnipeg market report did not come through. This is a very unusual regrettable occurrence, but in order to have the paper in the hands of readers on schedule time, the paper is going to press without the Winnipeg report. Westerners will find much valuable market information in the Montreal, London and Toronto report.

Selling by the Sample

How Small Wares Sell Themselves—A Loop Hole for Competition—Utilizing the Silent Salesman Idea—New and Complete Samples Needed

OF course the bulk of a hardwareman's trade is built up on the heavier lines of goods. In these lines he is open to competition only from those of his own trade with whose circumstances he is more or less familiar, whose methods of trade must in most ways approach his own.

But in the sundries of the trade, the thousand and one small wares that go to make up the hardware man's stock, he is open to competition from all sources. Many different kinds of stores stock some of these goods. The large mail order houses stock them all, and here he meets with a competition he is not so well fitted to meet.

Now the volume of business these small wares run into in a year may not seem very formidable, but it shows a very fair percentage of profit indeed, and considering the investment involved is probably one of the best paying elements in the hardware business.

The average hardwareman is apt to take these little elements of his trade for granted. He works hard at selling paint and tools, stoves, and heavy ware, but those little lines, the thousand and one little contributions to the hardwareman's stock, are left mainly to take care of themselves. If people want them they will ask for them. That is the general attitude of many hardware merchants—But they won't—that's the truth of the matter; and here is the loophole that has been left for the smaller stores and the mail order house to encroach on the hardwareman's preserves.

Things Not Asked For

"And why won't a man ask for something if he wants it?" This question was put to one of the staff of J. W. Bennett & Co., Gananoque, Ontario, who had suggested this idea—"If a man wants a thing and knows you have it, why won't he ask?" The answer was prompt: "They don't ask for it because they don't know the article by name; they may be sure you will have it, but not knowing its name, and having only a vague idea of how to describe it they won't ask for it. It's too much bother to explain. That's the idea that is behind the loss of many sales."

"I've known lots of people like that," he continued. "They want little things. Most men do a lot of tinkering about their homes, and they know pretty well what they want, too, but they don't know their names and they're not sure enough about them to describe them satisfactorily. So, often, instead, they drop into departmental stores where the things are laid out on counters or order them through mail order catalogues. Why? Because the thing is there before them, they can pick it out, without any confused explanation or any admission of ignorance."

Where Seeing Means Buying

Of course, most hardware stores have methods of displaying these goods. The methods are often antiquated and the display often incomplete. It may have been a pretty good display when the stock was new. Perhaps some clerk in a hurry has removed the sample to fill an order, others have followed, till many of the drawers are sampleless. They have lost the major part of their selling force. Selling without samples makes easy sailing for your competitor. These smallwares need constant pushing. It is impossible to push them all, but it is at least possible to let them speak for themselves.

Keep your samples new and bright looking and complete. Take a leaf from the department store selling methods. Keep your samples where your customers' eyes can see them, so that instead of saying, "Give me so and so," they can say, "Give me that." That is the essence of silent salesmanship: To let your samples do your selling for you.

HONESTY FIRST

The first thing in business is to do it honestly, writes H. S. Cooper in *Inland Storekeeper*. One honest dollar will last longer than two dishonest ones.

Don't let pleasure interfere with your business. I am at my post six days in the week. I don't take off as much as one week in 12 months. I go to church every Sunday and wont sell goods on Sunday.

November, 1907, I bought about $28 worth of goods from the Clifton Forge Grocery Company, and now am carrying nearly $4,000 worth; and have a small, well-built store house, good Detroit Automatic scales, and gasoline lights.

I am situated in a farming district and do a credit business, and find that my heaviest buyers buy on time. I don't think it business to sell any one that a person don't know whether they are honest or not and have not got property so that a person could collect by law.

I sell at small profit and make quick sales, and don't keep anything and let it get shelf-worn. I get rid of old goods at some price and get new goods that will sell.

I believe in trying to take care of the pennies, being kind to all if you can.

Don't sell to one man for 90c, and to another for 85c, or $1. Be a community booster. Go after business as though you meant to get it but first of all have honesty as your platform.

Will close as you will tire of trying to read my experiences. Hope this will be the means of helping some one. Some claim that a person can't do an honest business and make a success.

With best wishes for the *Inland Storekeeper* and its readers, I will ring off.

CONSTRUCTIVE SALESMANSHIP

The dealer who doesn't cultivate the acquaintance of travelling salesmen who call upon him is overlooking a bet.

The salesman that is worth his salt is more than an order taker. He is an idea incubator. He travels from store to store, from garage to garage, observing, thinking, gathering "good stuff" as a bee gathers honey.

He can tell you what the other fellow is doing to make two sales grow where only one grew before.

Next to selling goods for his house, the great function a knight of the road performs is that of service to the dealers to whom he sells. Helping them to select from his line each article in quantity proportionate to the probable demand; suggesting ways of displaying the goods effectively on shelf, counter or in window, are but two of the ways the wide-awake salesman can make himself useful.—Auto Suggestions.

EVENTS IN THE TRADE

Fire Losses

Summerside, P. E. I.—Brace McKay Co., Ltd., hardware dealers, have suffered damage by fire.

Winnipeg.—The Dowd Hardware Co., owned by J. A. Dowd, Corydon Ave., Winnipeg, suffered a loss of about $2,000 by fire last week.

Open Toronto Branch

Toronto, Ont.—John Bertram & Sons Co., of Dundas have opened a sales office in the C.P.R. building. The Toronto staff will represent also Pratt and Whitney Co. of Canada.

Son Killed at Front

C. W. Clarke, hardware merchant of Brechin, Ont., received word recently, that his son, Signaller Milton O. Clarke, was killed in action on December 1. Prior to enlisting Signaller Clarke was employed by the Holmes Electric Co., Toronto.

Sarnia Plant Sold

The plant of the Canadian Woodworkers, in the Northern section of Sarnia, has been sold to the H. Lougheed Machinery Company, who expect to have it in operation within a few weeks. The Woodworkers' plant was constructed three years ago, of concrete and steel.

New Broom Supply Co.

London, Ont.—A broom supply company has purchased the old buildings of Geo. White & Sons, and will carry a stock of broom corn and broom makers' supplies. The concern will be capitalized at $75,000, with a Dominion charter and headed by J. N. Ketchersid, president of the State Bank, of Hope, Kansas; George W. Ralls & Co., wholesale broom corn merchants, of Wichita, Kansas; and P. C. Ketchersid, broom corn, Wichita, Kansas, and W. H. Thornton, former hardware merchant, of this city.

Dominion Incorporations

Forgings, Ltd., capitalized at $100,000, head office, Toronto, to carry on the trade of iron masters, steel makers, etc.

Standard Stampings, Ltd., capitalized at $45,000, head office, Toronto, to carry on the business of stampers, founders, metal workers, etc.

Atlas Metal & Alloys Co. of Canada, Ltd., capitalized at $50,000; head office, Montreal, to carry on the business of metal workers, machinists, etc.

The Spencer Heater Co. of Canada, Ltd., capitalized at $500,000, head office, Toronto, to manufacture and deal in boilers, heaters, furnaces, etc.

Cluff Ammunition Co., capitalized at $500,000, head office, Toronto, to manufacture and deal in all kinds of ammunition and explosives.

The Castle Mfg. Co., capitalized at $100,000, head office, Toronto, to take over the business of the Castle Mfg. Co., and to manufacture toys, sporting goods, novelties, etc.

Business Changes

Winnipeg, Man.—Osborne Hardware Co., have discontinued.

Vancouver, B.C.—Vancouver Sporting Goods Co. have sold their stock to L. G. Fraser.

Lanigan, Sask.—Roycroft and McGregor, hardware merchants, have dissolved.

Galahad, Alberta.—T. Watson & Co., have sold their hardware stock to F. C. Ansell.

Dilke, Sask.—H. S. Belcher, hardware merchant, has sold to J. A. MacIntyre.

Laura, Sask.—J. C. Gordon, hardware merchant, has been succeeded by Robt. A. Ross.

Drinkwater, Sask.—J. A. Anderson, hardware merchant, has sold his branch store at Hearn.

Shaunavon, Sask.—Roycroft and McGregor, have dissolved. Robt. Roycroft continues the business.

Imperial, Sask.—Bradshaw & Anderson, hardware and implement dealers, have dissolved partnership.

Shaunavon, Sask.—Roycroft & McGregor, hardware, have dissolved partnership. Robt. Roycroft continues.

Hamilton, Ont.—The Consolidated Hardware Mfg. Co. have sold their assets and are giving up business.

Winnipeg Notes.

Stanley Morse, of the Miller-Morse Co., Winnipeg, has been spending a few weeks in the South, but is expected back in Winnipeg for New Year's.

William M. Crawford, sales manager of the Sheet Metal Products, Winnipeg, has been to Calgary, and is expected East following his return to Winnipeg.

Canada Dry Cells, Limited, Winnipeg, have added 5,400 square feet of warehouse floor space to their factory plant, which has been made necessary by large expansion of their business.

L. R. Baker, vice-president of Canada Dry Cells, Ltd., Winnipeg, leaves for Eastern Canada in the second week of January. He will visit Toronto and American points on a buying trip.

F. C. Carman, who has been travelling in the West in the interests of Canada Dry Cells, Ltd., and the Interstate Electric Novelty Co., is travelling to Toronto for a salesman's convention of the latter company. He will return West about Feb. 1, when he will start on his semi-annual trip to the Coast.

Starretts Remember Employees

A notice sent to the employees of the L. S. Starrett Co., Athol, Mass., reads in part as follows:—

We take pleasure in informing you that at a meeting of the Directors of this company held the thirteenth instant it was voted to pay as soon after the first day of January next as practicable, to each person in our employ on that date, a percentage of the entire amount of wages paid to each employee during the year 1916, this percentage to be determined by the length of time each one has been in the continuous employ of this company, as follows:

To employees who have been with us one year or less, two per cent.

To employees who have been with us continuously over one year and less than three years, three per cent.

To employees who have been with us continuously three years and less than five years, four per cent.

To employees who have been with us continuously five years or over, five per cent."

Personal

A. E. Carmichael, Winnipeg, has been appointed representative in the West for George Sommers and Co., wholesalers, St. Paul, Minn.

William Starke, of Starke, Seybold, Ltd., Montreal, is making a good recovery from his recent rather prolonged illness, and many friends in the trade circles, in which he is a popular figure, are glad to hear it.

F. M. Mooney, chief analyst for McArthur, Irwin, Ltd., Montreal, has just returned from a visit to Great Britain, France, and Switzerland, where he spent over a year and a half in the interests of his firm in connection with the dye

situation. The firm is engaged in remodeling the laboratory, and with it the executive offices of their establishment, much to the future convenience of the staff.

Winnipeg Jobbers Change Name to Great West Electric Co., Ltd.

One of the largest electrical jobbers in Winnipeg will henceforth do business under a new name. Early this year, Mr. Mainer retired from the management of the Mainer Electric Company, since when the affairs of the company have been in the hands of Mr. J. C. Smith. Mr. Smith was previously identified with the company as assistant manager.

During the past year, the company states, the business has grown rapidly, despite the depression in building, on which many electrical firms are dependent. It was thought that the time was opportune for adopting a new name, and the Great West Electric Co., Ltd., was chosen. The change of name was coincident with a large increase to the premises. This company now occupies the whole floor of the Hammond Block. The space is now being used as offices and showrooms.

There is no change in the character of the business. It is a purely jobbing concern, no business being transacted with the consumer. With their increase in floor space, more room will be allowed the shipping department.

Death of W. Doyle

Quebec, Que.—W. Doyle, wholesale and retail hardware merchant, died here.

STANLEY WORKS HOLDS CONVENTION

Forty-five salesmen of the Stanley Works met at the factory at New Britain, Conn., Monday, December 11, for what proved to be the most interesting annual sales convention the Stanley Works has ever held.

The convention was called to order by G. P. Hart, president of the Stanely Works, Monday afternoon. He welcomed the men in the name of the company, and outlined the conditions which have surrounded the production and sales of Stanley Works' products during the year just closed. Following him the men from various sections reported on the business conditions in their territory, and the business outlook for 1917.

Monday evening the salesmen were entertained at a minstrel show and dance given to them by the office force. Incidentally, it might be interesting to know that in the New Britain office there are employed one hundred and ten men, and one hundred and twenty-three women.

Tuesday morning, manufacturing problems were discussed under the direction of C. F. Bennett, second vice-president. Improvements to the line were suggested and new goods about to be added were described.

The advertising policies of the company, and the 1917 Stanley Garage Campaign was the subject of Wednesday's discussion, led by A. H. Dessau, advertising manager.

A. Zimmerman, sales manager, conducted the programme on Thursday, at which time details of various sale problems were discussed and gone over in detail.

A. C. McKinnie, assistant sales manager, spoke about the Stanley Works' Three Butt Campaign and the publicity being given to the three butt idea in gaining the co-operation of the hardware trade, contractors, carpenters and architects.

National Service Week

EVERY MAN IN CANADA WILL HAVE A CARD TO FILL OUT SOON

National Service Week is drawing very near and the fact that the first week of the New Year bears that title is something in which everyone in Canada has an interest. The men are interested because it is obligatory upon each of them, between the ages of 16 and 65 years, to fill out one of the cards which the Government is sending to them through the Post Office authorities. The women are interested because their co-operation is being invited, in seeing that their men-folk attend to this important duty. The children are interested because their school teachers have explained to them the meaning of National Service and the way in which father and the big brothers at home have to reply to the various questions.

To write in the answers and return the card promptly is a good New Year's resolution for every man throughout the Dominion, and it has the advantage of being easy of fulfilment. It only means a few minutes' careful thought.

National Service means that we are to get into that frame of mind which will cause us to think of the needs of the country, to realize that the interests of the State have a greater claim on us than our self-interest. This applies to everyone, from the highest in the land to the lowest.

There are many ways of serving the nation besides going to the front. The man on the farm and the mechanic in a workshop may be serving the nation as usefully as the man in the trenches. Every man should be doing the work which represents his most efficient service to his country.

HARDWARE LETTER BOX

Gas and Gasoline Sad Irons

W. H. Goodhue, Ridgetown, Ont.—Kindly advise us where we may buy natural gas irons and gasoline sad irons.

Central Flatiron Manufacturing Co., Johnson City, N.Y., and McClary Manufacturing Co., London and Toronto, have lines of the natural gas irons. Taylor Forbes Co., Guelph, Ont., manufacture a gasoline sad iron.—Ed.

Acetylene Reading Lamps

Enderby Hardware Co., Enderby, B.C.—Will you kindly let us know the name of concerns handling acetylene reading lamps?

Siche Gas Co., 10 Lombard Street, Toronto; W. L. Foster, 8 Lombard Street, Toronto.—Ed.

Shingling Machines

George Taylor Hardware Co., Cochrane, Ont.,—Kindly give name of a manufacturer or distributor of shingling machines.

A. R. Williams Machinery Co., Toronto.—Ed.

Clinton Motor Truck

A. E. Holmes & Co., Port Arthur, Ont.—Please give us the address of the Clinton Motor Truck Co.

Clinton Motor Truck Co., Clinton, Ont.—Ed.

Window Display Fixtures

A. D. Cross, Port Colborne, Ont.—Will you please inform me where wood or glass window display fixtures and stands can be obtained?

Taylor Manufacturing Co., Hamilton, Ont., Clatworthy & Son, Toronto; Dale Wax Figure Co., Toronto, Jones Bros. & Co., Toronto, Oscar Onken Co., Cincinnati, Ohio.—Ed.

Whitman & Barnes Calendar

The Whitman & Barnes Mfg. Co., Akron, Ohio, and St. Catharines, Ont., has issued an attractive 1917 calendar which is being sent out to the company's customers and friends.

WHAT OTHER PAPERS SAY

WHO ARE OPPOSED

From *National Bulletin.*

When the National Retail Dry Goods Association anounced itself as opposed to the Stephens Bill, an attempt was made by certain city dailies to show that this voiced the sentiment of retailers in general. The sentiment is so absurd as to need no discussion here.

We have always contended that the Dry Goods Association was of the microscopic order, so far as membership was concerned. It is even smaller than we thought in light of recent reports. While exact figures are not given, its membership is reported at less than a hundred department stores, and even these are far from being united in their opinion, and do not represent the sentiment of some of the most representative in that line; for instance, John Wanamaker, B. Altman & Co., Gimbel Brothers, J. McGreery Co., Bloomingdale Bros., Shepherd-Norvell Co., and Lamson Co., of Toledo, are all in favor of the Stephens-Ashurst Bill.

At the present time the opposition to the proposed legislation seems to simmer down to a few trading stamp and premium houses. R. H. Macey & Co., of New York, and Marshall Field & Co., of Chicago.

Concerning the standardization of the fair prices, Eldridge Reeves Johnson, Pres. Victor Talking Machine Co., says that the sole aim and purpose of the Stephen's Bill is simply a getting away from the selfish and ruinous customs which pervade retail trade.

With reference to price cutting he says: "The reactionary character of such policies becomes apparent on the slightest thought, but laws and decisions which are so framed as to deprive trade of all the benefit of cooperation, to strengthen the grip of price cutters and sweating practices, that have the effect of increasing the cost of production and forcing down the compensation to both labor and capital, are still urged by a misguided but powerful class of legislators, both national and state.

"Of course, the real trouble is the lack of public understanding and support in fair trading, and this difficulty can only yield to constant effort in the matter of analyzing and explaining the truth to the public.

"Fair and remunerative prices must necessarily accompany any lasting prosperity. Prosperity based on high prices is always of short duration. The world will be much better off when some system of co-operative trade agreements becomes the universal practice, as certainly it must sooner or later."

WHAT THE RAILWAYS FACE

From the *Boston Transcript.*

The railways of the nation are to-day facing another governmental investigation. Unlike previous probes, however, the purpose of the one ahead is not punitive, but constructive. Present conditions cannot continue if the railways are to keep pace with the growth and development of American enterprise. Railway receiverships will be multiplied very rapidly unless relief is soon forthcoming. No temporary measures will suffice. Radical organization must either be permitted or compelled. The form it shall take is the chief question before the Joint Committee of Congress which has begun an investigation into the causes of the chaos in the railway world to-day.

At both ends of the Capitol an influential group of legislators are advocates of Federal ownership of all interstate railways. Their numbers have increased and their recruits come from both parties and all sections of the country. To defeat their proposal a fairly united opposition must be mustered. It can only be united upon a program affording adequate relief. We hope the opposition will subordinate political and personal differences and come forward early in the next session of Congress in favor of the Federal incorporation of railways as the best solution of the whole problem. The Congress which passed such a bill and the President who signs it will have the satisfaction of knowing that they have rendered national service of a high order.

DETERMINATION—SUCCESS

The American Grocer.

These fall days bring to mind our Puritan forefathers—that small band of determined men. Narrow, if you will, in their views—but with a will as firm and a determination as unyielding as the rockbound coast on which they landed.

Poorly equipped in the goods of this world—yet calmly facing the threatening front of an entire continent—steadfastly winning a home for themselves and those to follow—what clearer proof is there of the sterling worth that underlies the true American character?

We speak in admiration of great canals dug—bridges built, yes, of the winning of the west itself—yet when we compare the motives behind them to the high ideals, ironbound will and determination that carried this little band of men and women on to success, they sink to insigificance.

We inherit their characteristics. No one could be better equipped to achieve success. Still success does not drop in our lap like an over-ripe plum. It is the result of hard work and still harder study.

Foresight is necessary to success, but we can only utilize this foresight by measuring it with the gauge of the past—only achieve our goal by drawing on the inspiration and knowledge gained by experience.

Our heritage from the Puritans is a character of determination—our privilege, the right to be successful. So this is our task—to hew out a successful business from the unlimited opportunities that are daily presenting themselves. But we must be able to recognize them when they appear for they are apt to be on their way in high gear and we only see them disappear in a cloud of dust past the sign.

INVENTORY.

Another year is here at hand,
An old year passing out;
And it is time to figure and
To sort of look about;
It's time to balance up the score
And square yourself again
With all your trade, and — what is more—
With all your fellow men.
It's time to figure profit, loss,
The business of the year—
If it was only hoss and hoss
Or showed a little clear.
But there's one reason, only one,
For taking such a view—
It's not to change the thing that's done,
But learn the thing to do.

* * *

So take an inventory now
Of stock upon the card,
Of book accounts, and loss allow
For cases that are hard;
Sit down and figure for a while
And learn your present state—
Amount of paint cans in the pile,
The cost of same, and freight,
The value of the furniture
From desk to water tank,
Your motor trucks, your horses, your
Condition at the bank—
Count everything that you can see,
From low to highest shelf;
Then figure very carefully
The value of yourself.

Douglas Mallock, in
American Lumberman.

"DOMINATION" OF THE SEA

The Frankfurter "Zeitung," discussing the possibilities of peace as the result of a conference to be held at The Hague next month, says among other things that by international agreement there may be a reduction in the building of naval vessels. But, it says, "if German shipbuilding is to be restricted in the future, other naval powers, including the United States, must do likewise. Great Britain must recognize the sea as a free route for all nations and must renounce domination and the British idea that Great Britain has a sole right of policing the seas. The regulation of sea traffic might properly be under international organization."

Now, assuming that there is to be such a thing as an international agreement for preserving peace, with an effective tribunal for settling disputes, there will be no occasion for "policing the seas" or for the "regulation of sea traffic." Great Britain has built up its great navy because of the widespread Empire and trade which it has occasion to protect. It is to protect it only from attack in case of war. It has always maintained that the sea should be "a free route for all nations," and has never in time of peace interfered, or shown any disposition to interfere, with its free use.

That it should have a domiating power in case of need was only the requirement of what it had to protect from attack when war prevails. It has never assumed to regulate sea traffic in time of peace, more than it could be done by the power of competition, and Germany met no obstacle in building up her merchant shipping. Navies do not regulate traffic and sea routes are always free in time of peace and cannot be controlled by any one nation. With assurance of peace they will be safe. Without that assurance Great Britain is not likely to give up the power to protect its own domain.

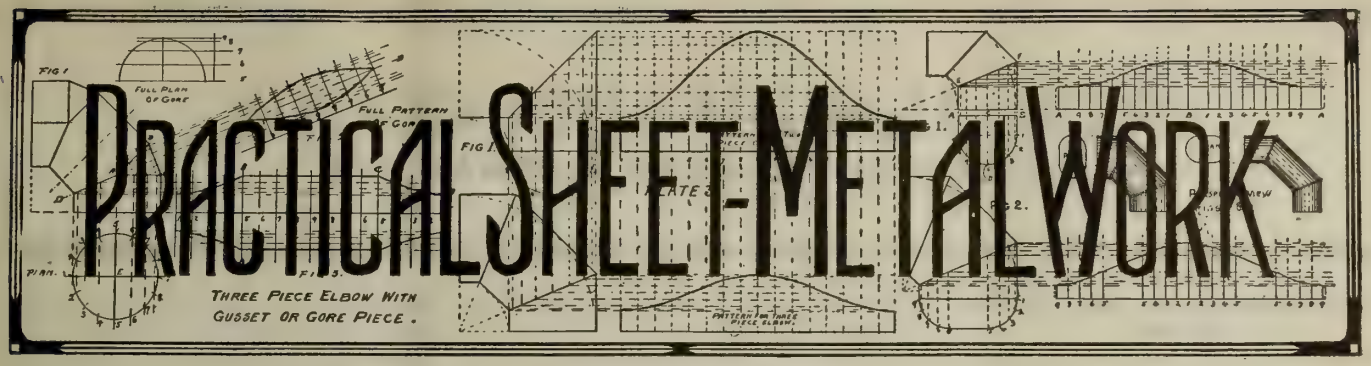
POINTS WORTH CONSIDERING

From *American Grocer.*

Be careful how you joke with customers whose sense of humor is an unknown quantity with you. Some people have no sense of humor and, take offence at a joke.

It is not good salesmanship to sell people goods they do not want just because you are able to do it.

The merchant who cares more about making sales than about being honest is preparing for a rapid slide into commercial oblivion.



BY THOMAS STANFIELD

IN this issue is shown a flaring article round in plan at top and bottom, but with one side in elevation square with ends, as shown by A-C-D in elevation.

The first step is to draw plan with two circles, divide both circles in plan into the same number of equal parts as shown by 1-2-3-4, etc., and A-B-C-D, etc., in dividing the two circles start at the end of diameter on inner circle which is parallel diameter on outer circle. Then draw lines, joining these divisions as shown by 1-A-2-B-3-C-4-D-5-E, etc., and with these distances as bases and with straight height of elevation at A-C as an altitude form the angles shown at L-M-N-O.

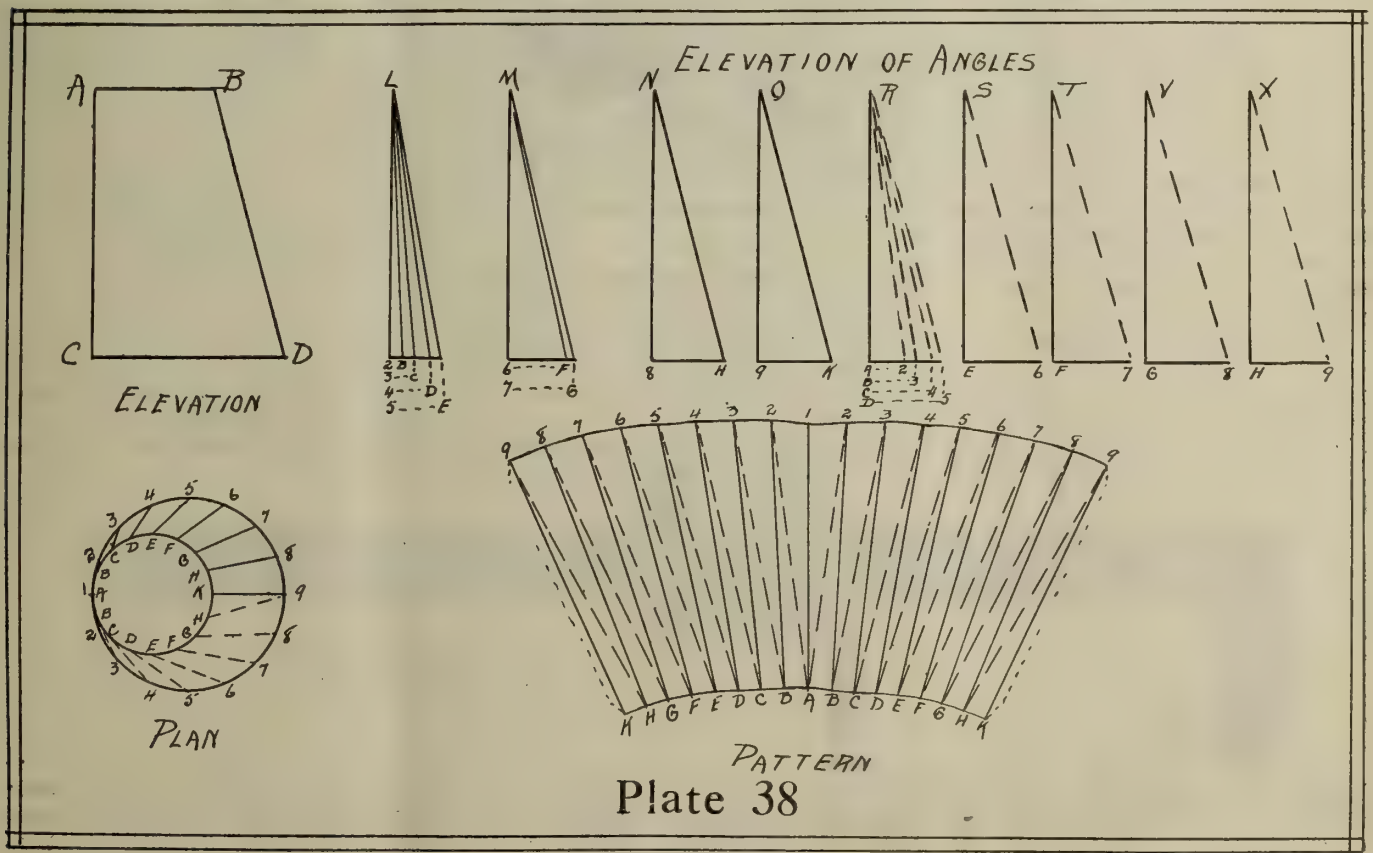
The pattern could not be laid off with angles derived from lines as above described, as it is necessary to form another set of angles; the base lines of these are drawn so as to join the ends of two adjoining lines drawn from division points, as shown by dotted lines joining 9-H, 8-G, 7-E, 6-E, 5-D, 4-C, 3-B, and 2-A.

With these lines as bases and same altitude as described above, from angles as shown at R-S-T-V and X. To lay out pattern 1-A, making it equal to A-C on elevation, this gives us points 1 and A shown on plan.

To obtain the next point on either top or bottom of pattern it is necessary to work from 1 to B as a base on plan or from A to 2, as shown in the connecting or dotted line from A to 2.

Now take distance R-2 and angle formed with A-2 as a base line, and with point A in pattern as a centre, draw an arc near point 1, with one division of plan of base as a radius, as 1-2; then draw an arc from point 1 on pattern intersecting one drawn from A, thus obtaining point 2; this gives us points 1 and 2, and A. To obtain the next point B, take distance L-B formed with base line 2-B, and using last obtained point 2 as a centre and draw an arc near point A intersecting it with one drawn from A, having a radius equal to one division of plan of top, as A-B; lay out all the remaining angles working as described form B to 3 on dotted line, B to C on solid line, C to 4 on dotted line, 4 to D on solid line until the line 9-K or one-half the pattern is set off, when a line drawn through the points obtained will give outline of one half pattern, which can be used to mark off balance, or the above can be laid on opposite side of line A-1 as shown as suits one's purpose.

(Continued in next issue.)



NEW HARDWARE GOODS
OFFERED TO CANADIAN HARDWAREMEN

IMPROVEMENTS IN THE EASYON CHAINS

The 1917 Easyon Tire Chains, made by the Leather Tire Goods Co., Niagara Falls, are now being put out and the makers state they show some improvements over the old style. Easyon chains are single chains fastened to the spokes with leather covered fasteners.



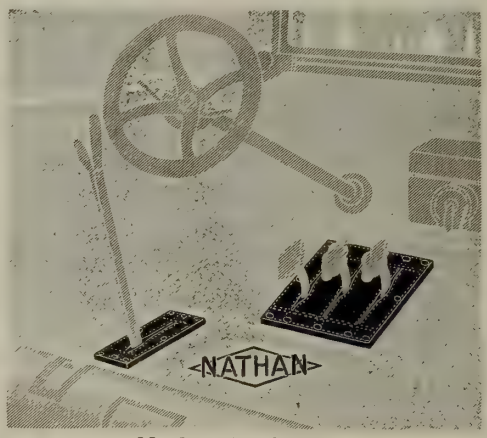
Easyon Tire Chain

In the 1917 chains instead of being made of welded links, the cross chains are made of steel more than ⅛ inch thick, rounded and perfectly smooth where it comes next to the tire, but having the thin edges projecting away from the tire so they take a powerful hold in mud, snow or on ice. On the middle of the tire the gripping member is comparatively small and narrow so that it causes no bumping on pavements, but being long and straight the ends stick out taking a deep hold in mud or snow. On each end of the gripping member are chains with short links which fit over the lever fastener to adjust the chains on the tire.

Easyon Chains are packed a set of eight in a bag; four for each rear wheel, enough to give a good grip on any road. Easyon Chains are made in three sizes: Small size which fits tires 3 inch or 3½ inch. The medium size fits tires 4 inch or 4½ inch, and the large size fits tires 5 inch or 5½ inch.

NATHAN BRAKE MATS

Nathan Novelty Mfg. Co., 84-90 Reade street, N.Y., is marketing the Nathan wind and heat brake mat, which, it is claimed, automatically closes the lever slots regardless of the position of the levers, and does not interfere with the running of the car. The makers state that the mats keep out the cold drafts experienced in winter driving and the excessive heat from the engine in summer. The mats are made of extra heavy padded felt covered with fine quality artificial leather, strongly stitched. The mats are furnished with necessary tacks for fastening the mats in position. There are two pieces to the set as illustrated.



Nathan Brake Mats

NEW VERNIER HEIGHT GAUGE

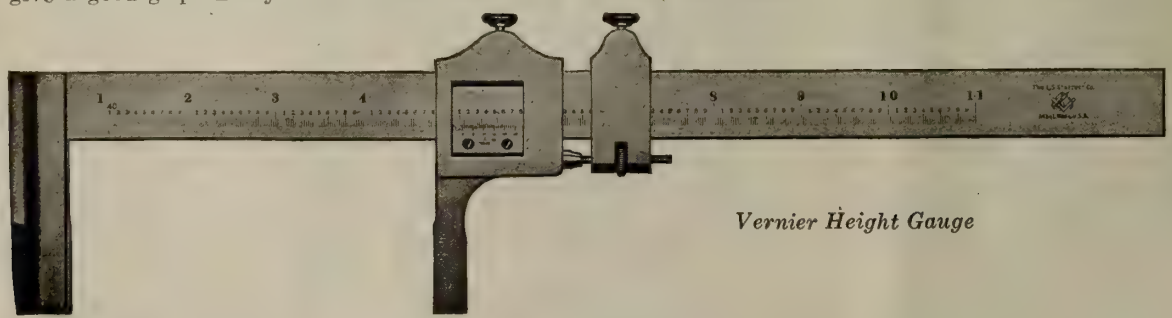
A new vernier height gauge having, it is claimed, improved attachments for greater efficiency has been brought out by The L. S. Starrett Company of Athol, Mass.

The bar is 10 in. long graduated to read by means of the vernier to .001 of an inch on measurements up to 8 in. high. The base is 2¾ inches long by one inch wide, hardened to give long wear and recessed in the bottom and ground square with the bar, giving perfect accuracy.

An extension is furnished for the movable bar which allows reverse measurements to be taken from the bottom or top side of the jaw.

An attachment to permit measurements inside the franc of a jig or to measure the depth of recesses is also furnished with the gauge, and permits a wider range of work.

Including the attachment, the price of the gage is $33.00.



Vernier Height Gauge

A SPECIAL DONATION

Montreal, Que.—A special series of donations was made this Christmas by the Hardware and Metal Association of the Board of Trade, in lieu of the annual banquet which they were in the habit of holding before the war changed their customs. During the past two years the association gave a Christmas dinner to children of soldiers and others who were deserving, but it was found that such was the prosperity and general habit of giving that it was difficult to get enough children to eat the dinners. Last year in particular preparations were made for many more children than attended. It was, therefore, decided this year to devote the money to help various charitable and patriotic works. The members subscribed $5 apiece, and on Saturday the president, Alex. Gibb, sent $100 to the Khaki League, $20 to the Soldiers' Wives' League, and $5 to the Children's Memorial Hospital.

At the recent meeting of the Canadian Wholesale Hardware Association in Toronto, a resolution expressing the satisfaction of the members at the recovery of Mr. William Starke, of Starke, Seybold & Co., Montreal, from his recent serious operation, was placed unanimously on record.

SISAL AND MANILA ROPE MAY ADVANCE

(Continued from page 19.)

State are derived almost entirely from taxes imposed upon the production of sisal hemp. This industry may be justly said to be the very life-blood of the state and of its people. The direct intervention of the state, resulting in the creation of the Commission Reguladora, is but a manifestation of the importance of this industry to the life of the state and to the welfare of its inhabitants.

"The sisal industry had its beginning in Yucatan some fifty years ago, and gradually grew to its present proportions. Its greatest development occurred in the period between 1898 and 1907. During that period there had been an increased demand for sisal and an expansion of the purposes for which it was used. Quite a number of exporters of importance were engaged in the business of buying and exporting the product. Competition was keen between them. Prices rose as high as 10c in New York in 1902, and from 1901 to 1906, inclusive, averaged about 7.67c per pound. Following the panic of 1907 the financial and economic situation in Yucatan changed very much for the worse. . . . This depression continued until the summer of 1912. During this period sisal sold as low as 3c per pound in Merida. In October, 1915, the Government undertook to assist the planters in the proper marketing of their product; undertook to establish an agency with such financial credit as to inspire confidence, not only in the planters, but in all others dealing with it, in its ability to carry out its contracts; undertook to establish a channel whereby the planters could deal directly with the consumer."

Many Kinds of Hemp

The hemp plant proper or "common hemp," is in its Latin designation Cannabis Sativa, an annual shrub. The term hemp, however, is used to designate many other kinds of fibre which are in no way related to the species of common hemp. Among these fibres so designated are the Manila hemp, which comes from a plantation; sisal hemp from an agave; bow string hemp from a liliaceous plant. The different kinds of "common hemp" are designated with such prefixes as Breton hemp, Piedmontese, Russian, English, China and Japanese hemps. The hemp plant proper is a native of that part of Asia which includes India and Persia, though like flax, its culture has been extended to many portions of the world in both temperate and tropical climes. It was used by the Scythians 2,500 years ago, and it was probably known to the Chinese and Europeans many centuries earlier. The Romans used it for sails and cordage, but not until after the dawn of the Christian era. It grows wild in many parts of India, where it is regarded more for its product known as chang or hasheesh than for its fibre. It flourished on both the east and west coasts of Africa, and has been naturalized in Australia. In Europe before the war it was cultivated chiefly in France, Italy, Germany and central and southern Russia. The fibre is produced in the bark of the straight stiff stalks or stems. This is the kind of fibre that was formerly used in African hemp rope. This particular kind of rope is not the biggest factor in the cordage market on the North American continent. Manila fibre, sisal and New Zealand hemps are now more generally used.

Manila Hemp From Banana Family.

The Latin name for the manila hemp is Musa textilis. It is also called "abaca." This species belongs to the plantain or banana family, the commercial fibre being derived from the stalk or trunk of the wild plantain, and is classed as a structural fibre. The extraction of the fibre is a simple operation. The abaca is cut near the roots when the plant is two to four years old, and just before blossoming. If cut earlier the fibre is finer but shorter. After striking off the leaves the trunk or stem is slit from end to end, and the sheathing layers of cellular matter are dried for a day or two and then cut into strips three inches wide, and finally scraped until the fibre has been cleaned of all extraneous matters and soft cellular tissues. The bundles of wet fibre are shaken into filaments, washed, dried and sorted. The export fibre is wrought into hanks and made into bales of about 270 pounds, when it is ready for shipment. The commercial fibre of this plant is produced only in the Philippines, although its culture has been attempted without success in the West Indies and Florida.

Sisal Plant Looks Like Century Plant.

The classic name for the sisal plant is the Agave Rigida. The growing plant somewhat resembles the century plant, though the leaves are more slender and spear-like. They measure 3½ feet to 5 feet long and 4 to 5 inches wide, the general average being 4 to 4½ inches. The product is a structural fibre derived from the other leaves, the first cuttings for fibre being made when the plants are five years old from the date of setting out in the field. The filament is yellowish white in color, straight, smooth and clean. It is a native of Yucatan, which furnishes the bulk of the world's supply. The Bahamas and recently Hawaii have contributed a little. It is found in many parts of Mexico proper, throughout the West Indies and in Central and South America.

The commercial supply of the North American continent is mainly derived from Yucatan. The Yucatan industry is centred at Merida, 20 miles south of Progreso, the port of shipment. On the larger farms systems of miniature railways are laid down for the transportation of the bundles of cut leaves from the fields to the central factories, where the cleaning or scraping process is effected by powerful machines. The operation consists merely of removing the epidermis and soft cellular tissue, which leaves the fibre clean and white. It is then dried in the sun and baled for market. Sisal hemp and manila hemp make up the bulk of the hard fibre used for cordage in the United States and Canada. Latterly, New Zealand hemp is coming more into the market as a rope fibre. The greater portion of the sisal goes into binder twine, however.

New Zealand Flax for Rope.

The New Zealand hemp carries the formidable Latin name of Phormium Tenax. It is a structural fibre derived from the leaves of a liliaceous plant, resembling the flag, which is native to New Zealand, but is found in other portions of Australia. It has been distributed to the Azores, St. Helena, Algiers, Southern France and the British Isles. It thrives in California, where its leaves are used as tie material. Its many varieties produced in New Zealand yield fibre capable of manufacture into cloth of the texture of linen, satchels, table mats, sandals, sacks, rugs, and mattings, threads and twines of superior strength, together with cordage and cables.

Sisal Takes Big Jump Upward.

During the past week quotations have again been made by the Regulating Commission which are 3½c per pound higher than recent quotations. The sisal fibre is now quoted at 13½c per pound, as compared with 10⅜c at the time of the last sales. This puts great firmness in the sisal rope and manila rope products. An advance is looked for in these products almost any time and may probably take place before this article is printed.

TRADE INQUIRIES

1754. **Paints and varnish.**—A Queenstown firm are prepared to consider a Canadian line of paints and varnishes. They request a few samples, color cards and other details.

1755. **Wire.**—A Queenstown firm asks for samples, prices and particulars of packing on such lines as fencing wire, baling wire and wire netting.

1758. **Hardware.**—An East London firm of hardware merchants asks for catalogues, price lists and particulars re packing on household and building hardware, shovels, enamelware and other hardware lines.

1759. **Woodenware.**—An East London firm asks for catalogues, price lists and samples when possible on woodenware of all kinds, including stepladders and handles

1760. **Brushware.**—An East London firm of hardware merchants asks for catalogues, price lists and samples of Canadian-made brushware.

WEEKLY PAINT DEPARTMENT

High Costs Good Reason for Painting

THE *Paint, Oil and Drug Review*, of Chicago, points out that there is an angle to the paint industry which should be emphasized during the approaching season, and every available agency used in making the public recognize the actual facts. Some have said that the high cost of paints would curtail consumption. It is against such a fallacy that attention is directed.

The cost of building or repairs is now at the highest level. A very large percentage of homes badly need repainting. As paint is cheaper than building material and labor, it should be used freely to avoid further decay. To replace this is simply expense added which the paint required for protection would prevent.

With the high cost for building materials, why not educate the consumer to use house paints freely so as to save the expense of repairs. This is an old story, but its application to-day will stimulate business.

The old adage, "A stitch in time saves nine," can be applied better now than ever before, because those who believe they are saving money when they delay painting next spring, will only be increasing their ultimate expense; then both repairs and paint will be required, which means double expense.

Paint dealers should also keep in mind that the "utlimate consumer" is now quite used to many heretofore unheard of prices. Bread at seven and eight cents a loaf as well as everything else in the food line on even a higher increase in cost—the penny newspaper in many cities has gone to two cents—the nickel "movie" is now ten cents and the ten cent one fifteen cents. In common with everything else paint has advanced, probably the last important commodity to do so. The consumer hardly needs educating these times. What is wanted most is nerve on the part of jobbers and dealers to push the sale of all paint products regardless of cost. Get a right percentage of profit and get the business.

The most important thing for a dealer these days is a complete refiguring of costs, overhead, selling expenses and profits. Then arrange new selling prices. There have been so many advances without a complete inventory that a dealer to-day may be losing money. It is fortunate that the usual time is here for the annual stock-taking. It is best to forget the past and start 1917 with a clean slate and if necessary a new selling system. The man who does this will last longer than the other fellow. He may lose some trade at the start, but when the sheriff is running the other fellow's business he will be selling at a profit. Remember if you cannot sell your paints at a profit next year you would better keep them until you can, but be sure you know what you are doing.

WASTE PAPER AS A FINANCIAL ASSET

(Continued from page 29.)

worth considering. To get the advantage of the better rate on car shipments many merchants in smaller places have been combining to make up a car lot. For instance, 11 merchants in Orillia assisted in loading a car, the net return was $250, to be divided proportionately among them. In Sudbury, too, there has been formed an association to handle the supply in this way. This is a plan that might very well be adopted by many other places to the advantage of the merchants.

Shipping Part Cars at Car Lot Rate

But even where it is not possible to make up a straight car load, it is often of advantage to ship a car light, paying for the required 12 tons, which is less than the part car rate. For instance, taking the North Bay figures, for example, a straight car load rate would amount to $28.80, a part car shipment of six tons would cost exactly the same amount, and if bagged paper was included the six ton shipment would cost $36.60. It is evident, therefore, that in a case like this any shipment over a half car could advantageously be billed as a straight car taking advantage of the car rate, and thus enabling the shippers to include bagged paper if necessary, at no extra cost.

Waste Paper a Debit or a Credit?

In looking into the matter of waste paper, it becomes evident that it is something that a merchant cannot afford to overlook. Loose paper is an outstanding menace, not only to the individual merchant, but to the community in which he resides. Methods of destroying paper are wasteful of good material, of time that might be better employed and are also a danger. In other words, this method of handling waste paper must be reckoned as a debit item. There is no way of getting away from the force of this argument, as against this loss there is the possibility of making a very comfortable profit, with a less waste of time, and the practical avoidance of any fire risk. Surely it is a clear enough case to present itself to the careful consideration of every wideawake merchant.

NEWS OF SASKATCHEWAN R.M.A.

Saskatoon branch of the Retail Merchants' Association recently held a window display contest, for the purpose of encouraging the window trimmers of the city to trim better windows. Secretary F. A. Raymond, of the Saskatchewan Provincial Board, in writing to HARDWARE AND METAL, stated that the contest was an unqualified success. Another contest will be held during the spring.

In order to give the smaller stores a fair chance to compete with the department and other larger stores, the stores of the city were divided into three classes as follows:—

Class A.—Department, dry goods, clothing, men's furnishing, hat, shoe and millinery stores. ladies' shops, tailor shops.

Class B.—Drug, stationery, book, music, art, jewelry, china, cigar and confectionery stores, photographers' studios.

Class C.—Hardware, carriage and harness, sporting goods, leather goods, automobile, furniture, wallpaper, paint, grocery and provision stores, bakeries, meat markets, electrical, plumbing and florists' shops.

In Class C the Fawcett Hardware Co. won first prize and the Saskatoon Hardware Co. received Honorable Mention. Suitable prizes were awarded to the winners.

CATALOGUES AND BOOKLETS

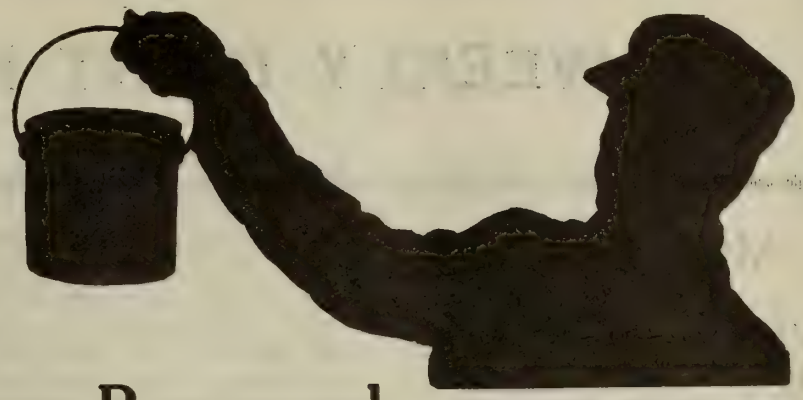
De Laval Dairy Book

An attractive and splendidly illustrated dairy hand book has been issued by the De Laval Dairy Supply Co., Ltd., Peterboro. The book contains a wealth of information regarding the dairying industry.

Extraordinary Quality

at an ordinary price

Greater activity in turnover will result from the sale of



Jamieson's Pure Prepared Paints and Varnishes



because they give satisfaction both as to quality and price.

The line that pays well in profit.

Drop us a post card for our agency proposition.

R.C. Jamieson & Co., Limited

Established 1858 MONTREAL, CANADA

Owning and Operating P. D. DODS & CO., LIMITED



Big Market for Brushes



Will you let us say to you that there is a much larger market in every community than is generally perceived. We make a hundred or more different kinds of brushes. For example, there are **Meakins Brushes** for horse stables and carriage cleaning, for garages and automobile needs, for butchers, barmen, stove-makers; for walls, radiators, floors, bannisters, cornices; for kitchens, parlors, schools; for cream separators, gun barrels, bottles.

We do not suggest that you carry stocks or even a sample of every variety of brush, but we do suggest that you have our catalogue and familiarize yourself with our various brushes in order to be able to suggest the right brush to the right person for the right need.

Sell from our Catalogue—Just a last word: Meakins Brushes are good brushes—and our catalogue will tell you why. Our catalogue is valuable. Have you a copy.

Meakins & Sons, Limited

HAMILTON, ONTARIO

Warehouses: Winnipeg, London, Toronto, Montreal

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Dec. 27.—Closing days of 1916 find the conditions in the paint trade encouraging. In spite of advanced prices demand is good. There are signs of increasing trade during the opening monthsof 1917. More paint is certainly going to be manufactured to meet orders already placed, and orders have been coming in steadily right up to the end of the year, though travellers have been back in the city. Indications are not towards lower prices, but there is some sign of steadiness for a period at present prices, and the opinions of averagely confident, but not over optimistic business men in the trade circles interested incline mainly towards an outlook that is full of the clean, clear wholesome brightness of new paint, the brightness that bespeaks a better year before the world and this end of it in particular, than even the best little bits of the past year. From many minds like-minded in this at least the viewpoint is gathered.

Mixed Paints Show A Healthy Tendency

MIXED PAINTS.—No change reported from conditions of last week, but a distinctly busy outlook, and no decline in demand owing to increased prices—that is the sum and substance of many interviews on the paint situation with many manufacturers and wholesalers. There is every sign that more paint will be manufactured for the coming year, and that in spite of the many difficulties that beset the industry in the past, better business will be done, and forward strides will be made in the science and development of paint making and paint using in Canada. Conditions as regards colors look steadily more hopeful. Oils are high, but obtainable in sufficient quantities. Orders for mixed paint are increasing in size, and stll coming.

Steadiness is the State of White Lead

WHITE LEAD IN OIL.—No change has been made this week, and no further change is immediately expected in the prices of white lead in oil. The metal has been in rather easier market of late. The oil while still firm, and likely to be firm, is not causing any anxiety to the trade. It appears, in some opinion, as if there were ahead a reasonably brisk demand for white lead in oil which will tend to keep prices more normally steady. Prices in Montreal are as will be remembered: $14.30 per 100 lbs. for the 1 ton quantity, $14.00 per 100 lbs. for orders of five tons at a time, and $14.60 per 100 lbs. for orders of less than one ton at a time.

Linseed Oil Keeps Firm and Steady

LINSEED OIL.—Still well over the dollar figure from the crushers linseed oil was this week unchanged in price to the retail trade in Montreal, but a trifle firmer in tone. There had been no news of any encouraging nature as regards improved quantities of the seed available from the North West, indeed it seems from recent reports as if the farmers have rushed about all their seed to the elevators at the recent high figures. The seed was selling at $2.60 per bushel this week, which is a cent or two higher than the previous week's quotations, and transportation trouble was firming prices. A good demand for the oil was reported by one large crusher. About $1.10 was quoted as crusher's price, and prices to retail trade were as last week's.

Linseed Oil	Raw.	Boiled
1 to 4 barrels ..	$1.12-1.20	$1.15-1.25
5 to 9 barrels ..	1.11-1.19	1.14-1.24
10 to 25 barrels	1.10-1.18	1.13-1.23

Turpentine Firm and in Demand

TURPENTINE. — There was no change in the market conditions as regards turpentine this week. Prices as quoted last week remain very steady, and the market was considered firm and likely to go a little firmer in the coming year. Demand for turpentine has been quite brisk, and is likely to maintain actively so in the opening months of 1917. Prices were as follows:

Turpentine	Per Imp. Gal.
1 barrel lots	80 cents
2 to 4 barrels	70 cents
5 to 10 barrels	78 cents

CALCIMINES TO ADVANCE IN PRICE

In all probability calcimine prices will be advanced in the very near future. Costs of all raw materials have advanced considerably and manufacturers have been absorbing the additional increase. It is now claimed that the limit has been reached and higher prices are inevitable. Whiting and glue have reached high cost levels, and the added cost and difficulty in securing tinting colors have also made the situation more acute. The glue problem is probably the most serious at present and glue, which at one time cost 14c per pound, now costs 35c lb. Even at the high prices now prevailing, glue manufacturers are only able to make shipments in small quantities. The advances will probably range from ½c to ¾c lb.

TORONTO

TORONTO, Dec. 29—The week has been a quiet one in the paint trade. Travelers are in off the road and wholesalers are engaged in stock-taking in preparation for the New Year. There has been a steadiness in most of the lines in which the paint trade is interested. Putty is in a continued firm market, some dealers having withdrawn their quotations for new business altogether in an endeavor to conserve their present stocks as much as possible as an accommodation for their customers. There is a continued firmness in gasoline and all lubricating oils, due to another advance in crude oil. Glass has not yet advanced, but as some dealers put the situation in this commodity, the market in Canada lacks leadership. There are fairly heavy stocks in the hands of some dealers and they are willing, apparently, to dispose of them at present prices. Travelers for some of the large paint concerns who have been booking orders for the spring trade report that business has been good, better in fact than last year. The linseed oil situation remains uncertain, although oil men state it as their belief that there is bound to be a much firmer condition in the face of the shortage of flaxseed.

1917 Paint Leadership

In every town throughout Canada some one merchant will sell more paint in 1917 than will any of his competitors.

It is *easier* for a live, wide-awake merchant to achieve this paint leadership with a

B-H AGENCY

than with any other line of paints.

In the first place, he has a **complete** line, with which he can supply paint products for any conceivable purpose.

He has a line whose **high quality** makes it easy to sell, and insures repeat orders.

He is helped by the great B-H national sales campaign, which carries the story of B-H quality into every hamlet throughout Canada—and which goes **directly** to his customers.

With these advantages he has a big advantage over competitors from the start.

With reasonable aggressiveness himself, he can use this advantage to get the lion's share of the paint business of his territory.

If we haven't an agent in your locality, write *to-day* for the most interesting agency proposition that has yet been offered in the paint business.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

If interested, tear out this page and keep with letters to be answered.

Linseed Oil in Slightly Firmer Tone

LINSEED OIL—The market for linseed oil is in slightly firmer tone during the past week. Dealers in certain instances have quoted their prices from ½c to 1c per gallon higher in single barrel lots. There is a firmness in the flaxseed market during the week, the price being quoted up 3½c over the close of the market on Wednesday of last week. Last week at the close of the market on Wednesday the December option in flaxseed at Winnipeg closed at $2.56 and on Wednesday of the present week it closed at $2.59½. There has been a steadiness in the seed market during the week, fluctuations being absent and the trend being slightly higher. Car receipts at Winnipeg are very light at the present time, one day during the week being down as low as two cars. This would seem to indicate that the flaxseed is pretty near all marketed. As to what effect peace would have on the market for linseed oil there is a prevailing opinion among oil men that while there might be a temporary slump in the price of oil, the undertone is one of firmness and that it would only be a question of time until the matter would adjust itself and firm prices again prevail It is pointed out that in the rebuilding great quantities of oil will be required for the painting. Seed from Russia and the Argentine would, of course, find free access to the market, but it is thought the demand would be greater than the available supply. Prices have held firm during the week, locally. Oil cake is quoted from $50 to $54 per ton.

1 to 2 barrels	$1.08-$1.15	$1.10½-$1.18
3 to 5 barrels	1.07- 1.14	1.09½- 1.17
6 to 9 barrels	1.06- 1.13	1.08½- 1.16

Another Advance in Crude Oils Gasoline Firm

GASOLINE—During the week still another advance of 10c per barrel has been made in the price of mid-continent crude oil. This now makes the selling price of that commodity $1.30 per barrel, which represents an advance of 40c per barrel within the past month. In other words, the crude product has advanced 1c per gallon and the refined product has only advanced 1c per gallon. There is a decreasing production of crude oil which accounts for the higher price of that commodity. There is a firmness, consequently, in gasoline, coal oil and all lubricating oils. It is anticipated that advances in all lubricating oils will be announced in the near future. Gasoline is quoted from 27½c to 28c, and benzine 1c under these prices.

Turpentine Holds; Primary Market Down

TURPENTINE.—Locally there has been a steadiness in the turpentine market but in the primary market there has been a depression during the week, attributed by authorities in the turpentine districts in the South to the slackening of trading at this season of the year, and to the uncertainty that prevails with respect to freight shipments. It is pointed out that it is not a question of having to pay higher freight rates, but that it is almost impossible to secure space at all. The British Government is drawing the lines tight on the amount of space that ships can allot to things other than steel and iron and munition. Recently an order has gone out that all ships must reserve 85 per cent. of their space for the needs of the Government. Formerly it was 60 per cent. This curtails the export trade of turpentine. In the primary market turpentine was quoted 1c down during the week and two cents from the recent high point.

	Per Imp. Gal.
1-barrel lots	$0.75-$0.82
2 to 5 barrels	0.74- 0.81
6 to 9 barrels	0.73- 0.80
5-gallon	0.80- 0.89

White Lead Holds in Steady Market

WHITE LEAD.—There is a continued steadiness in white lead in oil and prices are holding at recent quotations of $14.75 per 100 pounds in less than ton lots and $14.45 in ton lots. In the primary market pig iron is a trifle easier during the week, being quoted down from $7.50 to $7.62½ as against quotations last week of $7.62½ to $7.75 per hundred. The demand for white lead is very limited at the present time, especially during the holiday season.

Glass Market Has Not Yet Advanced

GLASS.—Fairly large stocks in dealers' hands and a lack of initiative to mark prices upward in conformity with the primary market is given as the reason for the prices of glass to hold at present levels. Dealers assert that the prices should be higher but it is apparently a case of one waiting for the other to take the lead and as yet none have cared to do this. When present stocks are exhausted new prices as announced by the American mills would compel higher prices, it is pointed out.

Glue Quotations Are Hard to Get

GLUE.—There is a continued scarcity in glue. Wholesalers in some instances have withdrawn their quotations from the market and are conserving their present stocks for their customers. White pigsfoot glue where it can be obtained is quoted up to 38c per pound, which represents an advance of 9c per pound. Bone cake has also been advanced 3c per pound and is now quoted at 25c. French glues are off the market entirely at the present time and supplies of other makes are exceedingly hard to get.

TRADE INQUIRIES

1761. **Hardware.**—An East London firm make demand for supply from Canada of hardware, household and building. Special lines of cheap goods suitable for native trade. They request samples when possible, also catalogues and price lists of cutlery, household tools, farm tools, shovels, enamelware, stoves, household utensils, washing machines and churns.

1767. **Hardware.**—An East London firm make demand for supply from Canada of hardware, household and building. Special lines of cheap goods suitable for native trade. They request samples when possible, also catalogues and price lists of lanterns, cutlery, household tools, farm tools, shovels, enamelware, household utensils, stoves and other lines.

1768. **Binder twine.**—An East London firm asks for samples and prices of Canadian-made binder twine.

1769. **Wire.**—An East London firm asks for samples, prices and particulars of packing on fencing wire, baling wire and wire netting.

1771. **Binder twine.**—An East London firm asks for samples and prices of Canadian-made binder twine.

1773. **Wire.**—An East London firm asks for samples, prices and particulars of packing on such lines as fencing wire, baling wire and wire netting.

1774. **Hardware.**—An East London firm make demand for supply from Canada of hardware, household and building. Special lines of cheap goods suitable for native trade. They request samples when possible, also catalogues and price lists of lanterns, cutlery, household tools, farm tools, shovels, enamelware, household utensils, stoves and other lines.

1777. **Paints and varnish.**—An East London firm are prepared to consider a Canadian line of paints and varnishes. They request a few samples, color cards and any other details.

1780 **Hardware.**—An East London firm make demand for supply from Canada of hardware, household and building. Special line of cheap goods suitable for native trade. They request catalogues and price lists of lanterns, cutlery, household tools, farm tools, shovels, enamelware, household utensils, stoves and other lines.

1783. **Binder twine.**—An East London firm asks for samples and prices of Canadian-made binder twine.

1786. **Paints and varnish.**—An East London firm are prepared to consider a Canadian line of paints and varnish. They request a few samples, color cards and other details.

1787. **Wire.**—An East London wholesale firm asks for samples, prices and particulars of packing on such lines as fencing wire, baling wire and wire netting.

FOR SALE

FOR SALE—IN OXFORD COUNTY—FIRST-class tinsmithing and plumbing business carrying small stock tinware and hardware; full set of tools, stock and fixtures, about $1,200. Property can be rented or bought, reasonable terms. Will be sold right for immediate sale. Box 418, Hardware and Metal.

CROSS

TRADE MARK

Happy New Year

We will do our best during the coming year to help make it a BRIGHT, HAPPY, and PROSPEROUS NEW YEAR for you, and your customers.

Our line is COMPLETE, and THE QUALITY UNEQUALLED.

CROSS FRENCH FURNITURE POLISH.

CROSS FRENCH FLOOR POLISH.

CROSS AUTO BODY POLISH.

CROSS CREAM METAL POLISH.

CROSS CARPET CLEANER.

We suggest that you order at once—TO-DAY.

"Canadian Made for Canadian Trade."

Cross Products, Limited

56-58 Agnes St., Toronto - Phone Main 5798

When in need of

Brooms

Brushes

Wrapping Papers

Twines COTTON JUTE HEMP

or

Grocers' Specialties

Ask us.

WALTER WOODS & CO.

HAMILTON and WINNIPEG



Profitable Varnish Selling

WHEN you sell a customer his first can of "Berry" Varnish he will ask for it next time.

Berry Brothers' Varnishes not only win trade but hold it.

The unvarying quality of our line is widely recognized by varnish buyers. This is why all products bearing Berry Brothers' label are so safe to recommend, satisfactory to handle, and easy to sell.

Here are some profitable specialties. They are staples of the varnish trade and ready sellers.

LUXEBERRY WHITE ENAMEL—whitest white, stays white. Makes a permanent snow-white finish in either gloss or dull effects.

LIQUID GRANITE—floor varnish. Makes a smooth, satiny finish. Lasting, waterproof, marproof, also adapted for bathrooms, window sills and casings, and all interior work where great durability is desired.

LUXEBERRY WOOD FINISH—for general interior work. Develops and preserves the grain of all woods, and makes a handsome and lasting finish. Rubs perfectly.

LUXEBERRY WALL FINISH—produces artistic color effects on walls. Makes a soft, velvety finish in twenty-one attractive colors and shades.

LUXEBERRY SPAR — for exterior work. Especially adapted for durability under extreme exposure—front doors, store fronts, marine work, etc. Makes a handsome finish and will not turn white under the severest conditions of wear.

Write for Price List and Interesting Dealer's Proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

Walkerville - Ontario

(431)

If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can Frequently make purchases at better prices.

AMMUNITION

Dominion Metallics—B.B. Caps, 25%; C. B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok- or 22 long lesmok, 20%; 22 short, smokeless, 20%; 22 long rifle, black, 22 long rifle smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add. 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add. 35% list; empty shot shells, 5%; blanks, add, 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, 2½% off list; "Regal" Dense Smokeless Powder, 2½% off list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

American Metallic Ammunition —B.B. Caps, Round Ball, $3.40 per M. net.; B.B. Caps, Conc. Ball, $4.25 per M. net.

Cartridges — Rim Fire Black and Lesmok Powder—22 Short, discount 5%; 22 Short, hollow point, discount 5%; 22 Long, discount 5%; 22 Long, hollow point, discount 5%; 22 Long Rifle, advance 12½%; 22 Long Rifle, hollow point, advance 12½%; 22 Short Spotlight, discount 12½%.

Rim Smokeless Powder — 22 Short, discount 17½%; 22 Short, hollow point, discount 17½%; 22 Long, discount 5%; 22 Long Rifle, advance 12½%; 22 Long Rifle, hollow point, advance 12½%; 22 Short Spotlight, discount 27½%; Rim Fire Military, size AD, advance 82½%; Rim Fire, all others, advance 12½%; Centre Fire, pistol styles, advance 67½%; Centre Fire, Military and Sporting styles, advance 82½%.

Rim Fire Blanks — 22 Short, $2.90 per M. net; 32 Short, $5.30 per M. net; 32 S. & W., $10.55 per M. net; 38 S. & W., $13.50 per M. net.

Shot Cartridges — Rim Fire, discount, 5%; Centre Fire, pistol size, advance 45%; Centre Fire, sporting size, advance 65%.

Primed Shells and Bullets — Advance 75%.

Primers—Winchester, 250 in box, Nos. 1, 1½, 2½, $3.50 net; Winchester, 100 in box, Nos. 1 and 2, $3.70 net; Winchester, 100 in box, Nos. 1-W, 1½-W, 2½-W, 3-W, new 4-5 and 5½, $3.70 net; Berdan, 250 in box, Nos. 1, 1½ and 2, $3.50 net.

Shot, standard, 100 lbs., Toronto, $14.50; Montreal, $14.25; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16....	$ 5.00	12/16....	$ 7.00
4/16....	5.00	13/16....	8.00
5/16....	5.00	14/16....	8.00
6/16....	5.00	15/16....	9.00
7/16....	5.00	16/16....	9.00
8/16....	5.00	18/16....	10.50
9/16....	5.50	20/16....	12 00
10/16....	6.00	24/16....	15.00
11/16....	7.00		

Discounts from Standard List prices:

Common, 65%.
Ford's Auger Bits, 30 and 10%.
Irwin Auger Bits, 40%.
Gilmour Auger Bits, 60%.
Rockford Auger Bits, 50 and 10%

F.O.B. Toronto, Montreal, London and Hamilton.

AUGERS, POST

B.T.—8 in., net	3 00
B.T.—10 in. net	3 30
B.T.—12 in. net	3 90

AXES

Single Bit, doz.	8 00	10 50
Double Bit	12 00	14 00
Boys' Axes	6 25	7 50
Hunters' Axes	5 50	7 00
Bench—No. 2, doz.		10 00
No. 3, doz.		10 80
No. 4, doz.		11 60
No. 5, doz.		13 20

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 12 to 60c lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 10%.
Standard Quality, 30, 10, 10%.
Side Lace Leather, lb. $1 20
Cut Lace Leather, lb. 1 40

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

BOLTS AND NUTS.

Carriage Bolts ($1), list, ⅜ in. dia. and smaller, 25%.
Carriage Bolts ($1), list, 7-16 in., 10%.
Machine Bolts, ⅜ in. dia. and smaller, 25%.
Machine Bolts, 7-16 in. dia. and larger, 15%.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 15%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 10%.
Coach and Lag Screws, 35%.
Skein Bolts, 30%.
Square Head Blank Bolts, 15%.
Bolt Ends, 15%.
Plow Bolts, 15%.
Elevator Bolts, 20%.
Fancy Head Bolts, 15%.
Shaft Bolts ($3 list), 15%.
Step Bolts, large head ($3) list, 15%.
Whiffletree Bolts, 15%.
Nuts, square, $1 off list.
Nuts, hexagon, $1 off list.
Stove Rods, per lb., 9¼c.
Stove Bolts, 55%.
Tire Bolts, 45%.

F.O.B. Toronto, Montreal, London and Hamilton.

BORAX

Lump Crystal Borax, lb.. 0 10½

BRASS

	Per lb.
Spring, sheets, 8 in. wide, up to 20 gauge	0 60
Rods, base ½ to 1 in. round	0 55
Tubing, seamless base	0 57
Tubing, iron pipe size, 1 in. base	0 54
Copper I.P.S.	0 58

BARS (Clothes)

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

BOILERS (Range)

30-gal. Standard	10 00
30-gal. extra heavy	12 50

BOARDS, BAKE

	Per doz.	
No. 1—18 in.x24 in...	6 00	6 00
No. 2—18 in.x28 in...	6 50	7 20
No. 3—20 in.x30 in...	7 25	7 80

BOARDS (Ironing)

Size 12x60 ins., doz.	7 20
Size 14x60 ins.	8 40
Folding, 14x58 ins., doz.	16 50
Cork covered, doz.	24 00

BOARDS (Sleeve)

Basswood, stationary, doz.	2 00
Folding, per doz.	3 50

BOARDS, STOVE

See list under Wares.

BOARDS (Wash)

	Tin Plate	Zinc
Pony ..... Dozen		$1 75
Crown		5 55
Dnady		3 75
Improved Globe	2 65	3 85
Standard Globe	2 75	3 95
Original Globe	3 00	4 25
Newmarket King		4 25
Diam'd King (Glass)		4 50
Western King (Enamel)		4 75
Wood, double faced.		1 70

Subject to small discounts for quantities.

BUTTS

Wrought Steel:—

No. 840	25%
No. 800	20 & 5%
No. 838	25%
No. 808	25%
No. 804	30 & 5%
Nos. 802, 842, 844	30%
Nos. 810 and 814	15.5%
Nos. 820 and 910	30%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

Quotations nominal.

Proof coil, per 100 lbs., ¼, $9.45; 5-16, $9.10; ⅜, $8.35; 7-16, $7.15; ½, $6.95; 9-16, $6.95; ⅝, $6.80; ¾, $6.70; ⅞, $6.55; 1, $6.40.

Electric Weld Coil Chain—BB 3-16 in., $10; ¼ in., $7.25; 5-16 in., $6.75; ⅜ in., $5.75; 7-16 in., $5.25 per 100 lbs.; ½ in., $5.20; ⅝ in., $5.20; ¾ in., $5.20.

Electric Weld Loading Chain ¼ in., $11.50 per 100 lbs.

CHURNS

List prices hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $12; No. 4, $17; No. 5, $20.

Discount of 30% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 27½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 25%, out of stock.

CHOPPERS. FOOD

Universal, No. 0	$14.40 doz.
1	17.40 doz.
2	20.40 doz.
3	25.80 doz.

COPPER

	Montreal	Toronto
Casting ingot, see weekly report		
Bars, ½ to 2 in.	53 00	53 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	52 50	53 50
Copper sheet, tinned, 14x60. 14 oz.	54 50	54 25
Copper sheet, planished, 14x60 base.	61 00	60 00
Braziers' in sheets, 6x4 base	52 50	52 00

COMBS

Curry combs, list, plus 5%.

CORD (SASH)

No 6, lb.	0 46½
No. 7, lb.	0 45½
Nos. 8, 9, 10, 12	0 45

CANADA PLATES

Prices nominal.

	Montreal	Toronto
Ordinary, 52 sheets	6 75	6 75
All bright, 52 sheets	7 50	7 00

	Galvanized		
	Apollo	Crown	Gorbals
18x24x52	6 25	7 50	7 50
60	6 50	7 75	7 75

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$20 00
IX, 20x28 base	24 00
IXX, 20x28 base	28 00
IXXX, 20x28 base	32 00
Raven and Murex Grades—	
IC, 20x28 base, 56 sheets..	8 00
IX, 20x28 base, 56 sheets..	9 00
IXX, 20x28 base, 56 sheets.	10 50
IXXX, 20x28 base, 56 sheets	12 00

CHARCOAL TERNE PLATES

Dean or I G Grade—

I C, 20 x 28, 112 sheets, 200 lbs., $14; 216 lbs., $15.

COKES, BRIGHT

Bessemer Steel—

10x14x20 base	7 75
20x28, double box	15 50

CLOCKS

Big Ben	2 40

CROWBARS, 6c per lb.

DRILLS

Bit Stock Drills, 45%.
Rd. Shk., 40%.
Wood Drills, 20%.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base	7 00	7 00
I X, 14 x 20 base	8 25	8 25
I X X, 14 x 20 base..	9 50	9 50

ENAMELWARE

See prices under heading Wares, etc.

FILES AND RASPS.

Discounts below apply to list of Nov. 1, 1899. %

Great Western, Amer.	60, 2½
Kearney & Foot, Arcade.	60
J. Barton Smith Eagle	60
Disston Brand	60
Vulcan Brand	60
Globe	60
Nicholson	50
Black Diamond	50
Delta Files	40. 5

F.O.B. Toronto, Montreal, London and Hamilton.



Paint Dealers Should Stock "Full Lines"

There is at present a marked shortage of the raw materials from which paint products are made, consequently their cost is rapidly increasing.

There is also a marked shortage of labor, and wages have increased; therefore, the prices of paints and finishes will not be lower but may be considerably higher in the near future.

Don't hesitate to order your full season's supply at once.

Canada Paint Products

offer the best opportunity for quick sales and increased profits.

Live "C P. Full Line" dealers are fast gaining control of the paint and varnish trade in their districts. This is made possible by our thorough education of consumers to demand only " C P." Products.

Our Sales Promotion Plans for 1917 are greater than ever before, and if you want to "cash in" on them ask us for the "C.P. Agency" in your district NOW.

The Canada Paint Company, Limited

572 William Street, Montreal
112 Sutherland Avenue, Winnipeg

If interested, tear out this page and keep with letters to be answered.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	1 50
Smaller sizes	2 00
Mounted No. 115, each	3 75
Bi.-Treadle, each	4 25

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 7 75
Russet rope shank, 1¼ in.	9 25
Black rope shank, 1 in.	8 00
Black rope shank, 1¼ in.	9 40
Hand sewn, no shank, 1 in.	11 50
Hand sewn, no shank, 1¼ in.	13 00
Hand sewn, with shank, 1 in.	14 75
Hand sewn, with shank, 1¼ in.	16 25

HALTERS (SISAL)

7-16 in. gross $14.40; 9-16 in. $21.60.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	11 00
Masons, 5 lbs. and over, per cwt.	13 00
Napping, up to 2 lbs.	0 13½

HANDLES (WOOD) Net

Prices on handles under revision.

Axe, No. 3 culls, doz.	1 01
Axe, No. 1 hickory, doz.	2 14
Axe, 2nd growth, doz.	3 00

Extra quality, 40 per cent.

All second growth hickory handles, 40%; all pick handles, 35%; all other hickory handles, 37%; all ash and maple axe handles, 40%; all hickory team neck yokes, oval and round whiffletrees and wagon doubletrees and eveners, 25%; all oak, ash and rock elm team neckyokes and singletrees, 30%; all doubletrees and eveners, 25%; all hickory cant hooks and pevies changed to 25%; all maple cant hooks and pevies changed to 35%.

Second growth and No. 1 neckyokes, ash and hickory heavy team neck yokes and whiffletrees are struck off the list, and in future all these goods will be known as: White ash and hickory neckyokes and single teams, and will be sold at the present list price of second growth.

Boys' axe handles, 28 in., extra, $2.50; No. 1, $2; No. 2, $1.60; maple, $1.75; ash, $1.90 per dozen.

Prospectors, miners and drift pick handles, 32 in., $3.20; 34 in. and 36 in., $3.40 per dozen.

Manure fork handles, short, $3.60 per dozen.

Hickory pick handles, No. 1, $3, and No. 2, $1.75 per dozen.

Hickory axe handles, No. 3, 30 in. to 36 in., $1.60 per dozen.

All second growth ash hay fork, manure fork, shovel and spade, hoe and rake handles, 30%; extra quality, 40%, and No. 1, 45%.

F.O.B. Toronto, London, Montreal, Hamilton and St. Thomas.

HANGERS, BARN & PARLOR

Atlas, No. 0	6 65
Atlas, No. 1	7 30
Atlas, No. 2	8 50
Stearns, 4 in.	6 00
Stearns, 5 in.	8 40
Perfect, No. 1	8 50
Perfect, No. 1½	9 50
Perfect, No. 2	10 00
Storm King and safety banegrs, doz.	7 00
Steel track, 1¼ in.	6 75

HEATERS (OIL)

Perfection No. 120, N.P., ea.	$3 20
Perfection No. 130, N.P., ea.	3 45
Perfection No. 125, Jap., ea.	3 05

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 30 and 5% off list.

Light.	Strap.	Tee.
3 in., doz. prs.	1 00	1 00
4 in., doz. prs.	1 20	1 10
5 in., doz. prs.	1 40	1 30
6 in., doz. prs.	1 70	1 50
8 in., doz. prs.	2 50	1 80
10 in., doz. prs.	3 50	2 40

Discount 30 and 5% off list.

Screw Hook and Strap Hinge—	
Under 12 in., per 100 lbs.	6 50
Over 14 in., per 100 lbs.	6 00
Extra hooks for above, ⅝ in., per lb.	07
Extra hooks for above, ¾ in., per lb.	6¾

F. O. B. Toronto, London, and Hamilton, Montreal.

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	2 40	3 25
No. 3, per doz.	2 50	3 70
No. 4, per doz.	2 60	4 00
No. 5, per doz.	2 80	....
Little Giant	4 40	....

HORSESHOES

Iron shoes, light, medium and heavy, No. 2 and larger, $4.40; No. 1 and smaller, $4.65; show pattern, No. 2 and larger, $4.65; No. 1 and smaller, $4.90; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.85; No. 1 and smaller, $5.10; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $6.25; special countersunk steel, all sizes, 0-4, $6.75; toe weight steel shoes, all sizes, No. 1 to 4, $7.25.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, $1.60; No. 2 and larger, $1.50; "Sharp" No. 2 and larger, $1.70; "Sharp" No. 1 and smaller, $1.80. Put up in 25-lb. boxes.

HOSE, LAWN

Corrugated, ½ in., ft.	0 12
Corrugated, ¾ in., ft.	0 16
Corrugated, 1 in., ft.	0 22

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 80-85c gross

IRON AND STEEL

	Montreal	Toronto
Common bar iron per 100 lbs.	3 50	3 75
Refined iron, per 100 lbs.	3 70	4 15
Angles	base	4 00	3 90
Horseshoe iron, per 100 lbs.	3 55	3 95
Norway iron	9 75	7 50
Mild steel	4 00	3 75
Band steel	4 00	4 15
Sleigh shoe steel	4 00	3 90
Tire steel	4 20	3 95
Toe calk steel	4 90	4 50
Mining tool steel, per lb.	0 11½	0 14
Cammell Laird, lb.		0 23
Sheet cast steel, lb.	0 20	0 23
Black Diamond tool steel, per lb.	0 13½	0 14
Silver tool steel, lb.	0 17½	0 23
Spring steel	5 50	5 50

IRON, TINNED

72x30 up to 24 gauge, case lots	15 50
72x30, 26 gauge, case lots	16 00

Less than case, 25c per 100 lbs. extra.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 15
Mrs. Potts, No. 50, nickel-plated, per set	1 30
Mrs. Potts, handles, japanned, per doz.	1 00
Sad irons, common, plain, 3, 4 and 5 lbs.	8 50
Sad irons, plain, 6 lbs. up	6 50
Sad irons, common, plated	5 50
Princess Electric, each	3 20
Gasoline Sad Irons each	3 75

LADDERS, ETC.

(Step Ladders)

Shelf-lock	14c ft.
Ontario	18c ft.
Faultless	22c ft.
Mechanic	27c ft.
Hercules	25c ft.
Perfect	24c ft.
Faultless, extra heavy	27c ft.
Hercules, extra heavy	30c ft.
Mechanic, extra heavy	32c ft.
Chair ladders, each	2 00
B.T. Standard	18c ft.
B.T. Economy	14c ft.
B.T. Iron Bound, 4-9 ft.	26c ft.
B.T. Iron Bound, 10-14 ft.	31c ft.
B.T. Iron Bound, 15-16 ft.	41c ft.
B.T. Iron Bound, 17-20 ft.	51c ft.
Crescent	17c ft.
Household	13c ft.
Standard	20c ft.
Electrician	26c ft.
Heavy duty	46c ft.
Extension	24c ft.

Common and Roped Extension

Up to 32 ft.	17c ft.
36 ft.	19c ft.
40 to 44 ft.	20c ft.
48 to 52 ft.	25c ft.
56 to 60 ft.	30c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	13c ft.
18 ft. to 22 ft.	14c ft.

F.O.B. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS Per doz.

Short Globe, doz.	8 50
Jumbo, doz.	9 75
Jap'd Dash, doz.	11 25
Search Dash, doz.	11 75
Searchlight, No. 20, doz.	19 50
All brass	24 75
Little Bobs, A.C., doz.	2 00
Copper, well japanned, doz.	14 75

F.O.B. Toronto, Hamilton, London and Winnipeg.

LANTERN GLOBES

Cold blast, short	0 65	0 75
Cold blast		0 75
Cold blast, short ruby	2 95	3 00
Cold blast, common ruby	2 75	2 00

Less 5c a doz. in 6 doz. lots.

F.O.B. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 35
Steel Thumb, No. 3, per doz.	1 80
Steel Thumb, No. 4, per doz.	3 25
Barn Door, No. 5, per doz.	1 80
Barn Door, No. 9, per doz.	2 75

LEAD

Pig, see weekly report.	Mont'l	Tor'to Lb.
Lead wool	0 13	0 12
Sheets, 3 lbs. sq. ft.	0 13¾	0 12¼
Sheets, 3½ lbs. sq. ft.	0 13¾	0 12¼
Sheets, 4-6 lbs. sq. ft.	0 13½	0 12

Cut sheets, ¾c lb. extra.

Cut sheets to size, 1c. lb. extra.

MACHINES (WASHING)

	List Each
Canadian	$ 8 50
Dowswell	8 50
Noiseless	14 50
Hamilton	10 50
Re-Acting	13 00
Snowball	14 00
Momentum	15 50
New Century, style A	16 00
New Century, style B	17 50
Playtime, engine drive	18 00
Ideal Power	26 00
Seafoam, electric	96 00
Seafoam, engine drive	40 00
New Idea, electric	18 00
Sunshine	8 00
Popular, No. 1	9 00
Economic	11 00
Champion	16 00
New Excell-All	17 50
Blue Bell, without stand	16 00
Puritan Water Motor Washer, complete	26 00
Hydro, One Tub, engine drive	41 50
Low pressure water motor washer, each	26 00
Connor ball-bearing, with rack	18 00
I X L	17 50
Gem	15 50
Winner	13 00
Connor Improved	8 50
Jubilee	8 00
Canada First	18 50

Discount, 50%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	8 50
B.T. Bonnie, style B	9 00
B.T. Ideal	12 50
B.T. Ideal Power	14 00
B.T. Ideal Water Motor	24 00
B.T. Cyclone	12 50
B.T. Cyclone Water Motor	25 50
B.T. Vollmar, No. 2	13 00
B.T. Vollmar, No. 3	14 00
Forest City, engine-driven	40 00
Forest City, electric	88 00

Discount on B.T. Goods 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, London, St. Marys on shipments of ¼ dozen and upwards.

MALLETS Per doz.

Tinsmiths', 2½ x 5½ in.	1 75
Carpenters', round hickory	2 05

MOPS

Mops, O-Cedar, doz.	$12 00
S. W. Mops, doz.	3 75
Mop Sticks, doz.	1 60
Cast head mops, doz.	1 40
Crescent, doz.	1 75
Crank wringing, doz.	6 00

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

1 inch	$1	3 inch	10c
1½ inch	$1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch. base.	
2¼ inch	30c	5½ inch. base.	
2½ inch	15c	6 inch. base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $4.70 base.

Freight equalized on above points.

F. O. B. Montreal, Gananoque, Collingwood, and Owen Sound, $4.75 base.

Freight equalized on above points.

Windsor, Walkerville, F. O. B., factory points, carload freight allowed, $4.77½.

Cut Nails — Montreal, $4.25 base; Toronto, $4.25 base; London, $4.25.

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

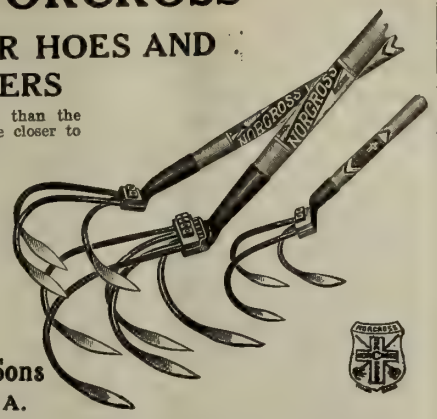
"NORCROSS"

CULTIVATOR HOES AND WEEDERS

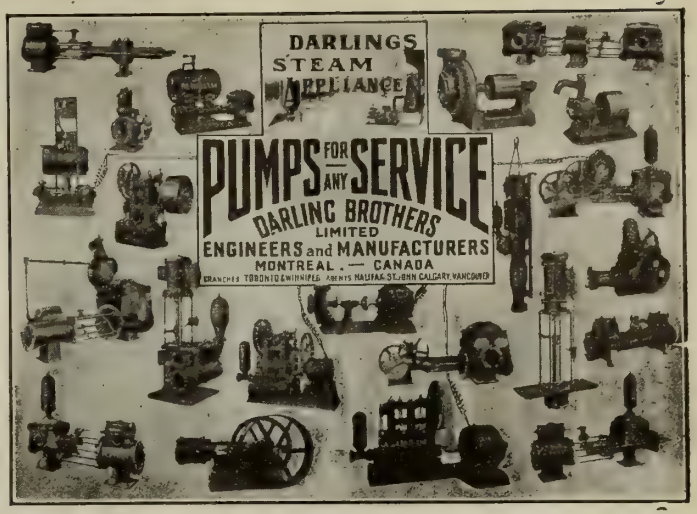
Sell for but a little more than the common hoe, and cultivate closer to plants without injuring them than any other kind of implement, leaving the soil level, loose and untrampled.

"NORCROSS" TOOLS ARE OF THE HIGHEST QUALITY AND FINISH, AND THEY PAY A HANDSOME PROFIT.

Drop a card for full particulars.



C. S. Norcross & Sons
Bushnell, Ill., U.S.A.



D. Ackland and Son Ltd.

CRESCENT SHARES

For Every Plow—For Any Soil.
Get them for 1917. Do it now.

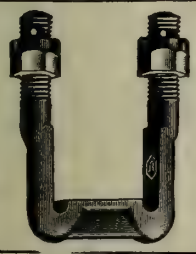
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CRESCENT SHARES

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EDWARD HALLORAN, *General Manager*

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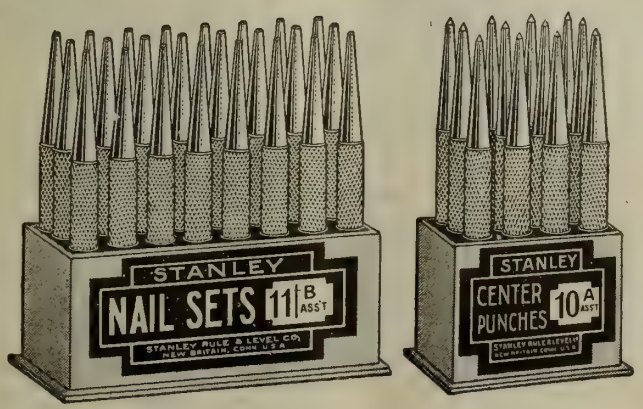
Automobile and Carriage Hardware, Nuts, Bolts, Rivets, Horse Shoes and Horse Shoe Calks.

WE HAVE THE STOCK. WE GIVE THE SERVICE.

44 to 50 Wellington Street East, Toronto, Ont. Also at Guelph, Ont.

Stanley Tools







STANLEY NAIL SETS AND CENTER PUNCHES

"STANLEY" Nail Sets and Center Punches are made of a special grade of tool steel. They are hardened on both ends by an improved process, given an oil temper and will be found to "stand up" under the most severe conditions.

Special care has been taken in selecting the proper knurling for the shank, and the user will find that the feeling of security as to "grip" is a particular feature of "STANLEY" Nail Sets and Center Punches.

The neat and handy boxes in which they are packed make them an attractive article for counter display.

MANUFACTURED BY

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

NAILS (HORSE)

M. R. M. cold forged process

Size	Length	Prices per 25-lb. box
No. 3,	1⅝-inch	$4 35
No. 4,	1¾-inch	4 05
No. 5,	1 15-16	3 50
No. 6,	2⅛	3 25
No. 7,	2 5-16	3 10
No. 8,	2½	2 90
No. 9,	2 11-16	2 80
No. 10,	2⅞	2 70
No. 11,	3 1-16	2 73

London, Hamilton, Montreal, Toronto.

NETTING POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2 inch mesh and 19 ga. wire.

12 inch...	$1.80	48 inch...	$ 6.20
18 inch...	2.65	60 inch...	7.70
24 inch...	3.40	72 inch...	9.20
30 inch...	4.00	84 inch...	10.50
36 inch...	4.75	96 inch...	12.00
42 inch...	5.50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3.50	42 inch...	$10.50
18 inch...	5.00	48 inch...	12.00
24 inch...	6.30	60 inch...	15.00
30 inch...	7.75	72 inch...	18.00
36 inch...	9.00		

1 inch mesh and 20 ga. wire.

12 inch...	$ 4.00	42 inch...	$12.00
18 inch...	5.50	48 inch...	14 00
24 inch...	7.00	60 inch...	17.00
30 inch...	8.50	72 inch...	20.00

(¾ inch mesh and 20 ga. wire.)

24 inch...	$10.50	36 inch...	$15.00
30 inch...	12.75		

(½ inch mesh and 22 ga. wire)

24 inch...	$16.50	36 inch...	$24.00
30 inch...	20.10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Montreal, Toronto, London, Canadian netting, 27½% off list.

American netting, 20% off list.

POULTRY FENCING Per rod

Invincible, 1640	0 68
Invincible, 1848	0 73
Invincible, 2060	0 83

Put up in 10, 20 and 30-rod rolls.

OAKUM Per 100 lbs.

Best (American)	20 50
U.S. Navy (American)	20 00
Clipper, U.S.	18 00
U.S. Navy (English)	16 50
Plumbers (spun)	8 00

OIL

	Montreal	Toronto
Can. prime white petrol	0 12	0 11
Royalite	0 12	0 11
Palacine	0 14½	0 13½
Lampoline	0 13½	0 12½
Electroline	0 16½	0 15½
Castor Oil, per lb.	0 30	0 25
Black Oil (Summer)	0 14½	0 12½
Black Oil (Winter)	0 12½	0 13½
Cylinder Green	0 35	0 35
Paraffine	0 24	0 22
XXX Machine	0 25½	0 21

OLD MATERIALS

Tea lead, 5½c. lb.
Lead, heavy, pipe, etc., 7½c.
Brass, yellow, 16c; red, 19c.
Brass, light, 11c lb.
Zinc, heavy, 8½c lb.
Copper, heavy, 20c lb.
Old cast iron, $14.75 per ton.
Wrought iron, No. 1, $18.75 ton.
Wrought iron, No. 2, $11 ton.
Stove plate, $11.50 ton.

Rubbers, such as old rubber boots and shoes, according to trim, 9¼c lb.; overshoes, lumbermen's rubber boots, etc., 6½c lb.; auto tires, etc., 5½c. bicycle tires, 2½c.

PACKING Per lb.

Fine jute	0 11½
Coarse jute	0 09½
Square braided hemp	0 25
No. 1 Italian	0 30
No. 2 Italian	0 23

PAPER Per 400 ft. roll

Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	0 60
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2 roll	0 70
Surprise Fibre	0 64
Tarred Felt, per 100 lbs.	3 25
Asbestos Sheeting, (per 100 lbs.)	8 00 10 00
Carpet Felt, 16 oz., per 100.	4 00

F.O.B. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PARERS

Gen. Hudson, per doz.	$7 75
Little Star, per doz.	6 50

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs., doz.		5 50
6 to 7 lbs., doz.		5 95
7 lbs., doz.		6 75
7 to 8 lbs., doz.		6 25
8 lbs., doz.	7 00	6 50

PINS, COTTER

Cotter pins, 85 and 10% discount.

PINS, CLOTHES

Selected full count	Per case
5 gross, 4-in. (loose)	$0 85
5 gross, 4½-in. (loose)	0 90
5 gross, 5-in. (loose)	1 00

PIPE, STANDARD WROUGHT

Buttweld—	Black	Galvanized
	Per 100 feet	
⅛ in.	$ 4 00	$ 5 50
¼ in.	3 42	5 55
⅜ in.	3 42	5 55
½ in.	4 42	5 99
¾ in.	5 41	7 53
1 in.	7 99	11 14
1¼ in.	10 81	15 07
1½ in.	12 92	18 01
2 in.	17 39	24 24
2½ in.	27 50	38 32
3 in.	35 96	50 11
3½ in.	45 08	62 10
4 in.	53 41	73 58
Lapweld—		
2 in.	20 35	26 83
2½ in.	30 42	40 66
3 in.	39 78	53 17
3½ in.	49 68	66 70
4 in.	58 86	79 02
4½ in.	68 58	92 08
5 in.	79 92	107 30
6 in.	103 70	139 20
7 in.	138 00	182 10
8L in.	145 00	191 30
8 in.	167 00	220 30
9 in.	200 10	263 90
10L in.	185 60	244 80
10 in.	239 00	315 20

Terms 2% 30 days, approved credit.

Prices Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 70%.

4½" and larger, 65%.

4" and under, running thread, 50%.

Standard couplings, 4" and under, 55%.

4½" and larger, 35%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (CONDUCTOR)

	Plain List
2 in., in 10-ft. lengths, list	8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Above subject to 45% trade discount.

PIPE, LEAD

Lead pipe, lb.	0 14
Lead waste pipe, lb.	0 15

Lead traps or bends, net list.

PIPE (SOIL)

	Montreal	Toronto
Medium and extra heavy, 6" and under	0 55	0 60
8" soil pipe	0 40	0 45
Medium and extra heavy fittings, 6" and under	0 60	0 65

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Pine, green, per bbl.	5 25

POLISH

O-Cedar, 4-oz. bottles, doz.	$ 2 00
O-Cedar, 12-oz. bottles, doz.	4 00
O-Cedar, 1-qt. can, doz.	10 00
O-Cedar, ½-gal. cans, doz.	16 00
O-Cedar, 1 gal. cans, doz.	24 00

PUMPS

Cistern Pumps	30%
Set Lengths	35%
Brass Lined Cylinders	30%
Brass Body Cylinders	25%

RIVETS AND BURRS

Iron rivets, blacked and tinned, 30. Iron Burrs 30.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

ROOFING Per square

Samson, 1-ply, roll	1 60
Samson, 2-ply, roll	2 15
Samson, 3-ply, roll	2 65
Pluvius, 1-ply	1 35
Pluvius, 2-ply	1 80
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1 ply	2 00
Amazon, 2 ply	2 50
Amazon, 3 ply	3 00
Everlastic, 1 ply	1 55
Everlastic, 2 ply	1 80
Everlastic, 3 ply	2 05
Liquid roofing cement, per gal., in barrels	0 22
5 and 10 gal. lots, per gal.	0 24
Coal Tar, bbl.	4 50

Roofing Pitch, 85c per 100 lbs.
F.o.b. Toronto, London, Montreal.

ROPE Lb.

Pure Manila basis	lb. 25½
British Manila basis	21
New Zealand hemp basis	21
Sisal basis	19

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	19
Double lath yarn	19½
Yacht marline, tarred	46
White polished halyards	23
Hemp, deep sea line basis	36
Hemp, tarred ratline basis	32
Hemp, tarred bolt rope basis	34
Marline and Houseline	34
Jute rope basis	15½-16½
Italian rope basis	36
Cotton, ⅛ lb.	0 42 0 47½
5-32 lb.	0 41½ 0 44
3-16 lb.	0 39 0 41¼
¼ lb. and up	0 38 0 40

F. O. B. Toronto, Hamilton, London, Montreal.

SCALES

Champion—	Scale cost	Stamping extra
4 lb.	$ 3 45	$0 20
10 lb.	4 50	0 30
240 lb.	7 50	0 50
600 lb.	18 75	1 00
1200 lb.	22 50	1 00
2000 lbs.	29 25	1 00
2000 lbs. Drop lever	34 50	1 00
10 lb. Household	3 00	0 10
25 lb. Household	3 90	0 30

Above are net prices. Where standard lists are used the discount is 25%. F.o.b. Toronto, Montreal, London, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	75
Wood, R. H., bright	70
Wood, O. H., bright	70
Wood, F. H. Brass	42½
Wood, R. H., brass	40
Wood, O. H., brass	40
Wood, F. H., bronze	35
Wood, R. H., bronze	32½
Wood, O. H., bronze	32½
Square cap	35
Hexagon cap	35

F.O.B. Toronto, Hamilton, London and Montreal.

Re Gauges and Prices of Sheets.

Prices which follow on black and galvanized sheets are purely nominal. The market has reached a state where prices are quoted only on application and for immediate acceptance.

On account of it being practically impossible to secure galvanized sheets from England, owing to the war, American mills have decided that they will no longer roll the English gauges to meet this competition. However, they will continue to roll at 10¾ oz., which will be known as such or a 30 gauge, and will take the place of the former English 28 gauge.

SHEETS (BLACK)

	Montreal 100 lbs.	Toronto 100 lbs.
10 gauge	6 00	6 00
12 gauge	6 10	6 10
14 gauge	5 85	5 85
16 gauge	5 90	5 90
18-20 gauge	5 20	5 20
22-24 gauge	5 30	5 25
26 gauge	5 35	5 30
28 gauge	5 45	5 35

SHEETS, CORRUGATED

	Per 100 sq. feet. Per 100 sq. ft. Galvanized
28 ga.	$ 6 00
26 ga.	6 50
24 ga.	8 75
22 ga.	10 50
20 ga.	12 00
18 ga.	15 00

Above prices are subject to 7½ per cent. discount to dealers.

SHEETS, GALVANIZED

Premier Galvanized

Per 100 lbs. f.o.b. Hamilton and Toronto.

10¾ oz	$ 7 50
U.S. 28	7 20
U.S. 26	6 90
22 and 24	6 75
18 and 20	6 60
14 and 16	6 50

Colborne Crown—16-20 gauge, $8.05; 22-24 gauge, $8.25; 26 gauge, $8.50; 28 gauge, $8.75. Less 25c in cash lots.

Apollo Brand. Montreal Toronto

14 gauge	7 35	6 35
16 gauge	7 35	6 45
18-20 gauge	7 45	6 60
22-24 gauge	7 55	6 75
26 gauge	7 80	6 90
28 gauge	8 05	7 20
10¾ ozs.	8 30	7 50

Add 25c for less than case lots.

Galvanized

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals best
16-20	8 30	6 65	7 15
22-24	8 50	6 95	7 25
26	8 75	7 10	7 50
28	9 00	7 40	7 75

Get 25c in case lots.

SHINGLES Per square

Standard galvanized	$6 50

Shipping weight, 90 lbs.

Standard painted	4 50

Shipping weight, 80 lbs. Discount 7½%.

SIFTERS

Common, doz.	$2 00
Rocker, No. 1, each	4 60
Banner, each	2 40
Samuels, each	4 85

SKATES List

Boys' Hockey, polished	0 85
Scotia	2 80
Dreadnought	3 00
MicMac	4 50
Velox	6 00
Regal, 189	5 50
Regal, 191	6 00

Discount 20%.

STICKS (HOCKEY)

Boys' red sticks, doz.	0 70
Men's elm, doz.	1 10
Selected	2 50
High quality	3 75
Grooved handle	4 40
Special goal	5 00
Mic-Mac	4 60
Mic-Mac goal	6 00
Rex	6 50
Juvenile pucks, doz.	0 70
Regulation No. 1	1 25

RAMSAY'S DUL-TONE

A Flat, Sanitary and Washable Finish for Interior Decoration

To Increase Winter Sales

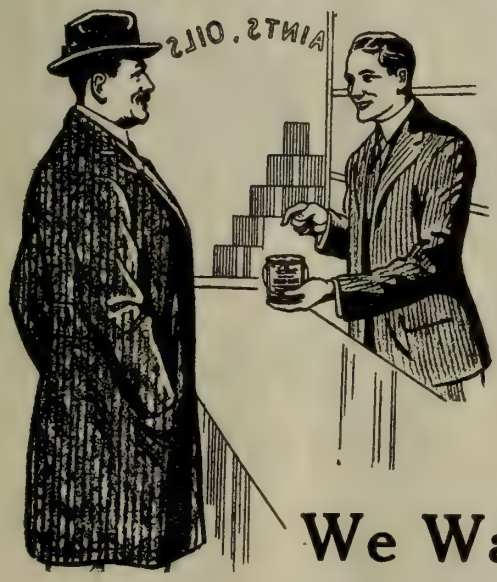


This is the Line

Manufactured by

A. RAMSAY & SON CO. - - MONTREAL

TORONTO *Established 1842* VANCOUVER



No Argument

we have ever made talks so loud as the one right in every can of Lowe Brothers' products. That's the talk that makes every customer a pleased customer and brings him back again and again to your store. Hundreds of our dealers say this, only they say it more emphatically than we do.

We Want YOU

to realize that there are new paint possibilities—for bigger business in your town—for better service and co-operation from the manufacturer. This may sound big, but we mean every word and can prove it. Just write us for our proposition and see.

LYON PAINT & GLASS CO., LIMITED, WINNIPEG

H.S. Lowe Brothers LIMITED

TORONTO, ONTARIO

SPADES AND SHOVELS.

For Province of Ontario (East of but not including Port Arthur), Province of Quebec, and Maritime Provinces.

	1st Grade	2nd Grade	4th Grade
Shovels	35 and 10%	35%	20%
Draining Tools	35 and 10%	35 and 10%	.....
Hollow Back Scoops	30 and 5%	....	20 and 10%
Hollow Backs, Sand Shovels and Coal Shovels	35 and 10%	....	20%
Riveted Back Scoops	30 and 2½%	30 and 2½%	30 and 2½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	30 and 2½%		

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	——Per Dozen——		
	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	16.80	.....	13.80
Sand Shovels, No. 2, black	16.00	.....	11.50
Hollow Back Shovels, No. 2, blk.	18.00	.....	10.50
Coal Shovel, No. 2, black	17.50	.....	12.00
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:
Full polished .....50c per dozen net
Half polished .....25c per dozen net

F.O.B. London, Hamilton, Toronto, Peterboro, Gananoque, Ottawa Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

Freight will be equalized on railway rates only.

SOLDERING COPPERS.

Base, per lb., 61c cents.

SOLDER, BAR

See Weekly Report

STAPLES	Per cwt.
Fence staples, bright, kegs	4 85
Fence staples, galv., in kegs	5 70
Fence hooks, galv.	5 70

In 25-lb. boxes add 25c extra.
Montreal, Hamilton, Toronto and London.

SWEEPERS, CARPET	Bissell's
Boudoir	Doz. 31 00
Champion Nic.	25 00
Champion Jap.	23 00
Univ. japd., cyco bearing	26 00
Univ. N.P., cyco bearing	29 00
Grand Rapid, japd., ball-bearing	28 00
Grand Rapid, N.P., ball-bearing	31 00
Princess, N.P., ball-bearing.	32 00
Elite, ball-bearing	36 00
Am. Queen, N.P., bal-bear.	34 00
Parlor Queen	37 00

F.O.B. Toronto, London, Hamilton, Montreal.

SWEEPERS (Vacuum)	
Grand Rapids Vac, doz.	$77 00
Household Vac, doz.	63 00
Superba Vac, doz.	92 00

F.O.B. Toronto, Hamilton, London and Montreal.

TACKS	Discount.
Revised Hardware Tack	
List adopted Jan. 1, 1916.	70-10%
Double pointed tacks	60, 10%
Shoe Findings List adopted Aug. 10, 1916—New list under advisement.	
List of Capped Goods adopted Jan. 1, 1916.	70-10%

F.o.b. Toronto, Hamilton, Montreal, London.

TAPES—Lufkins

Ass skin, No. 712, 50 ft., doz.
Ass skin, No. 714, 66 ft., doz.
Linen, No. 404, 66 ft., each.
Metallic, No. 603, 50 ft., ea.
Challenge steel, No. 263, 50 ft., each
Reliable Jr., No. 103, 50 ft.

TIES, COW

Open Ring, Closed Ring, 32½%.
3 Chain and 4 Chain, 32½%.
Stall Fixture Bars, 25%.
Tie Out Chains, 70%.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Ordinary brands, 40%.
Samson and Sovereign, 30 and 10%.

TROUGH (EAVE)

G. G. Square bead and half round

Size in girth	Per 100 feet
8 in.	$ 6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00

Discount 45 and 2%.

TRACK

B.T. Single Rail .....24c ft
B.T. Double Angle .....22c ft.
B.T. Double Tee .....20c ft.
Discount off above, 40%.
F.O.B. Fergus.

TRAPS (GAME)	%
Victor	67½
Jump	60-5
Hawley & Norton	55
Newhouse	35

F.O.B. Toronto, London, Hamilton, Montreal.

TWINE (Binder)	Per lb.
Prices Withdrawn.	

TWINE (COTTON)	
3-ply wrapping	37½-44½
4-ply wrapping	40 -48

WOOD TUBS	
No. 0, per daz.	12 10
No. 1, per doz.	10 45
No. 2, per doz.	8 80
No. 3, per doz.	7 70

VALVES	%
Ground work	50
Compression work, standard.	45
High grade	48
Cushion work	40
Fuller work, standard	54
High grade	47
Basin cocks, No. 0, standard	49
High grade	49
Nos. 1 and 2, standard	49
High grade	40
Bath cocks	
Standard	53
High grade	50
Roundway Stop and Waste Cocks, standard	53
High grade	50
Steam cocks	
Standard	53
High grade	50
Radiator valves, standard	20
High grade	30
Patent quick opening valves	60

WARES, ETC.	
Scotch Grey Ware, 60%.	
Colonial, 30, 20%.	
Imperial Ware, 30 and 20%.	
Premier, 25%.	
Canada Ware, 25%.	
White Ware, 50, 17½%.	
Japanned Ware, list.	
Japanned Ware, White, list, plus 10%.	
Plain and Jap. Sprinklers, list, plus 5%	
Stamped Ware, plain, 50, 15%.	
Stamped Ware, retinned, 50, 10%.	
Copper Bottoms, list, plus 10%.	
Tinners' Trimmings, plain, 50, 15%.	
Tinners' Trimmings, retinned, 50 and 10%.	
Tinners' Trimmings, gen., 5%.	
Milk Can Trimmings, list, plus 30%.	
Cream Cans, Railroad, 5%.	
Factory Milk Cans, list, plus 10%	
Railroad Delivery Milk Cans, 12½%.	
Pieced Ware, C.B., list, plus 30%.	
Sheet Iron Ware, 7½%.	
Pieced Ware, ordinary, list, plus 12½%.	
Fry Pans, 50 and 10%.	
Spiders, 30 and 10%.	
Fire Shovels, 10%.	
Steel Sinks, painted, 10%.	
Steel Sinks, galvanized, 5%.	
Light Galv. Pails and Tubs, list, plus 10%.	
Heavy Galv. Pails & Tubs, list.	
Garbage Pails, list.	
Balance Galv. Goods, list plus 10%.	
Jap. Coal Hods, list, plus 7½%.	
Galv. Coal Hods, list, plus.	
Paper Lined Boards, 50, 5%.	
Wood Lined Boards, 40, 12½%.	
Elboks, 2½%.	
Elbows, Galv., list, plus 12½%.	
Elbows, Light, 5" and 6", $1.70.	
Elbows, Light, 7", $1.85.	
Stove and other Pipes, list, plus 10%.	
Stove Pipe Thimbles, 50, 10%.	
Copper Boilers, list, plus 10%.	
Copper Tea Kettles, list, plus 10%.	
Copper Tea Kettles, 3 doz. lots, list.	
Copper Tea and Coffee Pots, list, plus 10%.	
Copper Tea and Coffee Pots, in 3 doz. lots, list.	

WASHERS, IRON.

Full box, 20%. Price less 50 lbs. add 1c lb.; less 25 lbs., 2c lb.

WEIGHTS, SASH.		
Sectional, 1 lb., per 100 lbs	$2 50	$ 3 40
Sectional, ½ lb., per 100 lbs.	2 50	3 40
Solid, 3 to 30 lbs., per cwt.	2 00	2 25

WEIGHTS. Horse, 6c lb.

WHEELBARROWS.

Navvy, steel wheel, doz.	41 75
Garden, steel wheel, doz.	53 00
Light garden, each	37 25

WHIFFLETREES (Steel).

No. 70—F.D. & B.D.

Whiffletrees—	
28", each	$0 70
34", each	0 90
36", each	1 00
No. 73—Doubletrees, 44", ea.	1 25
No. 74—Doubletrees, lumbermen's, 44", each	1 30
Neckyokes—34", each	0 81
36", each	1 20
40", each	1 29
44", each	1 35
Plow Sets—No. 79, each	2 37
No. 80, each	2 45
No. 81, each	2 50
No. 82, each	3 05
No. 72—Singletrees, 40", ea.	1 14
2-Horse Sets, Nos. 75, 76, 77, set	5 40

F.O.B. Hamilton.

WIRE GOODS

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70 %
Brass Screw Hooks	70 %
Brass Gate Hooks and Eyes	70 %

F.O.B. Toronto, Montreal, London, Hamilton.

WIRE

Copper wire list, plus 10%.
Brass wire, 3 to 24 gauge, add 40%; 25 to 36 gauge, add 25%.

WIRE, CUT HAY BALING.

No. 9, $4.70; No. 10, $4.70; No. 11, $4.85; No. 12 and 13, $4.95; No. 13½, $5.05; No. 14, $5.40; No. 15, $5.45. Plus 7½%.
F.o.b. Toronto, Hamilton and Montreal.

WIRE, STOVE PIPE.

No. 18, $6.20; No. 19, $6.70.
F.o.b. Toronto, Hamilton, Montreal, and freight equalized.

WIRE, FINE STEEL.

Fine steel, list, plus 20%. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $3; Nos. 26-31, $5; Nos. 32-34, $7; Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 28c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

WIRE, HAY, IN COILS.

Montreal and Toronto, No. 13, $4.90; No. 14, $4.95; No. 15, $5.05.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, $5 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 30c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in ½-lb. hanks, 75c; in ¼-lb. hanks, $1.

WIRE, O. & A.

No. 10, $5.16; No. 11, $5.22; No. 12, $5.30.

WIRE CLOTH.

Black Fly Screen Cloth, $2.75 per 100 sq. ft. in 100-ft. rolls; $2.80 in 50-ft. rolls. Bronze, 14c. sq. ft.

WIRE (FENCE)	Montreal
Barb	$5 25
Nos. 6, 7, 8, plain galv.	5 70
No. 9, plain galv.	5 25
No. 10 "	5 75
No. 11 "	5 80
No. 12 "	5 40
No. 13 "	5 50
No. 14 "	6 10
No. 15 "	6 50
No. 16 "	6 60
No. 18 "	8 00
No. 9, coil spring	5 30
No. 12, coil spring	5 45

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

WIRE BALE TIES.	
Single Loop—	Per cwt.
No. 12	$ 5 30
No. 13	5 40
No. 13½	5 45
No. 14	5 55
No. 15	5 75
No. 16	6 00

WRINGERS.

Royal Can., 11 in., doz. list.	$ 84 80
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite, 511E	105 80
Unexcelled, 1041E	129 40
Easy Work	90 50
Challenge, 2111E	94 30
Gem, 141E	91 80
Sunlight, 111	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 36
Safety	97 50
Rapid	82 80
Universal	63 00
Eureka, 10"	65 00
Eureka, 11"	71 00
Eclipse	97 70

Discount off above list 50%

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES

Regular, 65%.
Trimo, 55% off list; parts, 50 and 5%; Stillson, 57½%; parts, 55%.
Coes, 10%.

WRINGERS—MOP.

White, No. 1, each 1 50

REDS

GREENS

These
DRY COLORS
are made and sold
IN CANADA
BY
McArthur Irwin, Limited
Operating
The Allan Munro Color Co.,
Limited, Montreal

YELLOWS

BLUES

MOORE'S

House Colors



"I tried several makes of Paint, and found MOORE'S the best to handle."

This was what one of our agents recently said about our products.

EVERYWHERE — you'll find Moore Agents well pleased with the selling and profit-producing qualities of our lines.

Step into more business and profit by getting the agency for Moore's House Colors now.

WRITE FOR OUR PROPOSITION

Benjamin Moore & Company
LIMITED
WEST TORONTO

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors—2½ lb. packages, $6.80 per 100 lbs.; 5 lb. packages, $6.60 per 100 lbs.; White, 5-lb., $6; 2½-lb., $6.20 per 100 lbs.

BEESWAX

Small quantities, per lb... 0 50
Larger quantities, per lb.. 0 45

BLUE STONE

	Montreal	Toronto
Per lb.	0 14	0 16

London, 20.

BRONZING LIQUID

Bronzing liquid, No. 1 ....$1 20
Banana oil, gal. 3 75

BRUSHES

Weighted, 15 lbs., doz. $16 13
Weighted, 20 lbs., doz. 18 50

COATING

Cement Coating $2 55 2 75

COLORS (DRY) Per lb.

Raw Umber, 100 lb. keg.. 5–12c
Burnt Umber, 100 lbs..... 5–12c
Raw Sienne, 100 lb. kegs.. 5–12c
Burnt Sienna, 100 lb. kegs 5–12c
Imp. green, 100 lb. kegs... 0 22
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100 lb. kegs.. 0 12
Indian red, No. 1, 100 lb. k. 0 05
Venetian red, best bright. 0 04
Venetian red, No. 1 ..... 0 02
Drop black, pure dry 0 25
Golden ochre, 100 lb. kegs 0 06
White ochre, 100 lb. kegs. 0 03
White ochre, barrels 0 02½
Yellow ochre, barrels 0 02¾
Spruce ochre, 100 lb. kegs 0 03½
Canadian red oxide, bbls. 0 01½
Super magnetic red 0 02

COLORS IN OIL

Venetian red, 1 lb. tins, pure 0 13
Indian red 0 18
Chrome yellow, pure 30–35
Golden ochre, pure 0 18
French spruce ochre, pure 0 15
Chrome green, pure 15–22
French permanent green, pure 0 22
Signwriters' black, pure.. 0 24
Marine black, 25-lb. lrons 0 07
Lampblack 0 21

DRIERS

Patent 25-lb. tins, 11c lb.; patent 1 lb. tins, 13c lb.

ENAMELS

Per gallon in quart tins ..
Albs-Gloss enamel .....
Anchor Floorlustre .....
O.P.W. Sunshine White ..
Old Dutch Enamel .....
Jas-per-lac floor enamel ..
Jas-per-lac art enamel ....
Martin's Enamel .....
Mooramel ....

FILLER Gal.

Luxeberry Enamel $5 00
Screen Enamel, BB. 1 65

FORMALDEHYDE Per bbl.

Demi-johns, 50 lbs. 0 15½
$1.10 for demi-jchn extra.

GLUE Per lb.

French medal 0 25
English common sheet .. 0 22
English prima 0 30
White pigsfoot 0 38
Perfection amber, ground, No. 1230 ..... 0 20
Cake, bone, 112-lb. bags.. 0 25
Hide, 112 lb. bags 0 35
Gelatine, 112 lb. bags....45-60
Ground glues, 112 lb. bags—
No. 1 ..... 0 22

GLASS

	Single Thick	Double Thick
(Under 25)	$7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84		22 75
85 to 90		24 35
91 to 94		25 00
95 to 100		29 00
101 to 105		32 00
106 to 110		37 00

Toronto, London and Hamilton:—Single or Double Thick—20% off above; 50 cases or over, open, cut lights, 50 and 5%.

Montreal:—Single or Double Thick, 10 and 5%; 50 cases and over open.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamilton and London, city price, 20% off; country discount, 20 and 5% off.

F.O.B. warehouse on orders up to $75 gross list value. Orders over $75 delivered free.

London and Hamilton prices same as Toronto.

GLAZIERS' POINTS

Zinc coated, 18c per lb.
Zinc, pure, prices withdrawn.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor Pure	$14 30	$14 45
Green Seal	14 30	14 45
Tiger Pure	14 30	14 45
Ramsays Pure	14 30	14 45
Moores Pure	14 30	14 45
O.P.W. Dec. Pure..	14 30	14 45
Red Seal	14 30	14 45
Decorator's Pure	14 30	14 45
O P.W. English	14 55	14 70
Elephant Genuine	14 55	14 70

B.B Genuine Lead, less than tons, $16.15 Toronto; $15.90 Montreal. Ton lots 5% off.

Stephens Decorators Pure, Wpg., $15.35; Stephens Perfect, Wpg., $13.85.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt..	13 50	13 50
Genuine, 100-pound kegs, per cwt..	13 87½	13 87½
Less quantity		0 13

LEAD, ARSENATE OF

Per 100 lbs.	Dry	Paste
1-lb. bottles	$35 00	$21 00
2-lb. bottles	....	18 00
5-lb. bottles	31 00	14 00
10-lb. bottles	29 00	....
25-lb. lrons	25 50	13 00
50-lb lrons	....	12 50
100-lb. lrons	24 00	11 75
200-lb lrons	....	11 60
Barrels	....	11 00

F.o.b. Toronto, Montreal and Hamilton.

MURESCO

Tints in 5 lb. packages, per 100 lbs., $6. White in 5 lb. pkgs., per 100 lbs., $5.40.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED.

Price per gallon in quarts.

	Toronto, Montreal
B.H. English white	$3 05
B.H. English, colors	2 80
Fresco Tone, white	2 70
Fresco Tone, colors	2 50
Moore's House Colors	2 50
Moore's Floor Paint	2 20
Moore's Egyptian Paint	1 95
Moore's Sani-Flat	2 40
C.P.C. Pure, white	2 95
C.P.C. Pure, colors	2 55
O.P.W. Can. Brand, white..	2 80
O.P.W. Can. Brand, colors.	2 60
O.P.W. Can. Brand, floor..	2 20
O.P.W. Flat Wall, white	2 70
O.P.W. Flat Wall, colors..	2 50
Ramsay's Pure, white	2 85
Ramsay's Pure, colors	2 60
Martin-Senour, 100% white.	3 05
Martin-Senour, 100% colors.	2 80
Senour's Floor Paint	2 50
Senour's Porch Paint	2 80
Senour's New-Tone, white..	2 70
Senour's New-Tone, colors.	2 50
Sherwin-Williams, white	3 05
Sherwin-Williams, colors	2 80
Flat Tone, white	2 70
Flat Tone, colors	2 50
Lowe Bros. H.S., white	3 05
Lowe Bros. H.S., colors	2 80
Mellotone, white	2 70
Mellotone, colors	2 50
Minerva, white	2 85
Minerva, colors	2 65
Stephens O. White, Wpg..	3 10
Stephens House (Wpg.)....	2 85
Stephens Floor (Wpg.).....	2 55
Silkstone (Wpg.)	2 50

PARIS GREEN

	Mun-ro's	C.P. Co.	Ber-gers
600-lb. bbls.	42¾	38¾	29½
250-lb. kegs	43	39	39¾
100-lb. drums	44	40	40¾
50-lb. drums	44	40	40¾
25-lb. drums	44¼	40¼	41
1-lb. 100s, pkgs..	46¼	42¼	43
½-lb. 100s	48¾	44¼	45
1-lb. 100s, tins	47¼	43¼	46

Prices f.o.b. Toronto, Hamilton London and Montreal.

PARIS, PLASTER

Per bbl. $2.25-2.50

PASTE WOOD FILLER

	Pound
1 lb. cans	0 11
2 lb. cans	0 11
5 lb. cans	0 09
10 lb. cans	0 08½
25 lb. cans	0 08
100 lb. kegs	0 07
½ barrels	0 06½
Barrels	0 06

PUTTY

	Standard Montreal	Toronto
Bulk, in casks	2 90	3 00
Bulk, 100-lb. drums	3 10	3 20
Bulk, 25-lb. drums	3 20	3 30
Bladders, in bbls...	3 50	3 60

Pure Putty, 80c cwt. advance. London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal., $2.75.
Pure Orange, gal., $2.55.
Gum, 44c lb.; finest orange, 49c lb.; finest white, 60c lb.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans 2 10
Cumoff 2 10
O.P.W. Presto 2 25
Lingerwett 2 65

TURPENTINE

	Montreal	Toronto
See weekly report for prices.		

SLATING Gal

Liquid Slating, B.B.....

STAINS Gal.

Oil and Spirit, Berry Bros.$2
Water Stains, Berry Bros.. 1
Berrycraft, stain finish ..
Creo-lac .. ..
C.P. Oil Stans .. ..
Sun Varnish Stains .....

VARNISHES Per gal cans

Brandram-Henderson, L "Gold Medal" .....
Copaline Varnish .....
C. P. Co.'s Sun Varnish ..
Dependon Light Hard O Finish ... .
Dulgloss ....
Elastic Interior ... .
Elastic Exterior ... .
Elastic Excello ... .
Everlastic (Floor) .. ....
Elastilite ... ...
"Flint-Lac" coach .....
Flattine Floor Finish ...
Gold sized Japan .....
House painter's White Jap
Jas-per-ite exterior finishi
Jas-per-ite pale hard oil .
Jas-per-ite floor finish ..
Kopi ....
Kyanize cabinet rubbing
Kyanize spar .....
Liquid granite .....
Luxeberry light .....
Luxeberry spar .....
Luxeberry exterior .....
Marble-ite ... .
Mar-Not 3 15
Martin-Senour finest interi
Martin-Senour Wood-Var.
Maritime spar varnish ..
No. 1 Furniture Varnish
Sherwin-Williams "Kopal" Varnish 3 00
Stove-Pipe Varnish, ½ pint gross .. ..
Sun Waterproof Floor Fini
Sun-Spar Varnish .....
Stephens Luminette .....
Stephens Exalite .....

WATER PAINTS

Opalite, 200 lb. bbls. 0 12
Opalite, 100 lb. kegs 0 12½
1 gal. package, per pkg... 0 65
½ gal. package, per pkg.. 0 35
Coralite, 5-lb. pkgs 0 04½

WASTE (POLISHING)

Cream 0 20

WASTE, WHITE WIPING

XXX Extra 0 18
X Grand 0 17
XLCR 0 16
X Empire 0 15
X Press 0 14

WASTE, COLORING WIPING

Fancy 0 14
Lion 0 12½
..Standard 0 11
Popular 0 10
Keen 0 09

WASTE, WOOL PACKING

Arrow 24
Axle 18
Anvil 14
Anchor 11

WIPERS, WASHED COTTON

Select White 12
Mixed Colored 10
Dark Colored 9

This line subject to trade discount for quantity.

WAX .. ..Per lb.

C. P. Floor Wax 0 30
Ronuk Floor Wax, lb. 0 38
Berry Bros. 0 37
Anchor 0 33
O.P.W. Lion Brand 0 30
Old English 41–44c
Johnsons 41–44c
Gold Medal 0 30

WHITING

Paris white 1 90
Plain, in bbls. 1 75
Gilders, bolted, in bbls. 1 85
Per 100 lbs.

WOOL ALCOHOL Per gal.

In gallons 1 25
Barrels 0 87
$4 extra for barrels.

Put One In a Prominent Place—

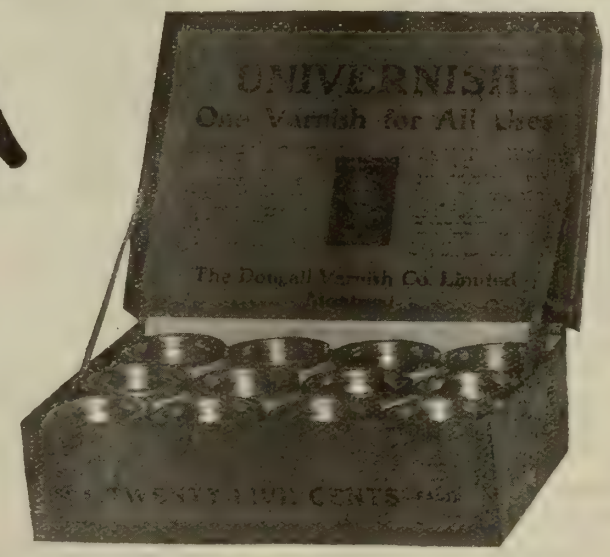
UNIVERNISH

is the last word in varnishes — it is good for every purpose where a varnish is required.



It's good for floors, pianos, doors, woodwork, table tops, boats, automobiles—it will give splendid results anywhere and everywhere.

You can safely recommend it and we will stand behind you—order a stock to-day and give it prominence. It's a good seller and will pay you well.



Put up in handsome boxes containing twelve quarter pints, to retail at 25c each, also in all regular larger sizes.

The Dougall Varnish Co., Limited

305 MANUFACTURERS STREET - - MONTREAL

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $15.25; chilled, $16.75; buckshot, $16.05; ball, $16.45.

ANVILS

Peter Wright, 80 lbs. and up, 14½c per lb.; clip horn, 15½c.

Norris, 41 to 56 lbs., 15c; 57 to 70 lbs., 13½c; 71 to 83 lbs., 12½c; 84 lbs. and over, 12c

AXES

Single Bit	$ 7 50	$12 50
Double Bit	13 00	15 00
Broad Axes	28 00	31 00

BARS, CROW. $5.50 per 100 lbs.

BAR IRON

Bar iron, $3.60; Swedish iron, $5; sleigh shoe, steel, $4; spring steel, $5; machinery steel, $5; tool steel, octagon, 100 lbs., $10.25.

BELTING

Rubber, 6 in. and under, 50 and 10%; over 6 in., 50%.

Agricultural or No. 1 leather belting, 40, 12½ and 2½ p.c. off list.

Standard, 30, 10 and 10 p.c. off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.30 per lb.; cut, $1.45 per lb.; rawhide, sides, $1.25; cut, $1.40.

Blue Stone (Vitrol) 14c lb.

BOLTS

Carriage, ⅜ and smaller, 20%; 7-16 and larger, 5%; machine, ⅜ and under, 20%; 7-16 and over, 10%; machine set screws, 35%; plough bolts, 10%; nuts, small lots, 2c advance over list; case lots, 1c advance over list; stove bolts, 50%; shaft bolts, 20%; tire bolts, 30%; sleigh shoe bolts to ⅜, 10%; 7-16 and up, 5%.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, 85c to $1.45 per roll, cording to quality; plain, 55c to to $1.25.

CHAIN

Coil, 3-16 in., $10.75; ¼, $8; 5-16, $7.10; ⅜, $6.25; 7-16, $6; ½, $5.75; 9-16, $5.75; ⅝, $5.65; ¾, $5.50; Logging, 5-16, 8c; ⅜, 7c; tie out, 70%.

CHURNS

Barrel, No. 0, $6.30; No. 1, $6.30; No. 2, $7; No. 3, $7.70; No. 4, $9.10 each.

CLEVISES, MALL. 8½c per lb.

COPPER.

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 45 p.c.; Blacksmith, ½ in. round shank, 40 p.c.

EAVETROUGH

Eavetrough, 8 in., per 100 ft., $3.70; 10 in., $4.50; 12 in., $5.50.

Conductor pipe, 2 in., per 100 ft., $4.50; 3 in., $5.25; 4 in., $6.50.

ENAMELWARE

Canada, 20; Imperial, 30, 12½; Premier, 20; Colonial, 30, 12½; white, 50, 10; diamond, 20; pearl, 30, 12½

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE.

17½% advance on net list, except heavy tubs and heavy pails, which are 7½% advance on list.

GLASS, WINDOW Single Double

Up to 25 in.	7 25	11 00
26 to 40	8 25	12 75
41 to 50	10 75	14 25
51 to 60	11 25	15 00
61 to 70	12 25	16 00

GLASS (Plate)

30 p.c. off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES

Per 100 lbs., $1.75.

Mounted on steel frames, $4.50.

HINGES

Light T and strap, 22½%.

Corrugated Strap Hinges — 4, $1.25; 5, $1.75; 6, $2.40; 8, $3.90; 10, $5.75; 12, $8.80.

Corrugated Tee Hinges — 4, $1.55; 5, $2.35; 6, $2.85; 8, $5; 10, $7.15; 12, $10.10.

HORSESHOES

Iron, No. 0 to 1, $5.40; No. 2 and larger, $5.15; snowshoes, No. 0 to No. 1, $5.65; No. 2 and larger, $5.40; steel, No. 0 to 1, $5.85; No. 2 and larger, $5.60; featherweight, $7.

JACKSCREWS

55 per cent. off list.

IRON BAND.

1½ in., $4.15; 1¼, $4.15; 1 in., $4.25. Apollo and

IRON GALVANIZED "Fleur Premier de Lis"

10¾ oz. or 28 Eng.	7 75	7 75
28 Am. or 26 Eng.	7 40	7 40
26 Am. or 26 spec.	7 15	7 15
24	6 95	6 95
22	6 95	6 95
18 and 20	6 75	6 75
16 Am.	6 75	6 75

IRONS, SAD

Common Sad Irons, 8 lbs., 6c per lb.; 4 lbs., 7½c per lb.

Mrs. Pott's No. 55, set 0 95

Mrs. Potts No. 50 set 1 00

Mrs. Pott's common sad iron handles, 85c dozen. Mrs. Pott's improved, $1.10. a dozen.

LAMP CHIMNEYS

A, per case 8 doz., $4.80; per doz., 65c; B, per case 6 doz., $4.50; per doz., 85c.

LANTERNS

No. 2, plain	8 25
No. 20, X-ray	12 00
No. 22, Dash-board	10 75
Short Globe, doz.	8 25

LEAD PIPE, $13.40.

LEAD WASTE, $14.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, $6.75; cutter, $6.75.

NAILS

Wire, f.o.b. Fort William, $4.40 base; Winnipeg, $4.80 base. Cut, f.o.b., Winnipeg, $4.40.

NAILS, HORSE

Capewell, 10 per cent off list.

NETTING. Poultry, 37½%.

Banner Netting, 24 in., $3.50; 36 in., $4.50; 48 in., $5.25; 60 in., $6.25; 72 in., $7.

NUTS

Square, small lots, 2c advance over list; case lots, 1c advance over list; Hexagon, small lots, 2c advance over list; case lots, 1c advance over list.

OILS

"Buffolite," 20c; Ideal Thresher, 35c; "B" Castor machine oil, 30c; Buffalo Engine gasoline, 31c; Buffalo "A" gas engine oil, 45c; Royal gasoline, 32c; Family Safety coal oil, 19½c; "Engoline" engine coal oil, 15*c; Summer Black oil, 19c; Kelso engine oil, 45c; Silver Star oil, 16*c; Royalite oil, 17c; Standard gas engine oil, 42c; Prairie Harvester oil, 40c.

PAINTS

Stephens' Out White, $3.10; Stephens' House, $2.85; Stephens' Floor, $2.55; Silkstone, $2.50.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c; less than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, 14c; less quantities, 16c.

PICKS, Clay, 6-7, $6.25 per dozen.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	$ 4 14	$ 6 57
⅜ inch	4 23	6 66
½ inch	5 49	7 25
¾ inch	6 71	9 14
1 inch	9 90	13 50
1¼ inch	13 41	18 27
1½ inch	16 07	21 83
2 inch	21 60	29 39
2½ inch	34 11	46 44
3 inch	44 64	60 75
3½ inch	55 89	....
4 inch	66 15	....
4½ inch	82 80	....
5 inch	97 20	....
6 inch	126 00	...

PLASTER, Paris, per bbl., $3.75.

PARIS GREEN

In 1-lb. pkgs., full cases, 44c lb.; less, 44c lb. In ½-lb. pkgs., full cases, 46c lb; less, 46½c lb.

PLATES, CANADA

18 x 21 per box, half polish, $6.25; full polished, $7.25; 18 x 24, half polished, $6.25; full polished, $7.25; 20 x 28, half polished, $6.50; full polished, $7.50.

PLOW SHARES.....10c per lb.

POINTS

Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. irons	3 50
25-lb. irons, per cwt.	3 80
1½-lb. tins	0 07

RIVETS AND BURRS

Iron rivets, 25 per cent.; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8 8, 66c; No. 9, 69c; No. 10, 71c; lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 68c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 20c base; pure Manila, 27c base; British Manila, 22c base; lath yarn, 20c base; African hemp, 22c base; cotton rope, ¼ and over, 40c.

Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell.) 20 per cent. off.

SAWS, BUCK

Happy Medium, $7; Watch Spring, $7.25; Lance Tooth or Lightning Blades, $7.75; New Century, $9.25.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 30%.

STEEL SHEETS, BLACK

10 gauge	5 70
12 gauge	5 75
14 gauge	5 65
16 gauge	5 75
18-20 gauge	5 90
22-24 gauge	5 95
26 gauge	6 00
28 gauge	6 10

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $9.40 per doz.; D.H., Rd. Pt., $9.40; L.H., Sqr. Pt., $9.40; D.H., Rd. Pt., $9.40; Bulldog and Jones, D.H., Rd. Pt., $10.95; D.H., Sqr. Pt., $10.95; L.H., Rd. Pt., $10.95; L.H., Sqr. Pt., $10.95; Black Cat and Crescent Scoops—No 4, $10.15 per dozen; No. 6, $10.80; No. 8, $11.50; No. 10. $12.20. Moose and Jones Scoops—No. 4, $11.20; No. 6, $11.85; No. 8, $12.50; No. 10, $13.05 per dozen.

SOLDER. Per pound, 32 to 33c.

SPIKES

Pressed, ¼ in., $4.65; 5-16, $4.30; ⅜, $4.10; 7-16, $3.95; ½, $3.90.

STAPLES

Bright wire, per cwt., $4.40 at Fort William, $4.80 Winnipeg; galvanized staples, $5.20 Fort William, $5.60 Winnipeg.

STEEL

Sleighshoe, $4 base per cwt.; plow, common, $6; crucible plow, $7; angle, $4.25; harrow, $3.75 base; east, octagon tool steel, 10¼c base; square tool, 11¼c base; spring, $5; machine, $5 base; tire, $4.50.

STEEL HOOPS

½ in., $5; ⅝ in., $4.75; ¾ in., $4.35; ⅞ in., $4.25; 1 in., $4; 1¼ in., $4; 1½ in., $3.75.

STEEL SQUARES

40 per cent. off list.

TACKS. Carpet, 70-10% off list.

TIES. Cow, 30%.

TIN AND TIN PLATE

20 x 28 I.C.	$18 00
20 x 28 I.X.	19 50
20 x 33 I.C.	20 50
20 x 33 I.X.	22 50
Terne plates	15 50

TURPENTINE

See weekly paint report.

VISES

Peter Wright's solid box vises, 45 lbs. and over, 20c lb.

Norris vises, 45 lbs. and under, $7.50 each; over 45 lbs., 18c lb.

WASHERS

Iron, small lots, 15%+75c; full boxes, iron, 20%+75c.

WHITE LEAD

Decorators' pure, ton lots, $15.35; less than ton lots, $16.

WIRE, BARB

Lyman, 4-point, $3.80 f.o.b. Ft. William, $4.10 Winnipeg; Glidden Cattle, 2-pt., $3.65 Ft. William, $3.95 Winnipeg; Baker 2-pt., $3.60 Ft. William, $3.90 Winnipeg; plain twist, cwt., Ft. William, $4.05; Winnipeg, $4.45; plain galvanized, Ft. William, No. 9, $4.35; No. 12, $4.60; Winnipeg, No. 9, $4.75; No. 12, $5; coil spring, Ft. William, No. 9, $4.20; No. 12, $4.50; Winnipeg, No. 9, $4.60; No. 12, $4.80.

Patented screen in 100-ft. rolls, $2.50 per hundred sq. ft.; in 50-ft. rolls, $2.60 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $5.85 Winnipeg; $5.45 Fort William.

Brass snare wire, per lb., 80c.

WIRE, ANNEALED.

No. 9, $4.90; 10, $4.95; 12, $5.10; 14, $5.25; 15, $5.40; 16, $5.55 per 100 lbs.

WRINGERS

Royal Canadian, $43.40 per doz.; Eze, $46.90 per doz.; Bicycle, $52.65 per doz.; Ajax, $8.75 each.

When You Have an Order Calling for Steel or Iron

Send it right on to us. We can ship the same day as we get your order. You'll have the **material** by the time the other fellow gets his quotation. Our 6,000-ton stock comprises:

Beams, Channels, Angles, Plates, Zee and Tee Bars, Broad Flange Beams, Rounds, Squares, Flats, Rivets, Bolts, Square Cold Twisted Medium Steel Bars for Concrete Reinforcement Splices, Rails, Nuts, Spikes, Grey Iron Castings, Heavy Forgings.

Our quotations are always reasonable and allow a good margin for the dealer.

Send for our Monthly Stock List.

Manitoba Bridge & Iron Works,
WINNIPEG MANITOBA LIMITED

Greetings—1917

WE GREET THE TRADE OF WESTERN CANADA UNDER A NEW NAME. FOR YEARS WE HAVE DONE BUSINESS WITH YOU AS THE MAINER ELECTRIC CO. WE TRUST THAT OUR RELATIONS WILL BE JUST AS CORDIAL UNDER OUR NEW NAME

Great West Electric Co., Limited

A Straight Talk from the Manager

No. 54

And Now for 1917!

From all appearances, it will be a year in which eternal vigilance will be the price of the retailer's safety.

To run a hardware business by guesswork or instinct will be dangerous in the extreme. You will have to base your calculations on solid facts.

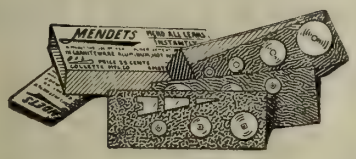
HARDWARE AND METAL is better equipped than ever to be your adviser in 1917. Read each one of the fifty-two copies you will receive, for you will find information of the most valuable kind in advertising and news pages alike.

J.G.L.

THEY STOP LEAKS IN METAL VESSELS

MENDETS
A PATENT PATCH

You know of **Mendets**, but are you selling them? They really sell themselves, if you put them in plain sight. Every family should have them, and repeat sales make the line profitable.



Wholesale Hardware Merchants Who Sell MENDETS:

Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec.

Collette Mfg. Co., Collingwood, Ont., Canada



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us.

It is our Business and we are Specialists therein. We give you the best there is in Service and Our Motto is "QUALITY."



WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.
9 and 11 Pitt St. East, Windsor, Ont.

W P WARD

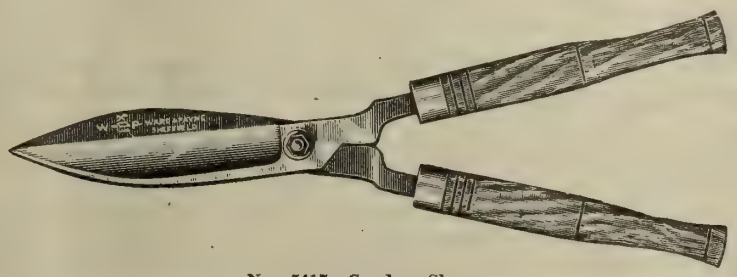
GARDEN TOOLS

Established in 1803

We are one of the largest makers of these goods in England. The quality is of the best and they are beautifuly finished. We are putting in hand large stocks for the coming season, and we ask you to give us a trial order. Our Garden Shears are so well known that they need no advertising; our other tools will be found equally satisfactory.



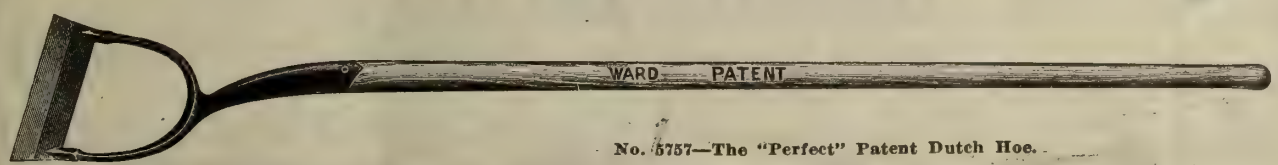
No. 5574—Weed Fork



No. 5417—Garden Shears.
Guaranteed "Fast Handles."



No. 5553—Trowel

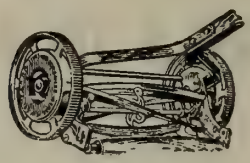
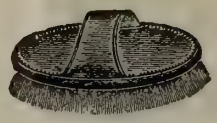


No. 5757—The "Perfect" Patent Dutch Hoe.

WARD & PAYNE, SHEFFIELD
CABLES: WARD, SHEFFIELD.

SHERMAN F. AINSLIE, Spadina Avenue, Toronto.
ANTHONY FERGUSON, LTD. 1150 Hamilton St., Vancouver, B.C.
ALEXANDER GIBB, 3 St. Nicholas St., Montreal.




Two Hundred Successful Merchants are using Hardware and Metal's Advertising Electros.






THE W. W. COOPER COMPANY LIMITED
WE SELL EVERYTHING
DIAMOND C BRAND — C — CONVERSE GUARANTEE
EVERYTHING WE SELL WE GUARANTEE




SWIFT CURRENT, SASK. Sept.20,1916.




Messrs,
Hardware and Metal,
143-153 University Ave.,
Toronto,Ont.

Gentlemen:-

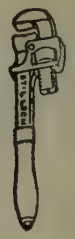
We beg to acknowledge receipt of your favor of the 16th., also cuts as mentioned therein and for which we thank you.

We are now using about fifty of these with good results.

Yours truly,

THE W.W.COOPER COMPANY Limited.

P/H. per. P.



Since we announced HARDWARE AND METAL'S Electro Service about a year ago, nearly 200 subscribers have availed themselves of the opportunity to secure cuts for their local advertising at low cost.

The letter from The W. W. Cooper Company, reproduced above, is only one of many which we have received from merchants who have had good results from using these cuts.

You can have equally good results from a judicious selection of electros combined with good "copy." Write now for free proof sheets showing our complete assortment of hardware electros. They cost only 20 cents each, and they will open up big possibilities for expanding your sales.



HARDWARE AND METAL

143-153 University Ave., Toronto, Ont.





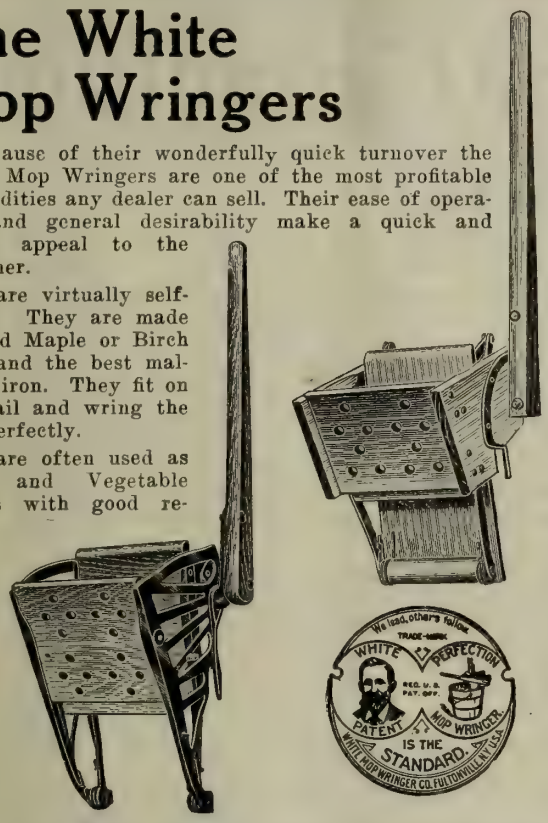



The White Mop Wringers

Because of their wonderfully quick turnover the White Mop Wringers are one of the most profitable commodities any dealer can sell. Their ease of operation and general desirability make a quick and strong appeal to the consumer.

They are virtually self-sellers. They are made of hard Maple or Birch wood and the best malleable iron. They fit on any pail and wring the Mop perfectly.

They are often used as Fruit and Vegetable presses with good results.



White Mop Wringer Company
Fultonville, N.Y.

ADAMSON VULCANIZERS

Warning to the Trade:

It is very important to place your orders for Adamson's Products with your JOBBER at once, to assure you of prompt delivery.

The unprecedented demand for Adamson's compels us to make this urgent request.

MADE IN CANADA

ADAMSON MANUFACTURING CO.
HAMILTON, CANADA

Sanitary Plumbing

does not stay sanitary without proper care.

Water-closet bowls can easily be kept absolutely clean by using

Sani-Flush



Tell your customers to shake a small amount of ***Sani-Flush*** into the bowl twice a week and swab out with a small mop. This will keep the bowl clean and sanitary.

Sani-Flush will pay you a good profit and is safer than acids for your repair men to use in cleaning up old bowls.

Write for prices and other information.

Harold F. Ritchie & Co., Limited
10-12-14 McCaul St., Toronto



FOSTER BROS.' Butchers' Knives

Every blade is hand forged. Every blade is hardened and tempered RIGHT. Every handle fits the grasp.

Every knife
Every steel
Every package

BEARS THE MARK—FOSTER BROS.
Look for it always.

It is your assurance—your customers' guarantee. It pays to handle a line noted for its absolute integrity and excellence.

Such lines stand behind the merchant and make for him—satisfied customers.

JOHN CHATILLON & SONS
85 Cliff Street **New York City**
Established Since 1835.

If interested, tear out this page and keep with letters to be answered.

Perhaps You Are a Careful and Close Buyer

IT may be an ingrained caution. It may be that you have been "bitten" once or twice, and so are "shy." It may be that it is a developed habit—a measure and method of self-protection. But no matter why you may be a hard man to sell to, is not this true:

> That many things bought by you, and now greatly esteemed, were stoutly resisted by you when the salesman brought them to your attention for the first time?

For example, a cash-carrier system, cash-recording system, typewriter, computing scale, plate glass windows, prism lighting, show-cases, loose-leaf systems—and almost everything else in common use nowadays by merchants, are resisted when they are first presented. But later, when they are bought, and when they have been given time to demonstrate their value, why, you could not induce the merchant to do without them.

All this leads up to this point:

> Suppose we urge you to read THE FINANCIAL POST each week—to subscribe for it for a year at a cost of $3.00 (52 issues), there is just a chance that you would resist the suggestion—not so much because of the $3.00, but because "you don't see it."

Now the regular reading of THE POST will make you see your own and the Nation's Business in a bigger way, and by adding to your power to see things pertaining to Money and Business in a clearer, larger way, you will be a stronger man for the business in which you are engaged now. If you can grow to a stronger business man at a cost in money of $3.00 a year, the chances are that you will not hesitate to pay the $3.00.

Nothing that you can read outside the trade paper serving your field of business is so much worth while as the reading of a first-class business paper. The Business Outlook will help you in your business:

> Will tell you when to get ready for poor business conditions, when to watch your collections with unusual care, when to buy sparingly, and when to prepare for big business. It will also help you with your banker. Will probably save you money in exchange on your cheques and drafts, because you understand the movements of money.

At any rate, we ask you to take the first necessary step in the direction of the larger business world which lies about you and close up to you and which is vitally connected with your affairs. We ask you to sign and return the form below, confident that you will be glad afterwards.

THE FINANCIAL POST
OF CANADA

143-153 University Ave., Toronto

.....1916.

THE FINANCIAL POST OF CANADA,
143-153 University Ave., Toronto.

Please enter me as a regular subscriber, commencing at once. I will remit $3.00 to pay for my subscription on receipt of bill.

Name .....

Address.....

.....

A National Call for Information!

THIS CARD MUST BE FILLED IN AND PROMPTLY RETURNED BY ALL MALES BETWEEN THE AGES OF 16 AND 65 INCLUSIVE.

NATIONAL SERVICE.
CANADA.

1. What is your full name? ..... 2. How old are you? ..... years

3. Where do you live? Province .....
4. Name of city, town, village or Post Office .....
Street ..... Number .....

5. In what country were you born? .....
6. In what country was your father born? .....
7. In what country was your mother born? .....
8. Were you born a British subject? .....
9. If not, are you naturalized? .....

10. How much time have you lost in last 12 months from sickness? .....
11. Have you full use of your arms? .....
12. Of your legs? ..... 13. Of your sight? .....
14. Of your hearing? .....

15. Which are you—married, single or a widower? .....
16. How many persons besides yourself do you support? .....

17. What are you working at for a living? .....
18. Whom do you work for? .....
19. Have you a trade or profession? ..... 20. If so, what? .....
21. Are you working now? ..... 22. If not, why? .....

23. Would you be willing to change your present work for other necessary work at the same pay during the war? .....
24. Are you willing, if your railway fare is paid, to leave where you now live, and go to some other place in Canada to do such work? .....

INSTRUCTIONS FOR FILLING IN THIS CARD ARE ON THE OTHER SIDE. IT ASKS 24 QUESTIONS. COUNT YOUR ANSWERS

Write your Answers on the Card which you will shortly receive and Return Promptly. *It is Obligatory!*

Make Use of This Page for all Your "Wants"

HARDWARE AND METAL, 143 University Avenue, Toronto, Ont.

Enclosed find $....., for which insert following advertisement in your "Want" Ad. Page .... times. (For Rates see top of this page.) (Each figure counts as one word)

.....

.....

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.....

.....

Signed .....

Town .....Province .....

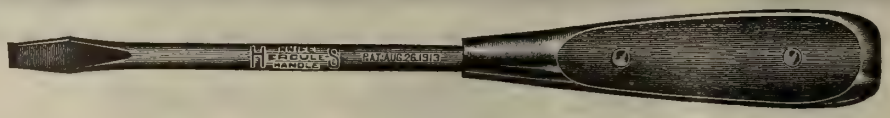
Mention This Paper When Writing Advertisers

TOOLS FOR AUTOMOBILE USE

ARE IN GREAT DEMAND AT THIS SEASON—SCREWDRIVERS ESPECIALLY

THE HERCULES KNIFE HANDLE DRIVER

Answers every requirement of the Motorist and our price is **Right**



THERE ARE SEVERAL REASONS WHY YOU SHOULD CARRY THE HERCULES

Ask your jobber about it or write us for sample and full details

THE BRIDGEPORT HARDWARE MFG. CO. **BRIDGEPORT, CONN., U.S.A.**

PRESCOTT W. ROBINSON, Canadian Representative, 414 Drummond Building, Montreal

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

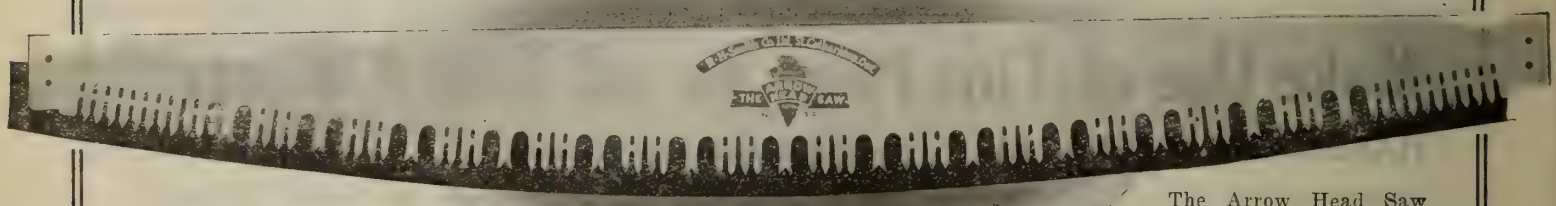
MADE IN CANADA



It's a Pink anyway you take it, and it's the best Peavey made.

C. J. SHURLY, President
R. F. SHURLY, Vice-Pres.

FRED. SHURLY, Gen. Man. & Treas.
M. M. PARK, Sec.
H. W. BYRNE, Gen. Supt.



A good saw should have strength, elasticity, toughness and endurance. You get these qualities in full degree in Arrow Head Saws, made from Vanadium Steel. The steel of ultimate quality.

ARROW HEAD SAWS

The Arrow Head Saw will do 20% more work. This has been proven. These saws therefore are good for you to supply your customers. They are profitable to you, and they enhance your reputation for supplying a good article. Protect yourself by ordering now. Your jobber has the goods.

R. H. SMITH CO., LIMITED, St. Catharines, Ontario

FORGETTING

One of the things we all do well is to **forget.** **Names** that were household worlds yesterday are gone to-day. Because people knew your Name and your Line a year ago it is no sign they do to-day. They forget easily.

Keep yourself in the public mind by advertising. It is just as important to make old friends remember as it is to win new friends. Advertising does both.

If interested, tear out this page and keep with letters to be answered.

An Appeal to Men of High Calibre

HAVE you thought of this?—that any advance in a Nation's Commerce, or Civilization or Spirit is due solely to advances in these directions by many *individuals;* or to put it more definitely, by the *Common people.* The spirit or impulses of *leaders* must pass downward—to the *Common people.*

This truth is of importance to us in Canada. We make progress in this or that direction only as the *multitude* is bent in this or that direction.

YOU—perhaps your name is John Brown—must deliberately seek to advance yourself in the direction of ideals. Then you will fire another to do likewise, and he in turn will start another going forward; and so on and so on, until a mass is energized and is moving ahead towards higher achievements.

This means that a heavy burden of obligation rests on every single one of us, if Canada is to advance in high and good ways.

HERE is a practical application—you, as a business man, must consciously and deliberately seek to be a bigger business man, if you would see our good country as a whole advance.

As a business man engaged in the manufacture or distribution of merchandise, you must be well informed with a vision of Canada's business world wider than the bounds of the business which provides you a livelihood; and a fuller knowledge of what is being done, thought or said in the larger business world that incorporates your own.

This wider vision and fuller knowledge can be procured from a reading each week of The Financial Post. (Price $3.00 for 52 issues).

No other single paper perhaps will serve you so soundly and broadly.

How: By guiding you in your investments. It is often harder to invest money wisely than it was to earn it. The successful purchase of securities requires long study of investment matters.

Then when you have about made up your mind what to buy, The Post's Investors' Information Bureau will give you a careful analysis of these securities and its opinion respecting them.

We put it to you that if you admit the truth and force of what we have said above, the logical thing is to subscribe to The POST. In this way you take a necessary step in the direction of larger progress.

This is a high appeal to minds and men of high calibre—men who have the will and courage to follow the biddings of their convictions.

Therefore, we expect many to sign and return the form below:

THE FINANCIAL POST OF CANADA

143-153 University Ave. Toronto

.....1916.

THE FINANCIAL POST OF CANADA,
143-153 University Ave., Toronto.

Please enter me as a regular subscriber, commencing at once. I will remit $3.00 to pay for my subscription on receipt of bill.

Name ..... Address .....

OWL BABBITT METAL



Will stand Pressure, Speed and Pounding. These qualities appeal to your customers.

Made in the West by
The Owl Metal Co., Ltd., Winnipeg

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

WIRE NAILS
IN STEEL HOOP KEG
Weatherproof

WIRE BALE TIES
For Baling Hay, etc.

FENCE STAPLES
Bright or Galvanized

POULTRY NETTING STAPLES

WIRE
Bright or Annealed

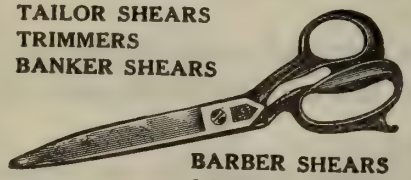
SPECIAL O. & A. WIRE

The Laidlaw Bale-Tie Co., Limited
HAMILTON, ONTARIO

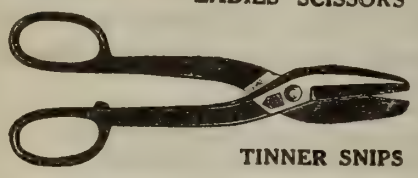
A. T. Diggins, Stair Bldg., Toronto, Ont
H. E. O. Bull, Montreal, Que.
Harry F. Moulden, Winnipeg, Man.
Geo. W. Laidlaw, Vancouver, B.C.

SEYMOUR SHEARS
have been the Standard for over eighty years

TAILOR SHEARS
TRIMMERS
BANKER SHEARS



BARBER SHEARS
LADIES' SCISSORS



TINNER SNIPS

Catalog illustrating full line of Seymour Shears gladly sent on request.

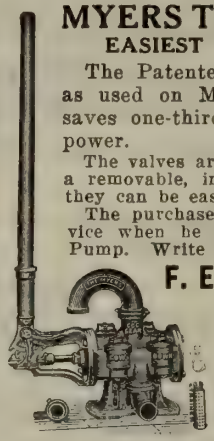
Selling Agents, WIEBUSCH & HILGER, Limited, New York
A. MacFARLANE & CO., Montreal
Canadian Agents.

MYERS TANK PUMPS
EASIEST TO OPERATE

The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

The purchaser buys the most service when he buys a Myers Tank Pump. Write for booklet.



F. E. Myers & Bro.
Ashland, Ohio.

J. H. Ashdown, Hdwe. Co., Ltd., Winnipeg, Calgary & Branches.

Lewis Bros., Ltd., Montreal, Distributors of Myers Pumps.



OAKEY'S
The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

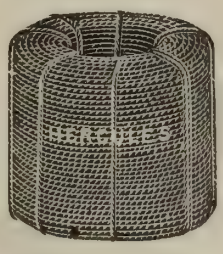
KNIFE POLISH

JOHN OAKEY & SONS Limited
Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

SASH CORD
THE BEST MADE



Star Brand Cotton Rope.
Star Brand Cotton Clothes Line.
Star Brand Cotton Twine.
WHOLESALE DEALERS SELL THEM

This space $1.00 per insertion on yearly order.

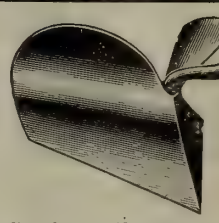
ONTARIO OIL & TURPENTINE COMPANY
TORONTO, ONTARIO
SUCCESSORS TO
Colonial Varnish & Color Co.
TORONTO, ONT.

TURPENTINE IMPORTERS
AND
LINSEED OIL DEALERS

We import Pure White Gum Spirits of Turpentine in new white oak barrels.

Prices quoted Jobbers and Manufacturers on application.

WHOLESALE ONLY



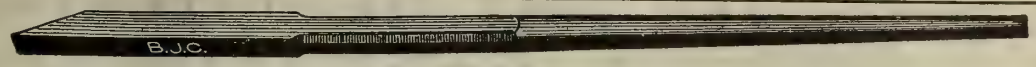
THE HOE OF ALL HOES

Breaks up the ground, plows, hills, cuts weeds and cultivates the soil and does the work in half the time, and better, easier and more satisfactorily.

Manufactured by
SCHOENER MFG. COMPANY
St. Cloud, Minn.
Western Canadian Distributors:
Merrick-Anderson Co., Winnipeg, Man.

If interested, tear out this page and keep with letters to be answered.

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**



ICE TOOLS

Every Farmer, Butcher and Dairyman cuts ice. We have a tool for every use. Write for particulars and prices.

We also have a full line of Snow Plows, etc., for municipal work

ROBERT DONALDSON & SONS, Montreal



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Auger Bits, Bolts and Nuts, Bolster Springs, Chain, Drills, Files, Handles, Horseshoes.

LET US QUOTE YOU

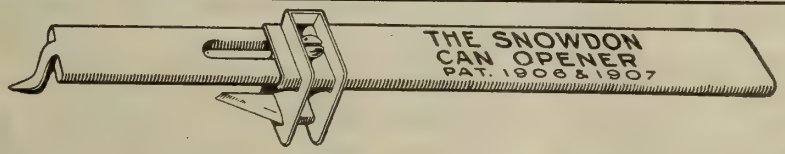
IRON AND STEEL HARDWARE TOOLS

WILKINSON AND KOMPASS
TORONTO HAMILTON WINNIPEG

WE SHIP PROMPTLY

Cottor Pins, Rivets and Burrs, Cap and Set Screws, Wood Screws, Tacks, Washers, Varnishes, Waste.





A Durable, Convenient, Clean Cut, Safety

CAN OPENER

That sells on sight. An absolutely necessary article to every family or individual. List price, $10.00 per gross. Liberal discounts, according to quantity. This is a profitable opportunity.

MONARCH ELECTRIC COMPANY, LIMITED
St. Lambert, P. Q.

DISTRICT MONTREAL

If interested, tear out this page and keep with letters to be answered.

CLASSIFIED LIST OF ADVERTISEMENTS

Insertion of advertisers' names in this Classified Index is not a part of the advertising contract.
It is a service we give free, and it is printed solely for the convenience of our readers.

Abrasive Wheels
Carborundum Co., Niagara Falls, N.Y.

Aluminum
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.

Aluminum Solder
British Aluminium Co., Toronto.
Canada Metal Co., Ltd., Toronto, Ont.

Aluminum Ware
The Thos. Davidson Mfg. Co., Ltd., Montreal.
Ware Mfg. Co., Oakville, Ont.

Aluminum, Alloy, Ingot, Sheet, Wire
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.

Ammunition
Dominion Cartridge Co., Montreal.
Dupont Powder Co., Wilmington, Del.
Remington Arms Union Metallic Cartridge Co., Windsor.

Animal Traps
Oneida Community, Niagara Falls, Ont.

Asbestos Papers
Roofers Supply Co., Ltd., Toronto.

Auto-Skid Chains
Fox Chain Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines, Ont.

Ash Sifters
The Burrowes Mfg. Co., Toronto.
Collins Mfg. Co., Toronto.
The Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.

Asphalt Shingles
Bird & Son, Hamilton.

Auger Bits
Russell Jennings Mfg. Co., St. Catharines.

Auto Accessories
The Carborundum Co., Niagara Falls, N.Y.
Caverhill, Learmont & Co., Montreal.
C. Kloeffer, Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Richards-Wilcox Co., Ltd., London, Ont.
The Stanley Wks., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.

Axes, Safety, Pocket and Camp
Marble Arms & Mfg. Co., Gladstone, Mich.

Axles
D. Ackland & Son.
B. J. Coghlin, Montreal.

Babbitt Metal
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton.

Baits, Spoon
The Andrew B. Hendryx Co., New Haven, Conn.
Marble Arms & Mfg. Co., Gladstone, Mich.

Bale-Ties
J. E. Beauchamp & Co., Montreal.
Frost Steel & Wire Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Hamilton, Ont.
The Stanley Works, New Britain.
The Steel Co. of Canada, Ltd., Hamilton.

Bar Clamps
National Machinery & Supply Co., Ltd., Hamilton.

Bar Iron
D. Ackland & Son.
Canadian Tube & Iron Co., Montreal.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Steel Co. of Canada, Hamilton.
London Rolling Mills Co., London.

Barn Door Hangers
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Canada Steel Goods Co., Hamilton.
R. Dillon & Sons, Oshawa.
Richards-Wilcox Co., Ltd., London, Ont.

Barn Equipment
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

Bath Room Fittings
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clark, New Britain.

Batteries and Accessories
Canada Dry Cells, Ltd., Winnipeg.
Interstate Electric Novelty Co.
Mainer Electric Co., Ltd., Winnipeg.

Belting
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber Mfg. Co., Toronto.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Bird Cages
Andrew B. Hendryx Co., New Haven.

Bicycles and Accessories
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.

Bits
D. Ackland & Son.
Progressive Mfg. Co., Torrington, Conn.
Russell, Jennings Mfg. Co., St. Catharines.

Blacksmiths' Machinery
D. Ackland & Son.

Boilers, Hot Water
Clare Bros. & Co., Ltd., Preston, Ont.

Bolts and Nuts
D. Ackland & Son.
Canadian Tube & Iron Co., Ltd., Montreal.
London Bolt & Hinge Wks., London.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Northern Bolt & Screw Co., Owen Sound, Ont.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton.

Bolts, Panic
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Box Chisels
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Openers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Scrapers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.

Box Hinges and Locks
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.

Braces
Goodell-Pratt Co., Greenfield, Mass.
Miller's Falls Co., New York.
Stanley Rule & Level Co., New Britain.

Brackets, Shelf
Atlas Mfg. Co., New Haven, Conn.
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Brakes, Metal Working
Brown, Boggs Co., Hamilton.
Steel Bending Brake Works, Chatham.

Brass Goods
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Dennis Wire & Iron Works, London, Ont.
Eley Bros., Ltd., London, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Wm. Newman & Sons, Ltd., Birmingham, Eng.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Brass, Sheets, Tubes and Rods
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Bread Mixers
Landers, Frary & Clark, New Britain.

Brooms
Boeckh Bros. Co., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Port Elgin.
Walter Woods & Co., Hamilton, Ont.

Brushes
Boeckh Bros. Co., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Port Elgin.
G. F. Stephens & Co., Winnipeg.

Builders' Tools and Supplies
Caverhill, Learmont & Co., Montreal.
The Dennis Wire & Iron Works, London, Ont.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Lufkin Rule Co., Windsor, Ont.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Hamilton.
North Bros. Mfg. Co., Philadelphia.
Richards-Wilcox Canadian Co., Ltd., London, Ont.
Stanley Rule & Level Co., New New Britain.
The L. S. Starrett Co., Athol, Mass.

Builders' Hardware
Canada Steel Goods Co., Ltd., Hamilton.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
R. Dillon & Sons, Oshawa.
Goodell-Pratt Co., Greenfield, Mass.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Richards-Wilcox Canadian Co., Ltd., London, Ont.
The Stanley Works, New Britain, Conn.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Building Paper
Bird & Son, Hamilton.
Roofers Supply Co., Ltd., Toronto.

Buildings, Portable
Pedlar People, Ltd., Oshawa.

Builders' Supplies
Belyea, Walter, Winnipeg, Can.

Burlap
G. F. Stephens & Co., Winnipeg.

Burrs
Parmenter & Bulloch Co., Gananoque.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Hamilton.

Butter Workers and Boxes
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

Butts
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Butts and Hinges
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.

Butts, Spring
Chicago Spring Butt Co., Chicago.

Calipers
L. S. Starrett Co., Athol, Mass.

Car Movers
R. Dillon & Sons, Oshawa.
Thos. Pink, Pembroke, Ont.

Carriage Hardware
Samuel Trees & Co., Toronto.
Wilkinson & Kompass, Hamilton, Ont.
D. Ackland & Son, Winnipeg.

Carriage Springs
D. Ackland & Son.

Cans
Thos. Davidson Mfg. Co., Montreal.

Carriers, Manure
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

Carriers, Cash and Parcel
Gipe-Hazard Store Service Co., Toronto.

Canada Plates
Dominion Sheet Metal Co., Hamilton.
A. C. Leslie Co., Montreal.
Roofers Supply Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Carpet Sweepers
Bissell Carpet Sweeper Co., Grand Rapids, Mich.

Cartridges
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., Windsor, Ont.

Cash Registers
McCaskey Systems, Ltd., Toronto.

Casseroles
Canadian Wm. A. Rogers, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.

Cattle and Trace Chains
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines

Ceilings, Metal
Metallic Roofing Co., Toronto and Winnipeg.
McFarlane, Douglas & Co., Ottawa.
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Cement
Belyea, Walter, Winnipeg, Can.

Cement, Liquid
Can. H. W. Johns-Manville Co., Ltd., Toronto.

Chafing Dishes
Landers, Frary & Clark, New Britain, Conn.

Chain Drills
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia.

Chain Manufacturers
Greening, B., Wire Co., Hamilton.
The Andrew B. Hendryx Co., New Haven, Conn.
McKinnon Chain Co., St. Catharines.

Chain, Trace, Logging, Halter, Dog Leads, Agricultural
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.

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B. J. Coghlin, Montreal.
Greening, B., Wire Co., Hamilton.
The Andrew B. Hendryx Co., New Haven, Conn.
McKinnon Chain Co., St. Catharines.

Chains, Tire
Fox Chain Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines, Ont.

Chair Seats, Fibre
J. E. Beauchamp & Co., Montreal.

Chisels
Buck Bros., Milbury, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., N. Britain.

Churns, Hand Power
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Cummer-Dowswell, Ltd., Hamilton.

Clamps, Rack
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.

Clippers, All Kinds
American Shearer Mfg. Co., Nashua.
Crescent Mfg. Co., New York, N.Y.

Clocks
The Western Clock Co., La Salle, Ill.

Clothes Pins
Wm. Cane & Sons Co., Newmarket.
Meakins & Sons, Hamilton.
Walter Woods & Co., Hamilton.

Clothes Driers
Cummer-Dowswell, Ltd., Hamilton.
McFarlane Ladder Works, Toronto.
Stratford Mfg. Co., Ltd., Stratford, Ont.

Clothes Line
R. Bird & Co., Crewkerne, Eng.
Hamilton Cotton Co., Hamilton, Ont.

Clothes Reels
Cummer-Dowswell, Ltd., Hamilton.

Clothes Wringers
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Cummer-Dowswell Co., Hamilton.
The Maytag Co., Ltd., Winnipeg, Man.
Walter Woods & Co., Hamilton.

Coal Chutes
The Dennis Wire & Iron Works, London, Ont.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Coffee Percolators
Landers, Frary & Clark, New Britain.

Colors, Dry
Canada Paint Co., Montreal.
Allan Munro Color Co., Montreal.
The Ottawa Paint Works, Toronto.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

Cold Rolled Strip Steel
The Stanley Works, New Britain.

Collection Agency
Assignees Agents, Limited, Toronto.

Compasses
Marble Arms & Mfg. Co., Gladstone, Mich.

Conductor Pipe
The Thos. Davidson Mfg. Co., Ltd., Montreal.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
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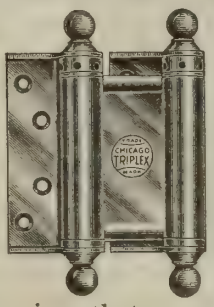
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Consumers Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton.
Plymouth Corage Co., North Plymouth, Mass.

Cornices, Metal
McFarlane, Douglas & Co., Ottawa.
Metallic Roofing Co., Toronto, Winnipeg.
Metal Shingle & Siding Co., Preston, Ont.
Pedlar People, Ltd., Oshawa, Ont.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Corrugated Fasteners
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain.
The Steel Co. of Canada, Limited, Hamilton.

Corrugated Iron
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Ltd., Oshawa, Ont.
Roofers Supply Co., Ltd., Toronto.
Winnipeg Steel Granary & Culvert Co., Winnipeg.
Wheeler & Bain, Toronto.

Corrugated Aluminum
The British Aluminum Co., Ltd., London, Eng.

Cow Stalls and Stanchions Bull and Calf Pens.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Cow Ties
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.

Cranes, Hand Power
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Cranes, Overhead Travelling
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Crate Openers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Crowbars
B. J. Coghlin, Montreal.

Cultivator Hoes
C. S. Norcross & Sons, Bushnell, Ill.

Culverts
Pedlar People, Oshawa, Ont.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Curling Stones
Belyea, Walter, Winnipeg, Can.

Cuspidors
Thos. Davidson Mfg. Co., Montreal.

Cutlery, Razors, Scissors, Etc.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Canadian Wm. A. Rogers, Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
Crookes, Jonathan, & Son.
Howland, H. S., Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Marble Arms & Mfg. Co., Gladstone, Mich.
McGlashan, Clarke Co., Ltd., Niagara Falls.
Oneida Community, Ltd., Oneida, N.Y.
Geo. Wostenholm & Son, Sheffield, Eng.

Cutting Pliers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cycles
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.

Derricks
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Display Racks, Wire Cloth
R. M. Bowser & Son, Renfrew, Pa.

Dog Collars
Samuel Trees & Co., Ltd., Toronto.

Dies
Pratt & Whitney Co., Dundas, Ont.

Door Bolts
The Stanley Works, New Britain.

Door Checks
Wm. Newman & Sons, Birmingham.

Door Hangers
Canada Steel Goods Co., Hamilton.
Myers, F. E., & Bro., Ashland, O.
Richard Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain.

Door Springs
Chicago Spring Butt Co., Chicago, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Drills
Pratt & Whitney Co., Dundas, Ont.

Draw Pulls
The Stanley Works, New Britain.

Drills, Brick and Stone
Whitman & Barnes Mfg. Co., St. Catharines.

Dry Batteries
Canada Dry Cells, Ltd., Winnipeg.
Canadian Carbon Co., Ltd., Toronto.
Interstate Electric Novelty Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Eavestroughs
Thos. Davidson Mfg. Co., Montreal.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Ltd., Oshawa, Ont.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Rain Co., Hamilton.
Winnipeg Ceiling & Roofing Co., Wininpeg

Elbows
Thos. Davidson Mfg. Co., Montreal.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Oshawa, Ont.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Rain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Heating Specialties
Landers, Frary & Clark, New Britain
National Electric Heating Co., Toronto.
Renfrew Electric Co., Ltd., Renfrew.

Electric Fixtures
The Barton-Netting Co., Ltd., Windsor.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Renfrew Electric Co., Ltd., Renfrew.
Tallman Brass & Metal Co., Hamilton.

Electric Irons
Landers, Frary & Clark, New Britain.
Northern Electric Co., Ltd., Montreal.
Renfrew Electric Co., Ltd., Renfrew.

Electric Specialties
Duncan Electric Co., Montreal.
Interstate Electric Co., Toronto.

Electrical Supplies
Duncan Electrical Co., Montreal.
Factory Products, Toronto.

Electric Tools
John Oakey & Sons, Ltd., London, Eng.

Emery
John Oakey & Sons, Ltd., London, Eng.

Emery Cloth
John Oakey & Sons, Ltd., London, Eng.
G. F. Stephens & Co., Winnipeg.

Emery or Corundum Wheels
The Carborundum Co., Niagara Falls, N.Y.

Emery Wheels
American Grinder Mfg. Co., Milwaukee, Wis.
John Oakey & Sons, Ltd., London, Eng.

Enamels
Berry Bros., Walkerville, Ont.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
The Ottawa Paint Works, Toronto.
Pratt & Lambert, Bridgeburg, Ont.
A. Ramsay & Son, Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Enameled Ware
Thos. Davidson Mfg. Co., Montreal.

End Cutting Nippers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Escutcheon Pins
The Parmenter & Bulloch Co., Ganonoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton.

Eveners, 3, 4 and 5 Horse
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Fanlight Gear
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Fasteners, Corrugated
J. E. Beauchamp & Co., Montreal.
Stanley Works, New Britain, Conn.

Fasteners, Storm, Sash and Screen
Stanley Works, New Britain, Conn.

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Banwell-Hoxie Wire Fence Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
Frost Steel & Wire Co., Ltd., Hamilton.
MacGregor-Banwell Fence Co., Walkerville, Ont.
The Steel Co. of Canada, Ltd., Hamilton.

Filters
Darling Bros., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.

Figured Rolled Glass
A. Ramsay & Son Co., Montreal.

Files and Rasps
Barnett Co., G. & H., Philadelphia.
Delta File Works, Philadelphia, Pa.
Henry Disston & Sons, Toronto.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal

Firearms
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.
Remington Arms U.M.C. Co., Windsor.

Fire Brick
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Fire Clay
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Fire Door Fixtures
The Dennis Wire & Iron Works, London, Ont.
Pedlar People, Oshawa, Ont.
The Stanley Works, New Britain.
Richard Wilcox Can. Co., London.

Fire Escapes
The Dennis Wire & Iron Works, London, Ont.
Canada Wire & Iron Goods Co., Hamilton
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man

Fire Place Furnishings
The Barton-Netting Co., Ltd., Windsor, Ont.
Canada Wire & Iron Goods Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.

Fishing Tackle
Andrew B. Hendryx Co.
Marble Arms & Mfg. Co., Gladstone, Mich

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Interstate Electric Novelty Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Wm. Newman & Sons, Ltd., Birmingham, Eng.

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Landers, Frary & Clark, New Britain.

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Nova Scotia Steel & Coal Co., New Glasgow, N.S.
The Steel Co. of Canada, Ltd., Hamilton

Ford Specialties
Adamson Mfg. Co., Hamilton.

Forges
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Friction Hoists
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man

Funnels
The Thos. Davidson Mfg. Co., Ltd., Montreal

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Clare Bros. & Co. Ltd., Preston, Ont.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.

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Marble Arms & Mfg. Co., Gladstone, Mich

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Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.

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Roofers Supply Co., Ltd., Toronto.
Wheeler & Rain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Galvanized Steel Tanks
Beatty Bros., Ltd., Fergus, Ont., Winnipeg, Man.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Galvanized Ware
Thos. Davidson Mfg. Co., Montreal.
H. S. Howland Sons & Co., Toronto.

Galvanized Wire
Dominion Iron & Steel Co., Ltd., Sydney.
Frost Steel & Wire Co., Ltd., Hamilton.
The Steel Co. of Canada, Ltd., Hamilton.
The Western Wire & Nail Co., Ltd., London, Ont.

Garages, Metallic
Metallic Roofing Co., Ltd., Toronto and Winnipeg.

Garage Hardware
Adamson Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Frank Mossberg Co., Attleboro, Mass.
Richards-Wilcox Canadian Co., London, Ont.
The L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
The Stanley Works, New Britain, Conn.

Garbage Cans
Thos. Davidson Mfg. Co., Montreal.

Gas Fixtures
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Gasoline Tanks, Underground
Darling Bros., Ltd., Montreal.

Gates, Farm and Stock
Frost Steel & Wire Co., Ltd., Hamilton.
McGregor-Banwell Fence Co., Walkerville, Ont.

Gauges
Pratt & Whitney Co., Dundas, Ont.
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A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Ont.

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Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Millers Falls, Mass.
A. Ramsay & Son Co., Montreal.

Glass Cutting Boards
The Lufkin Rule Co., Windsor, Ont.

Glass, Ornamental
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Ont.

Glass, Sheet and Figured
A. Ramsay & Son Co., Montreal.
Toronto Plate Glass Importing Co., Ont.

Glass Paper
John Oakey & Sons, Ltd., London, Eng.
A. Ramsay & Son Co., Montreal.

Glass, Wired
A. Ramsay & Son Co., Montreal.
Sharratt & Newth, London, Eng.
G. F. Stephens & Co., Winnipeg.
Roofers Supply Co., Ltd., Toronto.
Toronto Plate Glass Importing Co., Ont.

Glazier's Diamonds
A. Ramsay & Son Co., Montreal.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Glue
G. F. Stephens & Co., Winnipeg.

Gouges
Buck Bros., Milbury, Mass.

Granaries, Portable, Metallic
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Pedlar People, Oshawa, Ont.

Grindstones
American Grinder Mfg. Co., Milwaukee, Wis.
Cleveland Stone Co., Cleveland.
Millers Falls Co., Millers Falls, Mass.
Richards-Wilcox Mfg. Co., London.

Grinders, Grain
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Cushman Motor Wks., Ltd., Winnipeg.

Grinders, Tool and Sickle
American Grinder Mfg. Co., Milwaukee, Wis.

Grinders, Power
American Grinder Mfg. Co., Milwaukee, Wis.

Grinding Compound
The Carborundum Co.

Guns
Caverhill, Learmont & Co., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.
Remington Arms-Union M. C. Co., Windsor, Ont.
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Quality Rite Prices Rite



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K NIAGARA

KINZINGER, BRUCE & CO., LIMITED

NIAGARA FALLS, CANADA

WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES



"CONDOR"

—the name that means quality and service in lamps—more light, less current. A money-saver, a money-maker. Write

The Basters, Jakson Co.

22 College Street, TORONTO

FOOD CHOPPERS



Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. Lamplough & Co., Unity Bldg., Montreal

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Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD. HAMILTON, ONT.

The PARMENTER BULLOCH CO., Ltd

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



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You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry

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When writing advertiser kindly mention that you saw his ad. in this paper.

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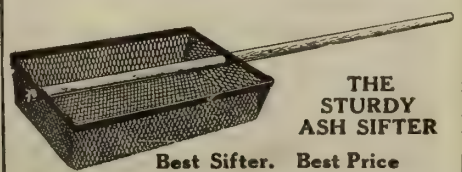
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Is the genuine MYERS $1.00 "Lock Stitch" Sewing Awl with the exclusive feature. See thread reel in front of handle under the finger tips. Natural tension. Sews heavy or light material, diamond point, full grooved needles used to protect the thread when sewing.

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E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Toronto.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Hamilton, Ont.
Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Ltd., Hamilton.
Victor Saw Works, Hamilton, Ont.
Hack Saw Machines
Victor Saw Works, Hamilton, Ont.
Halters
Samuel Trees & Co., Ltd., Toro
Hammers
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines.
Handles
Still, J. H., Mfg. Co., St. Thomas.
Hand Hoists
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Hand Lanterns
Interstate Electric Novelty Co., Toronto.
Hand Screws
National Machinery & Supply Co., Ltd., Hamilton.
Hangers, Storm, Sash and Screen
The Stanley Works, New Britain.
Hardware, Metal Window
The Stanley Works, New Britain.
Harness
Samuel Trees & Co., Ltd., Toronto.
Half Soles
Beardmore & Co., Toronto.
Halters
G. L. Griffith & Son, Stratford, Ont.
Hammocks
Galt Robe Co., Galt, Ont.
Harvest Tools
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Ont.
H. S. Howland, Sons & Co., Toronto.
Hay Unloading Tools
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
F E. Myers & Bros., Ashland, Ohio.
Hay Wire
Frost Wire Fence Co., Ltd., Hamilton, Ont.
Heating Drums
Collins Mfg. Co., Toronto.
Hearth Furniture
Winfield Brewster.
Hinges
Canada Steel Goods Co., Hamilton.
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain.
Hinges, Spring
Chicago Spring Butt Co., Chicago.
Hockey Sticks
Still, J. H., Mfg. Co., St. Thomas.
Hoisting and Conveying Machinery
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Hollow Handle Tool Sets
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Hooks
The Stanley Works, New Britain.
The Steel Co. of Canada, Ltd., Hamilton.
Hoops, Steel and Wire
The Laidlaw Bale-Tie Co., Hamilton.
The Steel Co. of Canada, Ltd., Hamilton.
Hooks, Conductor
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.
Hooks, Moulding
The Andrew B. Hendryx Co., New Haven, Conn.
Hooks, Hat and Coat
Laidlaw Bale-Tie Co., Hamilton, Ont.
Horns, Automobile
Hyslop Bros., Limited, Toronto.
Horseshoes and Nails
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The Steel Co. of Canada, Ltd., Hamilton.
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Canadian Consolidated Rubber Co. Montreal.
Gutta Percha & Rubber Mfg. Co., Toronto.
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Samuel Trees & Co., Ltd., Toronto.
Horse Collars
Samuel Trees & Co., Ltd., Toronto.
Horse Covers
Canadian Consolidated Rubber Co., Montreal.
Hot Plates
Collins Mfg. Co., Toronto.
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Wm. Cane & Sons, Newmarket, Ont.
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Ice Cutting Tools
North Bros. Mfg. Co., Philadelphia.
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Collins Mfg. Co., Toronto.
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Dominion Iron and Steel Co., Ltd., Sydney.
London Rolling Mill Co., London.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
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D. Ackland & Son.
Canadian Tube & Iron Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
Iron Pumps
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg.
Darling Bros., Ltd., Montreal.
R. McDougall Co., Galt.
F. E. Myers & Bros., Ashland, Ohio.
Ironing Boards
McFarlane Ladder Works, Toronto.
Schultz Bros., Ltd., Brantford, Ont.
Stratford Mfg. Co., Ltd., Stratford.
Jacks, Auto
Richards-Wilcox Canadian Co., London, Ont.
Japans
Berry Bros., Walkerville, Ont.
Canada Paint Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Joist Hangers
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Richards-Wilcox Canadian Co., Ltd., London, Ont.
Kitchen Cabinets
Stratford Mfg. Co., Ltd., Stratford,
Knife Polish
Jno. Oakey & Sons, Ltd., London, Eng.
Knives, Hunting and Fishing
Geo. Butler & Co., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain Conn.
Marble Arms & Mfg. Co., Gladstone, Mich.
Straw Knives
R. H. Smith Co., Ltd., St. Catharines, Ont.
Knurling Tools
Pratt & Whitney Co., Dundas, Ont.
Ladders, Step
J. E. Beauchamp & Co., Montreal.
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
McFarlane Ladder Works, Toronto.
G. F. Stephens & Co., Winnipeg.
Stratford Mfg. Co., Stratford, Ont.
Ladders, Shelf
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Canadian Co., London, Ont.
Lampblack
Barton Netting Co., Ltd., Windsor.
The L. Martin Co., New York.
G. F. Stephens & Co., Winnipeg.
Wilckes Martin Wilckes Co., New York.
Lamps, Electric
Amalgamated Electric Co., Toronto.
Basters, Jackson Co., Toronto.
Mainer Electric Co., Ltd Winnipeg.
Lanterns, Gasoline
Canadian Carbon Co., Ltd., Toronto.
National Stamping & Electric Wks., Chicago, Ill.
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Samuel Trees & Co., Ltd., Toronto.
Latchets
The Stanley Works, New Britain.
Lashes
Hamilton Whip Co., Hamilton, Ont.
Lawn Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
Frost Steel & Wire Co., Ltd., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
McGregor-Banwell Fence Co., Walkerville, Ont.
Lawn Mowers
Whitman & Barnes Mfg. Co., St. Catharines.
Lawn Settees
J. E. Beauchamp & Co., Montreal.
The Dennis Wire & Iron Works, London, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Stratford Mfg. Co., Stratford.
Lawn Swings
J. E. Beauchamp & Co., Montreal.
McFarlane Ladder Works, Toronto.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.
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Winfield Brewster.
Linseed Oils
Dominion Linseed Oil Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Leather Soles and Lifts
Beardmore & Co., Toronto.
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Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton.
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Goodell-Pratt, Greenfield, Mass.
Henry Disston & Sons, Toronto.
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L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
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Anglo-Canadian Leather Co., Toronto.
Beardmore & Co., Toronto.
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The Dennis Wire & Iron Works, London, Ont.
Lumbering Tools
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R. H. Smith Co., Ltd., St. Catharines, Ont.
Machinery Metal Workers
Brown, Boggs Co., Hamilton.
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Marble Arms & Mfg. Co., Gladstone, Mich.
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Canadian Consolidated Rubber Co., Limited, Montreal, Que.
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Goodell-Pratt, Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
National Machinery & Supply Co., Hamilton.
Pratt & Whitney Co., Ltd., Dundas.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Metals
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Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Leslie, A. C., & Co., Montreal.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
The Stanley Works, New Britain.
Talkman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.
Metal Boxes, for Specialties
Eley Bros., Ltd., London, Eng.
Metal Lockers
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennic Wire & Iron Works, London, Ont.
Metal Shingles, Siding, Etc.
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Ltd., Oshawa.
Roofers Supply Co., Ltd., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
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Oakey, John & Sons, London, Eng.
Metal Windows and Doors
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa.
Winnipeg Steel Granary & Culvert Co., Winnipeg.
Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Mitre Boxes
Millers Falls Co., Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Monel Metal
The International Nickel Co., New York, N.Y.
Motorcycles
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.
Mop Wringers
White Mop Wringer Co., Fultonville, N.Y.
Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Nails, Wire
The British Aluminium Co., Ltd., London, Eng.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Hamilton, Ont.
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Roofers Supply Co., Ltd., Toronto.
The Steel Co. of Canada, Limited, Hamilton.
Parmenter & Bulloch Co., Gananoque.
Nickel
The International Nickel Co., New York, N.Y.
Oils
Brandram-Henderson, Ltd., Halifax, N. S.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son., Montreal.
Oilers
Thos Davidson Mfg. Co., Montreal.
Oil Cake
Dominion Linseed Oil Co., Ltd., Montreal.
Oil Stones
Carborundum Co., Niagara Falls, N.Y.
Oil Tanks and Pumps
Darling Bros., Ltd., Montreal.
Ornamental Fences and Gates
Banwell-Hoxie Fence Co., Hamilton.
Frost Steel & Wire Co., Ltd., Hamilton.
McGregor-Banwell Fence Co., Walkerville, Ont.
Ornamental Iron and Wire
Canada Wire & Iron Goods Mfg. Co. Hamilton.
Manitoba Bridge & Iron Works, Ltd. Winnipeg, Man.
Packing
Canadian Consolidated Rubber Co. Montreal.
Pails
Wm. Cane & Sons Co., Newmarket.
Paints, Oils, Varnishes
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Imperial Varnish & Color Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Ottawa Paint Works, Ottawa, Ont.
Pratt & Lambert, Inc., Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Paint and Varnish Remover
Dougall Varnish Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Paris Green
Canada Paint Co., Montreal.
Allan Munro Color Co., Ltd., Montreal.
Pastry and Bread Boards
Stratford Mfg. Co., Ltd., Stratford.
Perforated Sheet Metals
Canada Wire & Iron Goods Mfg. Co., Hamilton, Ont.
Greening, B., Wire Co., Hamilton.
Pig Iron
The Steel Co. of Canada, Ltd., Hamilton.
A. C. Leslie & Co., Montreal.
Pipe Wrenches
Trimont Mfg. Co., Roxbury, Mass.
Pipe, Wrought, Lead and Galvanized
Beatty Bros., Ltd., Fergus, Ont.; Winnipeg, Man.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Montreal.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton.
Pipe, Galvanized Cond.
Canada Metal Co., Toronto.
Metallic Roofing Co., Ltd., Toronto, Winnipeg.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Pipe Cutters
Trimont Mfg. Co., Roxbury, Mass.
Plane Irons
Buck Bros., Milbury, Mass.
Planes
National Machinery & Supply Co., Ltd., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.
Plaster of Paris
Belyea, Walter, Winnipeg, Can.
Pliers
Frank Mossberg Co., Attleboro, Mass.
Plugs, Electricians'
Canadian Consolidated Rubber Co., Montreal.
Post Hole Augers
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Poultry Netting
Greening, B., Wire Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.
Poultry Supplies
Cushman Motor Works, Winnipeg.
Collins Mfg. Co., Toronto.
Powder Aluminium
The British Aluminium Co., Ltd., London, Eng.
Powders, Sporting, Black, Smokeless, Lesmok (Partly Smokeless)
Du Pont Powder Co., Wilmington, Del.

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We say:

Delta Files

Will outwear and outwork any other file made (cut faster and retain their cutting edge longer).

That they are the only files of from 3 to 24 inches made absolutely of crucible steel.

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There is a Delta File for every purpose.

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ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

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We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.
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Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is guaranteed right!

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Toronto, Canada

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Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Maytag Co., Ltd., Winnipeg.

Pump Valves
Canadian Consolidated Rubber Co. Montreal.
Darling Bros., Ltd., Montreal.

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Aylmer Pump & Scale Co., Aylmer.
Beatty Bros., Ltd., Fergus, Ont., Winnipeg, Man.
Darling Bros., Ltd., Montreal.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Richmond Pump Co., Winnipeg.

Pump, Power, Hand
Aylmer Pump & Scale Co., Ltd., Aylmer, Ont.
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg.
Darling Bros., Ltd., Montreal.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Putty
Benj. Moore & Co., Ltd., Toronto.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

Racks, Wire Cloth Display.
R. M. Bowser & Son, Renfrew, Pa

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Clare Bros. & Co., Ltd., Preston, Ont.
Thos. Davidson Co., Montreal.
Findlay Bros., Carleton Place.

Radiators
Clare Bros. & Co., Ltd., Preston, Ont.

Rat Traps
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Rasps
Delta File Works, Philadelphia.
Henry Disston & Sons, Toronto.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Sheffield, Eng.
Gillette Safety Razor Co., Montreal.
Jas. Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Razor Hones
Carborundum Co., Niagara Falls, N.Y.
Geneva Cutlery Co., Geneva, N. Y.

Reamers
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Whitman & Barnes, St. Catharines.

Red Lead
Brandram-Henderson Co., Montreal.

Registers
The Thos. Davidson Mfg. Co., Ltd., Montreal.

Refrigerators
The Thos. Davidson Mfg. Co., Ltd., Montreal.

Reinforcing Concrete
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dominion Iron & Steel Co., Sydney.
McGregor-Banwell Fence Co., Walkerville, Ont.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.

Repair Gum
Adamson Mfg. Co., Hamilton.

Revolvers
Colt's Patent Fire Arms Co., Hartford, Conn.
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.

Rifles
Marble Arms & Mfg. Co., Gladstone, Mich.
Remington-Arms U-M-C Co., Windsor, Ont.
Ross Rifle Co., Quebec.

Rifle and Shotgun Sights
Johnson's, Iver, Arms & Cycle Wks., Fitchburg, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.

Rivets
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.
Northern Bolt & Screw Co., Owen Sound, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Hamilton.

Rockers, Shoofly
McFarlane Ladder Works, Toronto.

Roofing
Brantford Roofing Co., Brantford, Ont.
Canadian Roofing Mfg. Co., Windsor, Ont.
H. W. Nowland, Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
J. H. McComb, Ltd., Montreal.
Metallic Roofing Co., Ltd., Toronto Winnipeg.
Pedlar People, Lt., Oshawa, Ont.
Roofers Supply Co., Ltd., Toronto.

Roofing Supplies
Bird & Son, Hamilton.
Metallic Roofing Co., Toronto and Winnipeg, Man.
Roofers Supply Co., Ltd., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Rope
Consumers Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton.
Plymouth Corage Co., North Plymouth, Mass.

Runways, Electric
Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

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Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.
L. S. Starrett Co., Athol, Mass.

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Canadian Consolidated Rubber Co., Montreal.

Saddlery Hardware
Samuel Trees & Co., Toronto.

Safety Razors
Gillette Safety Razor Co., Montreal.

Saws
E. C. Atkins & Co., Hamilton.
Bridgeport Hardware Mfg. Co., Bridgeport, Conn.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.
R. H. Smith Co., Ltd., St. Catharines, Ont.

Saws, Cross-Cut
E. C. Atkins & Co., Hamilton.
Aylmer Pump & Scale Co., Aylmer.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.
R. H. Smith Co., Ltd., St. Catharines, Ont.
Victor Saw Works, Hamilton, Ont.

Saws, Circular
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.
R. H. Smith Co., Ltd., St. Catharines, Ont.

Saws, Hand
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.
R. H. Smith Co., Ltd., St. Catharines, Ont.

Scales
Aylmer Pump & Scale Co., Aylmer, Ont.
John Chatillon & Sons, New York, N.Y.
Landers, Frary & Clark, New Britain, Conn.
Walter Woods & Co., Hamilton.

Screen Door Sets
The Stanley Works, New Britain.

Screw Plates
Butterfield & Co., Rock Island, Que.

Screw Drivers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
National Machinery & Supply Co., Ltd., Hamilton.

Screw Driver Bits
Buck Bros., Milbury, Mass.

Screw Drivers, Pockets
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Marble Arms & Mfg. Co., Gladstone, Mich.

Screws, Nuts, Bolts
Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood
Steel Co. of Canada, Ltd., Hamilton.

Scythes, Stones
The Carborundum Co., Niagara Falls, New York.

Sewing Machines
White Sewing Machine Co., New York, N.Y.

Seeders
Eureka Planter Co., Woodstock, Ont.

Shears, Scissors
Henry T. Seymour Shear Co., New York.
Landers, Frary & Clark, New Britain.

Sheet Metal Products
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metallic Roofing Co., Ltd., Toronto. Winnipeg.
Pedlar People, Ltd., Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Shelf Boxes
Cameron & Campbell, Toronto.

Shellac
Berry Bros., Walkerville, Ont.
Dougall Varnish Co., Ltd., Montreal.

Shelving, Steel Store
The Dennis Wire & Iron Works Lonon, Ont.

Shock Absorbers
Richards-Wilcox Canadian Co., London, Ont.

Shot Guns
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Caverhill, Learmont & Co., Montreal.

Sieves and Screens
B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Silo Irons
Beatty Bros., Limited, Fergus, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Silo Roofs
Metallic Roofing Co., Ltd., Toronto Winnipeg, Man.

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Canadian Wm. A. Rogers, Ltd., Toronto.

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Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

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Manitoba Bridge & Iron Works, Ltd., Winnipeg, Man.

Snips, Tinners'
Brown, Boggs Co., Hamilton.

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The Thos. Davidson Mfg. Co., Ltd., Montreal.

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Canada Metal Co., Ltd., Toronto.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto.
Hyslop Bros., Ltd., Toronto.
Interstate Electric Novelty Co., Toronto.

Sponges
Evans & Co., Montreal.

Sporting Goods
Thos. Davidson Mfg. Co., Montreal.
Horton Mfg. Co., Bristol, Conn.
H. S. Howland, Sons & Co., Toronto.
Lewis Bros. Ltd. Montreal.
Marble Arms & Mfg. Co., Gladstone, Mich.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Sprayers
Collins Mfg. Co., Toronto.
Eureka Planter Co., Woodstock.

Springs
B. J. Coghlin, Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Wm. Newman & Sons, Ltd., Birmingham, Eng.

Stable Fitting Steel
Beatty Bros., Ltd., Fergus, Ont.
The Dennis Wire & Iron Works, London, Ont.

Stains, Shingle
Berry Bros., Walkerville, Ont.
Brandram-Henderson, Ltd., Halifax.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

Stains, Wood
A. Ramsay & Son Co., Montreal.
Berry Bros., Walkerville, Ont.
Dougall Varnish Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

Stanles
Frost Steel & Wire Co., Ltd., Hamilton.
The Stanley Works, New Britain.
Steel Co. of Canada, Ltd., Hamilton.

Stanle Pulleys
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Steel, Cold Rolled Strip
The Stanley Works, New Britain, Conn
J. E. Beauchamp & Co., Montreal.

Steel, Mat
J. E. Beauchamp & Co., Montreal.

Sleighs
J. E. Beauchamp & Co., Montreal.

Steel Wire Hoops
Dominion Iron & Steel Co., Ltd., Sydney.
Steel Co. of Canada, Ltd., Hamilton. Winnipeg, Man.

Stencils
Hamilton Stamp & Stencil Co., Hamilton Ont.

Stepladder Chairs
McFarlane Ladder Works, Toronto.
Stratford Mfg. Co., Ltd., Stratford

Store Ladders
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Stocks and Dies.
Butterfield & Co., Rock Island, Que.

Stoves, Furnaces
Clare Bros. & Co., Ltd., Preston, Ont.
Findlay Bros., Carleton Place.
Kir-Ben, Ltd., Almonte, Ont.
Thos. Davidson Mfg. Co., Montreal
Wrought Iron Range Co., Toronto.

Stoves, Sheet Iron
Collins Mfg. Co., Toronto.

Stove Pipes
Collins Mfg. Co., Toronto.

Sweat Pads
Samuel Trees & Co., Ltd., Toronto.

Switches, Electric
Interstate Electric Novelty Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.

Tapes, Measuring
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Technical Books
MacLean Publishing Co., Toronto.

Threshing Tools
Pratt & Whitney Co., Dundas, Ont.

Thimbles
Collins Mfg. Co., Toronto.

Ticket Punches
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Tie Posts
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Tiling, Wall and Floor
The Barton-Netting Co., Ltd., Windsor, Ont.

Tinners' Snips
Bridgeport dwe. Mfg. Corp., Bridge Ont.
Brown, Boggs Co., Ltd., Hamilton.

Tin Plates
A. C. Leslie & Co., Montreal.
Roofers Supply Co., Ltd., Toronto.
Wheeler & Bain, Toronto.

Tinware
The Thos. Davidson Mfg. Co., Ltd., Montreal.

Tires, Auto, Bicycle and Baby Carriage
Canadian Consolidated Rubber Co., Montreal.

Tire Chains
Fox Chain Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines, Ont.

Tire-Savers
Richards-Wilcox Canadian Co., London, Ont.

Toasters
Collins Mfg. Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Toboggans
J. E. Beauchamp & Co., Montreal.

Tools
Buck Bros., Milbury, Mass.
Erie Tool Works, Erie, Pa.
R. Dillon & Sons, Oshawa.
The Goodell-Pratt Co., Greenfield, Mass.
Frank Mossberg Co., Attleboro, Mass.
Millers Falls Co., Miller Falls, Mass.
National Machinery & Supply Co., Hamilton.
Pratt & Whitney Co., Ltd., Dundas.
Stanley Rule & Level Co., New Britain.
Ward & Payne, Shefield, Eng.

Tools—Metal Workers'
Brown-Boggs Co., Hamilton.
Cleveland Stone Co., Cleveland, Ohio

Tool Grinders
Richards-Wilcox Canadian Co., London, Ont.

Tool Kits, Automobile
Lewis Bros., Ltd., Montreal.
Frank Mossberg Co., Attleboro, Mass.
The L. S. Starrett Co., Athol, Mass.

Tool Handles and Lumbering Tools
J. H. Still Mfg. Co., St. Thomas.

Track, Barn Door
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Toys
J. E. Beauchamp & Co., Montreal.

Track Systems
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Trowels
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Toronto.
R. H. Smith Co., Ltd., St. Catharines, Ont.

Trucks, Feed, Floor and Platform
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg.

Tubing, Brass, Copper, etc.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Tubing, Draught
Canadian Consolidated Rubber Co., Montreal.

Tubing, Rubber
Canadian Consolidated Rubber Co., Monireal.

Vacuum Cleaners.
Daisy Vacuum Cleaner Co., Birmingham, Eng.

Vacuum Sweepers
Bissell Carpet Sweeper Co., Grand Rapids, Mich.

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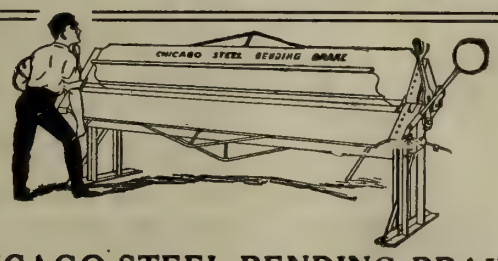
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MADE-IN-CANADA

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London Canada

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Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ottawa.
Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Ventilators
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Vises
National Machinery & Supply Co., Ltd., Hamilton.
North Bros. Mfg. Co., Philadelphia.

Vises, Oval Slide
National Machinery & Supply Co., Ltd., Hamilton.

Vises, Pipe
National Machinery & Supply Co., Ltd., Hamilton.

Vulcanizing Rubber
Adamson Mfg. Co., Hamilton.

Wall Paper
Staunton's, Limited, Toronto.

Wall Scrapers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Wallboard
Belyea, Walter, Winnipeg, Can.

Wash Boards
Wm. Cane & Sons Co., Newmarket.
Meakins & Sons, Hamilton.
Walter Woods & Co., Hamilton.

Washing Machines, Electric and Power
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cummer-Dowswell Ltd., Hamilton.

Washing Machines, Hand
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cummer-Dowswell, Ltd., Hamilton.

Wagon Jacks
D. Ackland & Son.
Richards-Wilcox Canadian Co., London, Ont.

Washers
London Rolling Mill Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wrought Washer Mfg. Co., Milwaukee.

Waste Baskets
The Dennis Wire & Iron Works, London, Ont.

Washers, Iron
J. E. Beauchamp & Co., Montreal.
Wrought Washer Mfg. Co., Milwaukee.

Water Bowls for Animals
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Water Bowls
Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.

Well Curbing
Pedlar People, Oshawa, Ont.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Whips
Hamilton Whip Co., Hamilton.
Samuel Trees & Co., Ltd., Toronto.

Whisks
Boeckh Bros. Co., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin.
Walter Woods & Co., Hamilton.

Whistles, Steam
T. McAvity & Sons, St. John, N.B.

White Lead
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

Wholesale Hardware
Winfield Brewster.
Caverhill, Learmont & Co., Montreal.
H. S. Howland, Sons & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Winches
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Window Guards
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.

Wire
The British Aluminum Co., Ltd., London, Eng.
Colonial Wire & Mfg. Co., Ltd., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, C.B.
Frost Steel & Wire Co., Ltd., Hamilton.
B. Greening Wire Co., Hamilton.
The Laidlaw Bale-Tie Co., Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound, Ont.
The Western Wire & Nail Co., Ltd., London, Ont.

Wire Cloth Display Racks.
R. M. Bowser & Son, Renfrew, Pa.

Wire Cutters
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Wire Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.
McGregor-Banwell Fence Co., Walkerville, Ont.

Wire Door Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd.,

Wire, Iron, Steel, Brass and Copper
Colonial Wire & Mfg. Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney.
B. Greening Wire Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Wire Mats
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Wire, Bright Annealed
Frost Steel & Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods
Canada Wire & Iron Goods Mfg. Co., Hamilton.
McGregor-Banwell Fence Co., Walkerville, Ont.

Wire Products
Canada Wire & Iron Goods Mfg. Co., Hamilton.
The Dennis Wire & Iron Works, London, Ont.
Dominion Iron & Steel Co., Ltd., Sydney.

Wire Rope
B. Greening Wire Co., Ltd., Hamilton.

Wire Springs
The Dennis Wire & Iron Works, London, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Wire Stretchers
Richards-Wilcox Canadian Co., London, Ont.

Wood Finishes
Berry Bros., Walkerville.
Dougall Varnish Co., Ltd., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
G. F. Stephens & Co., Winnipeg.

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Boeckh Bros. Co., Toronto.
Wm. Cane & Sons Co., Ltd., Newmarket.
Meakins & Sons, Ltd., Hamilton, Ont.
McFarlane Ladder Works, Toronto.
Stratford Mfg. Co., Ltd., Stratford, Ont.
Walter Woods & Co., Hamilton.

Woven Wire Fencing
The Dennis Wire & Iron Works, London, Ont.
McGregor-Banwell Fence Co., Ltd.
Dominion Iron & Steel Co., Ltd., Sydney.

Wrenches
Frank Mossberg Co., Attleboro, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St. Catharines.

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Beatty Bros., Ltd., Fergus, Ont., and Winnipeg, Man.
Cummer-Dowswell, Ltd., Hamilton, Ont.
Walter Woods & Co., Hamilton.

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There is always someone, somewhere, who is looking for just such a proposition as you have to offer—and it is more than likely that he is a hardwareman and a subscriber to HARDWARE AND METAL. Let an advertisement on this page bring you together.

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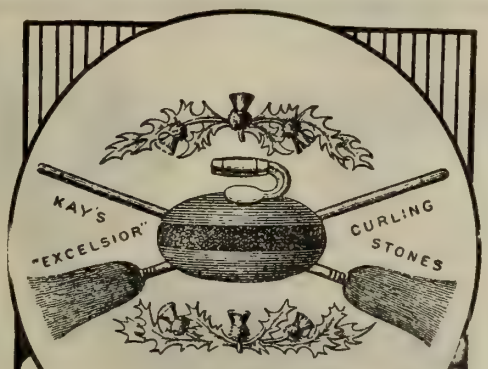
SITUATIONS WANTED

HARDWARE CLERK, 20 YEARS' EXperience in retail hardware, desires position as traveller. Best of references. Box 415, Hardware and Metal, Toronto.

WANTED

WANTED — CHICAGO STEEL BRAKE, eight-foot, second-hand, also second-hand Brown-Boggs circular shears, 2¼ to 19". A. Spratt & Sons, Inglewood, Ont. (26)

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Walter Belyea

Successor to the late

THOMAS BLACK

WINNIPEG

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c/o

HARDWARE AND METAL

TORONTO

Want Ads.

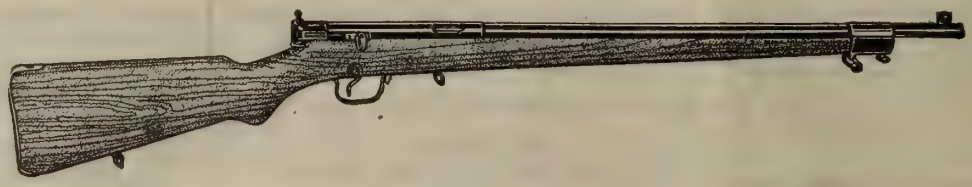
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Ross Rifle Company - Quebec



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Profits do not always lie in the first sale. The time and trouble to make the first sale often wipes out the profit. Profits are in the repeat orders, in the loyalty of your customers. If you are selling

"HOYT'S FROST KING" BABBITT METAL

you know exactly what we mean. It may take a little talking to sell it to the man who has not used it, but afterwards —well, that first sale made you a permanent customer who is "sold" permanently. Much profit in such a line.

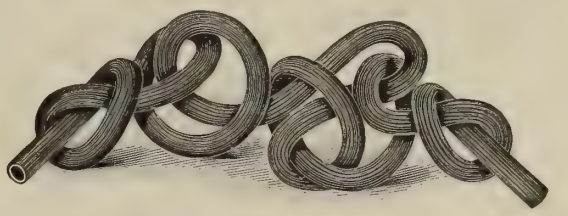
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TINKER TOM'S TALKS.



Talk Number Eighty-Two

Good-bye to old 1916—a year of trials and tribulation! May we never see your like again! Hail, 1917! May you bring the realization of our fondest hopes,—for Canada—the Trade and yours truly— **TINKER TOM.**

Look for Talk No. 83 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA



A Winter Necessity

Live dealers everywhere will make a special effort to sell Rubber Mouth Bits this winter. They are not only profitable to the dealer, but to the user as well—they protect the horse's mouth.

McKINNON RUBBER BITS

Are made from McKINNON ELECTRIC WELDED CHAIN which has been Anti-Rust Treated before the rubber is put on. All the leading jobbers everywhere carry them, for they are *dependable goods* that you can offer to your trade with confidence that they will give perfect satisfaction.

McKINNON DASH COMPANY **St. Catharines,** ONTARIO CANADA

Increased Sales!

Every Hardware Dealer should carry

Our Electric-Welded, Anti-Skid Chains

SMALL INVESTMENT-QUICK SALES-GOOD PROFITS

Made and sold in two grades, as specified below

"Dreadnaught" Brand	"Imperial" Brand
Electric-Welded Cross Chain, case-hardened and copper-plated.	Electric-Welded Cross Chain, soft and polished.
Galvanized rim chain.	Self-color rim chain.
Atlas style connections.	Atlas style connections.

Sold by Jobbers

MADE IN CANADA FULLY GUARANTEED

By

McKinnon Chain Company

ST. CATHARINES, ONT.